



**Executive Committee Meeting, Wednesday, February 21, 2025, 08:30 – 10:30 am**

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

**Board of Directors Meeting, February 26, 2025, 08:30 – 10:30 am**

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

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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
      - I. Martin County Property Appraisers
      - II. Rob Mac Keen – MIATC
    - c. Executive Director Report
      - I. William Corbin – Executive Director, BDBMC
  3. 9:00 am **Approvals**
    - a. Meeting Minutes
      - I. Executive Committee Meeting Minutes Jan 17, 2025 pg. 2
      - II. Board of Directors Meeting Minutes Jan 22, 2025 pg. 4
    - b. Financials
      - I. January 2025 pg. 9
    - c. Adoption of Goals
    - d. Adoption of Bylaw changes
  4. 9:15 am **Reports & Presentations**
    - a. Employment Report – Mary Murphy, CareerSource Research Coast
    - b. Business Update – Kevin Crowder, BusinessFlare
    - c. Manufacturing Roundtable Update – Inez van Ravenzwaaij, BDBMC pg. 13
    - d. Talent Advancement Team Report – Inez van Ravenzwaaij, BDBMC pg. 14
    - e. Final Pulse 2024 Pulse Report - Inez van Ravenzwaaij, BDBMC
    - f. BRE Update – Troy McDonald, BDBMC pg. 16
    - g. Award Date Update – Inez van Ravenzwaaij pg. 19
  5. 9:50 am **Board Member Items & Discussions**
    - a. Executive Committee – Nomination for Executive Committee open position
    - b. Open At-Large Board position
  6. 10:30 am **Adjournment**

**Upcoming Meetings & Events**

CMMC Assessment Workshop & Roundtable | Thursday, March 6, 2025, 12:30 – 3:00 pm

Martin County Industrial Development Authority | Friday, March 14, 2025, 2:00 - 4:00 pm

Executive Committee Meeting | Friday, March 21, 2025, 8:30 – 10:30 am

Board of Directors Meeting | Wednesday, March 26, 2025, 8:30 – 10:30 am



## Executive Committee Meeting Minutes

Wednesday, January 17, 2025

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

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**Present:** Susan Rabinowitz, Eric Kiehn, Dan Romence, Lauren Abbott, Ron Rose, Ken Norman (Counsel), George Stokus

**Absent:** David Rosendahl

**Staff:** William Corbin (Executive Director), Inez van Ravenzwaaij (Director, Programs & Partnerships), Troy McDonald (Director, Existing Industries & Business Development), Brittany Truong (Office Administrator)

**1. Call to Order, Pledge of Allegiance and Roll Call:** Susan Rabinowitz called the meeting to order at 8:29 AM. A quorum was established by roll call.

### 2. Comments

- a. Public Comments:** Kevin Farrell, Martin County School District, provided updates on various items with the school district.
- b. Partner:** None

### 3. Approvals

- a.** Minutes – Executive Committee Meeting Minutes – November 8, 2024: Eric Kiehn moved approval of the November 8, 2024, minutes as presented and was seconded by Dan Romence. The motion passed unanimously.
- b.** Minutes - Executive Committee Meeting Minutes – December 4, 2024: Eric Kiehn moved approval of the December 4, 2024, minutes as presented and was seconded by Dan Romence. The motion passed unanimously.
- c.** Minutes – Board of Directors Meeting Minutes - November 13, 2024: Dan Romence moved approval of the November 13, 2024, minutes as presented and seconded by Lauren Abbott. The motion passed unanimously.
- d.** Financials – November and December 2024: A motion to receive the November and December 2024 financials was made by Dan Romence and seconded by Eric Kiehn. The motion passed unanimously.

**4. Board Member Items & Discussions:** The executive board recommended presenting the attendance policy and Board positions with voting privileges at the Board of Directors meeting. David Rosendahl submitted his resignation prior to the meeting. Susan Rabinowitz has elected the Executive Committee as the nomination committee for the new Executive Committee position and to have the at-large position posted.



**5. BDB Philosophy Workshop (Vision, Mission, Priorities, & Goals):** A motion to recommend the adoption of the amended vision and mission statement was made by Eric Kiehn and was seconded by Lauren Abbott. The motion passed unanimously.

**6. Adjourn:** 10:33 AM



## Board of Directors Meeting Minutes

Wednesday, January 22, 2025

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

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**Present:** Susan Rabinowitz, Eric Kiehn, Dan Romence, Lauren Abbott, Brian Bauer, Angela Browning, Marshall Critchfield, Mayor Carmine Dipaolo, Commissioner Laura Giobbi, Patrick Gleason, Ransom "Reed" Hartman, Ron Rose, William 'David' Snyder, Ed Weinberg, Ken Norman (Counsel), Commissioner Blake Capps, George Stokus

**Absent:** David Rosendahl, Tyson Waters

**Staff:** William Corbin (Executive Director), Inez van Ravenzwaaij (Director, Programs & Partnerships), Troy McDonald (Director, Existing Industries & Business Development), Brittany Truong (Office Administrator)

**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.

a. Introduction of Commissioner Blake Capps, Commissioner Laura Giobbi, and BDBMC Director, Existing Industries & Business Development, Troy McDonald.

### 2. Comments

a. **Public Comments:** Kevin Farrell, Martin County School District, talked about some grants the school district has received and the programs it went to.

b. **Partner – Jill Marasa, Ashley Capital,** spoke about current projects.

I. **Indian River State College:** Inez van Ravenzwaaij thanked IRSC for their new investment at the Leadership level and welcomed Annabel Robertson to speak.

II. **Renewals:** Inez van Ravenzwaaij thanked all the businesses that renewed their investment with the BDBMC from the October-December 2024 time period.

### 3. Approvals

a. **Minutes—Executive Committee Meeting—November 8, 2024:** Eric Kiehn moved to approve the Executive Committee Meeting minutes for November 8, 2024, which was seconded by Mayor Carmine Dipaolo. The motion passed unanimously.

b. **Minutes – Executive Committee Meeting – December 4, 2024:** Ed Weinberg moved approve the Executive Committee Meeting minutes for December 4, 2024, and it was seconded by Eric Kiehn. The motion passed unanimously.



- c. **Minutes—Board of Directors Meeting—November 13, 2024:** Mayor Carmine Dipaolo moved to approve the Board of Directors Meeting minutes for November 13, 2024, which was seconded by Eric Kiehn. The motion passed unanimously.
- d. **Financials Reports:** William Corbin, Executive Director, presented and summarized the financials. Marshall Critchfield moved to approve of the Financials Reports and it was seconded by Angela Browning, PhD. The motion passed unanimously.

#### **4. Reports & Presentations**

- a. **Employment Report** – Mary Murphy, CareerSource, briefed the BDBMC Board on employment covering Martin, St. Lucie, and Indian River Counties.
- b. **Business Update** – Kevin Crowder, BusinessFlare, provided an update on attraction projects and leads for Martin County.
- c. **Annual Pulse Report** – Inez van Ravenzwaaij, Director of Programs and Partnerships, provided an update.
- d. **Post-Annual Award Update & 2025 Event Date** – Inez van Ravenzwaaij, Director of Programs and Partnerships, provided an update.

- 5. Board Member Items & Discussions** – Discussion ensued regarding the attendance policy and Board positions with voting privileges. Ransom “Reed” Hartman made a motion to accept the attendance policy and to amend the bylaws to reflect the new policy, and it was seconded by Lauren Abbott. The motion passed unanimously. Ron Rose recommended a bylaw change for each municipality that would have an elected official as a liaison and one non-elected individual from the business community to represent the interest of the liaison and municipality as a voting member; it was seconded by Dan Romance. The motion passed unanimously.

- 6. BDB Philosophy Workshop (Vision, Mission, Priorities & Goals)** – William Corbin, Executive Director, and Inez van Ravenzwaaij, Director of Programs & Partnerships, presented the workshop. Eric Kiehn moved to approve of the new vision statement and Mayor Carmine Dipaolo seconded the motion. The motion passed unanimously. Eric Kiehn moved approve the new mission statement and was seconded by Angela Browning, PhD. The motion passed unanimously.

#### **7. Director Comments -**

- **RFI Responses**
  - BDB staff submitted responses to the Florida Department of Commerce for two separate Requests For Information (RFI). The RFIs are related to confidential projects that the state is working to land and place. The



companies associated with these projects are medium-to-large manufacturers – one of which already has a presence in Florida. One of the companies, if landed, would bring more than 100 jobs and \$50+ million of capital investment. The other company is looking for a sizeable amount of land because of plans to include a Research & Development component as well as a public-facing interactive experience center.

- **Martin County Delegation Meeting**

- Earlier this month I had the opportunity to address our legislative delegation – Senator Gayle Harrell, Representative Toby Overdorf and Representative John Snyder – at their annual listening session where the public has a chance to solicit and make requests of the delegation. During my turn to speak, I reinforced the BDB’s mission as well as some of its recent activity and wins. Additionally, I spoke about the Live Local bill that was passed during last year’s session. It enables select industrial and commercial properties to be converted to residential. I urged the delegation to consider removing that particular language from the bill, because while the BDB is sensitive to the need and desire to free up additional land for homes that are more affordable in price, the fact is, in a market such as ours, the industrial and commercial space is just so limited...and the bill, as written, would further constrain that limited supply, which we’d like to see remain in place in order to ensure more opportunities for high-wage job creation.

- **Public Comment (January 14 BOCC Meeting)**

- I made public comment at the January 14 Board of County Commissioners meeting in support of the approval of the commercial lease between the County and Daher aerospace. Thankfully, the BOCC voted in favor of the lease with a 5-0 vote.

- **Visit with SLC Commercial**

- Last month I had a chance to sit down with Jeff Chamberlin and Drew Poston of SLC Commercial Realty & Development. We reviewed and discussed the various available space and land opportunities in Martin County that they represent, including Palm City Industrial Park (aka “Poma”) and Martin Commerce Park, the Ashley Capital development that features smaller building footprints (26,000 SF-200,000 SF), which is something that has seen more demand recently. Cultivating and maintaining good relationships with local commercial real estate professionals is a key part of a successful economic development strategy.

- **Property Tour (Sunrise Grove Commerce Ctr – Ashley Capital)**
  - Inez and I had the pleasure of meeting up with Jill Marasa and Ryan Bloss of Ashley Capital and touring their 3-mile long, 1-mile wide, 1,600-acre property, immediately west of I-95 and directly south of the C-23 canal that separates Martin and St. Lucie Counties. This exciting longer-term project is already entitled for more than 1 million square feet of industrial space, and will play a key role in helping Martin County to remain competitive in the economic development landscape for years.
- **Indiantown Marine Center**
  - I visited with Dan Romence and Joe Walsh, President/General Manager and owner, respectively, of the Indiantown Marine Center. I received a comprehensive overview of the entire operation, and we had a great discussion about various issues and concerns, from the perspective of individuals and businesses in the marine industry. I look forward to catching up and continuing this conversation with the new Executive Director of the Marine Industries Association of the Treasure Coast, and seeing how the BDB can play a role in helping address those issues and concerns.
- **Cleveland Clinic Healthcare Roundtable**
  - A couple of weeks ago I participated in a healthcare roundtable conducted by Cleveland Clinic at their Martin North Hospital location in Stuart. Local executives from fellow peer organizations joined me and hospital leadership for the discussion. Panelists/speakers from Cleveland Clinic included Dr. Rishi Singh (VP + CMO), Mr. Alex Greenwood (Exec Dir, Operations) and Dr. Claude Jones (Med Dir, Primary Care Institute). Themes and topics included:
    - A discussion about the recent decision to close their Labor & Delivery Department (closure date is April 1, 2025);
    - Improving access to healthcare (e.g. speed of care/service provision for prospective patients); and
  - An update on operations improvements
    - New in-patient hospice center
    - The first hospital care at-home program in Martin County (resulting in lower wait times for beds)
    - Recruitment of 25 new physicians.
- **Economic Council Speaking Engagement**



- I had the privilege of speaking to the Economic Council at their January 15 meeting, where I spoke about the BDB's vision/mission, elaborated on my economic development philosophies, and detailed my thoughts on relevant opportunities – as well as threats – to the BDB, from an organizational perspective.
- **Indiantown Chamber Annual Awards & Installation Dinner**
  - The Indiantown Chamber of Commerce held their annual awards and installation dinner on January 16<sup>th</sup> at the Seminole Inn. I look forward to continue working with the Village of Indiantown on a regular basis and nurturing the BDB's relationship with the various community stakeholders. There is a lot of opportunity for development and redevelopment in Indiantown. We've already had at least a couple of attraction/recruitment projects express interest in expanding and locating their companies to the Village of Indiantown – one of which we continue to work closely to land.

**8. Adjourn: 10:30 AM**





To: Board of Directors  
From: William Corbin, Executive Director  
Subject: Financial Reports for Month Ended January 31, 2025  
Date: Executive Committee Meeting – February 21, 2025  
Board of Directors Meeting – February 26, 2025

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

**RECOMMENDATIONS:**

1. Motion to receive the reports.

**Discussion & Review**

1. **Balance Sheet**

No comments.

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

- a. Notable income includes a \$2,500 sponsorship for the December 2024 annual awards luncheon that was received and recorded in January 2025.
- b. Notable expenses include \$4,815 in audio/video services for the annual awards luncheon as well as a \$1,000 sponsorship for being an event partner to the Stuart/Martin County Chamber of Commerce-led Passport to Careers workforce development program held at Martin County High School.

[Reports follow]

# Business Development Board of Martin County

## Balance Sheet

As of January 31, 2025

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BDB CHECKING ACCOUNT *0501 (0501)	68,551
SEACOAST BUSINESS MONEY MARKET *8461 (8461)	152,815
<b>Total Bank Accounts</b>	<b>\$221,366</b>
<b>Total Current Assets</b>	<b>\$221,366</b>
Fixed Assets	
Accumulated Depreciation	(25,731)
Equipment	16,055
Furniture & Fixtures	9,675
<b>Total Fixed Assets</b>	<b>\$0</b>
<b>TOTAL ASSETS</b>	<b>\$221,366</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	3,025
<b>Total Other Current Liabilities</b>	<b>\$3,025</b>
<b>Total Current Liabilities</b>	<b>\$3,025</b>
<b>Total Liabilities</b>	<b>\$3,025</b>
Equity	
Contract Reserve	166,713
Net Assets	138,187
Net Income	(86,559)
<b>Total Equity</b>	<b>\$218,341</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$221,366</b>

# Business Development Board of Martin County

## Quarterly Statement of Activities (P&L)

October 2024 - January 2025

	OCT - DEC, 2024	JAN 2025	TOTAL
Income			
County Income	112,500		\$112,500
Event - Sponsorship Income	20,500	2,500	\$23,000
Interest Earned	1,395	408	\$1,804
Investor Income	15,310		\$15,310
<b>Total Income</b>	<b>\$149,705</b>	<b>\$2,908</b>	<b>\$152,614</b>
GROSS PROFIT	<b>\$149,705</b>	<b>\$2,908</b>	<b>\$152,614</b>
Expenses			
Bank Charges & Fees	186	56	\$242
Business Development Marketing	18,939	397	\$19,336
Computer Equipment - Software	834	708	\$1,542
Economic Development Programs/Services	232		\$232
Manufacturing		414	\$414
Workforce		15	\$15
<b>Total Economic Development Programs/Services</b>	<b>232</b>	<b>429</b>	<b>\$661</b>
Events/Forums	1,474		\$1,474
Awards Luncheon	27,578	5,040	\$32,618
Board	110	56	\$167
<b>Total Events/Forums</b>	<b>29,162</b>	<b>5,097</b>	<b>\$34,259</b>
Insurance	427	2,982	\$3,410
Memberships	3,245	275	\$3,520
Member Events		240	\$240
<b>Total Memberships</b>	<b>3,245</b>	<b>515</b>	<b>\$3,760</b>
Occupancy	8,975	3,005	\$11,980
Office Equipment		309	\$309
Office/General Expenses	2,511	1,050	\$3,561
Outside Services	45,673	13,748	\$59,421
Payroll Expenses			\$0
Employee Benefits	9,079	2,738	\$11,817
Payroll Taxes	5,135	1,568	\$6,703
Payroll Wages	63,285	18,278	\$81,562
<b>Total Payroll Expenses</b>	<b>77,499</b>	<b>22,584</b>	<b>\$100,083</b>
Postage and Postal Services	73	34	\$107
Professional Development-Training	215	374	\$589
QuickBooks Payments Fees	251	28	\$279
Reimbursable Expenses		68	\$68
Subscriptions	378	190	\$568
Technology Communications	2,931	1,819	\$4,750
Travel & Entertainment	150	99	\$249
Unapplied Cash Bill Payment Expense	(7,000)	1,000	\$ (6,000)
<b>Total Expenses</b>	<b>\$184,681</b>	<b>\$54,492</b>	<b>\$239,173</b>
NET OPERATING INCOME	<b>\$ (34,976)</b>	<b>\$ (51,583)</b>	<b>\$ (86,559)</b>
NET INCOME	<b>\$ (34,976)</b>	<b>\$ (51,583)</b>	<b>\$ (86,559)</b>





**To:** President & Members, Executive Committee, Board of Directors  
**From:** Inez van Ravenzwaaij, Programs & Partnerships  
**Subject:** Manufacturing Roundtable, January 2025  
**Date:** Executive Committee Meeting – February 21  
Board of Directors Meeting – February 26

**SUMMARY:** The BDB hosted the first manufacturing roundtable of 2025 in partnership with Pursuit Aerospace, the 2024 Business Excellence award winner. Now fully transitioned from the Economic Council of Martin County and several private sector partners (Jill Marasa/Ashley Capital, Trisha Hawthorne/TD Bank, and Bill West/West Advisory), these roundtable-style meetings, supporting or partner programs will be scheduled quarterly at a minimum.

The Manufactures Roundtable, a quarterly meeting of Martin County manufacturers, serves as a 'safe' and 'pitch-free' environment to voice their concerns and engage in meaningful discussions with partners and peers. It also provides a platform for regional experts and other partners (upon invitation) to share their insights and resources.

#### **JANUARY ROUNDTABLE:**

**When:** Wednesday, January 20 at Pursuit Aerospace

**Host:** Cam Becraft, Production Director

**Tour:** North building

Over 20 manufacturers attended the roundtable, including partners from South Florida Manufacturing, the Economic Council of Martin County, The County, and Manpower. Following the tour, Pursuit spoke about the company, its roots, its growth, and its trajectory for the future, including how it adapted to supply chain barriers and recruited and retained skilled talent. Other areas of focus included resilience, how they overcame a recent fire in its facility, and facing the federally mandated challenge of the Cybersecurity Maturity Model Certification.

#### **OUTCOMES:**

- A)** SFMA initiated advocacy for CMMC implementation concerns. Six letters of support for local manufacturers were written and shared with SFMA's President, Matt Rocco, to be delivered to legislators in Tallahassee for Florida Manufacturing Days, February 3-5.
- B)** Partnership with Florida Makes and Cyber Florida to host a CMMC assessment and workshop for local manufacturers scheduled for March 6.
- C)** 3-4 Pulse visits were scheduled, and introductions to Troy McDonald as the new Director of Existing Industry and Business Development.

**RECOMMENDATION:** Update only, no recommendation currently.



**To:** President & Members, Executive Committee, Board of Directors  
**From:** Inez van Ravenzwaaij – Director, Programs & Partnerships  
**Subject:** Talent Advancement Team & Passport to Careers  
**Date:** Executive Committee Meeting – February 21  
Board of Directors Meeting – February 26

**SUMMARY:** Highlights from the Talent Advancement Team's efforts in workforce development and the annual Passport to Careers in partnership with the Stuart/Martin Chamber of Commerce and the Martin County School District.

#### **TALENT ADVANCEMENT TEAM MEETING 1/30/25:**

##### **Meeting goals:**

- Bring together industry leaders and employees to discuss pain points and potential short-term solutions with education and workforce development professionals.
- 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.

##### **Meeting summary:**

- Thursday, January 30, at Indiantown High School, included a tour by Principal Lisa Davenport following the meeting.
- Focus on marine industries and the introduction of the IRSC marine tech curriculum
- Full circle event from the first TAT meeting focusing on the marine industry last April at Indiantown Marine Center.
- Including staff, 23 participated in the meeting, including several new representatives from area marine industries.
- IRSC representatives Maygan Johnson, Senior Director of Development, and Natalia Chekovskaya, Executive Director of the IRSC Manufacturing Center, introduced the vision of the new program designed to advance marine education and workforce development and the steps involved in launching the curriculum. The IRSC outline is attached for reference, and here is [a link to the full story on Martinomics](#).

##### **What's next for TAT?**

- Follow up on action items, connections, and further collaboration.
- Support IRSC in growing awareness and support for their new marine program.
- The next TAT meeting is planned for April and will focus on aviation in collaboration with the R.E.A.C.H Center and DAHER.
- Education and Workforce Development Guide 6-month metrics.

## **PASSPORT TO CAREERS 2/10/25:**

### **Event goals:**

- To partner with Stuart/Martin Chamber of Commerce and Martin County School District in an education event about skilled trade opportunities with teachers and student influencers. Engagements like these are designed to help change the culture and perception of careers in the skilled trades and inform teachers of the high-demand and high-wage opportunities in Martin County.
- The BDB supported the Chamber by providing partners and information on the aviation and manufacturing sectors – Daher, Power Systems Manufacturing, Chicago Stainless, Indian River State College.
- Drive awareness and digital traffic to related BDB resources on the aviation and aerospace landing page
  - About aviation in Martin County
  - Careers in aviation
  - Teacher resources

### **Event summary:**

- Monday, February 10, at Martin County High School
- Career exploration fair for teachers; industries represented included aviation and aerospace, manufacturing, marine, healthcare/life sciences, professional services, agriculture and aquaculture, and the construction trades.
- The BDB represented the aviation, aerospace, and manufacturing sectors. Daher, Power Systems Manufacturing, Chicago Stainless, and IRSC participated along with/under the umbrella partnership with the BDB.
- During the event, staff spoke with, exchanged information with, and shared resources with more than 500 teachers, representing all grade levels and schools.
- [Aviation & Aerospace](#) landing page metrics for the week of the event (*day of the event and 4 days after*):

YEAR	VIEWS	USERS	VIEWS PER USER	EVENT COUNT
2023	108	65	1.66	190+
2024	497	172	1.96	500+
2025				<b>750+</b>

### **What's next for this program?**

- Debrief with partners on results and what can be improved for 2026.
- Determine how we can measure success in the future.

**RECOMMENDATIONS:** No staff recommendation for either item currently.



**To:** President & Members, Executive Committee, Board of Directors  
**From:** Troy McDonald – Director of Existing Industry and Business Development  
**Subject:** Business Retention and Expansion (BRE)  
**Date:** Executive Committee – February 21, 2025  
Board of Directors – February 26, 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 focuses on supporting local businesses by fostering partnerships, addressing challenges, and connecting business owners and management with essential resources to promote growth and sustainability. Recent efforts have centered on direct engagement with business leaders, strategic collaboration with partner organizations, and proactive follow-ups to ensure businesses receive the necessary support. In addition to these ongoing initiatives, we have scheduled and conducted multiple Pulse Visits to gain first-hand insight into the needs and opportunities of local businesses. William Corbin and I visited SDI, a globally recognized diving education company, to understand their operations and explore opportunities for further engagement.

## **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.



## **Recent Activities**

### **Focus on Business Engagement**

- Scheduled and conducted multiple Pulse Visits
- Attended chamber events and meetings to connect with business leaders and stakeholders.
- Met with local partners to assess business needs and opportunities.
- Met with stakeholders such including Martin County Growth Management staff, Martin County CRA staff and The Village of Indiantown Manager and Development Director.

### **Business Assistance and Resource Coordination**

- Acted as a business concierge, directing businesses to appropriate resources, agencies, and organizations such as CareerSource and the Small Business Development Center (SBDC).
- Provided guidance to businesses on navigating regulatory and operational challenges.

### **Pulse Committee and Visits**

- Hosted a Pulse Committee Volunteer session, organized and lead by Inez Van Ravenzwaaij, to enhance outreach and engagement.
- Conducted visits to existing businesses to establish Pulse Visits.
- Performed Pulse Visits to gather insights on workforce development, expansion plans, and operational challenges.

### **Follow-ups and Business Support**

- Addressed issues and concerns identified during Pulse Visits and partner meetings.
- Facilitated referrals to appropriate agencies and support organizations.

### **Visit to SDI Headquarters (Scuba Diving International)**

William Corbin and I visited SDI, headquartered on Decker Ave. in Stuart, and met with CEO Brian Carney and COO Stephanie Miele. SDI and its family of companies, including TDI, ERDI, and PFI, specialize in professional diving education and training. Established in 1994, SDI has grown into a globally recognized leader in technical, recreational, and emergency response diving certifications. With a presence in over 100 countries, they offer comprehensive training programs designed to ensure safety, innovation, and high-quality instruction. Additionally, SDI has developed an advanced online training platform that can be adapted to virtually any training need an employer may have. This innovative solution allows businesses to customize training for their workforce, enhancing skills development and operational efficiency. Our visit provided

insight into their forward-thinking business model and the impactful work they are doing in the diving industry and beyond.

## **Conclusion**

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. The visit to SDI highlighted the success of a globally recognized business headquartered in Stuart, reinforcing the value of supporting our existing industries. 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.

**RECOMMENDATION:** Update only, no action required.



**To:** President & Members, Executive Committee, Board of Directors  
**From:** Inez van Ravenzwaaij, Director, Programs & Partnerships  
**Subject:** 2025 Annual Awards Event planning  
**Date:** Executive Committee Meeting – February 21  
Board of Directors Meeting – February 26

**SUMMARY:** Due to policy changes and scheduling conflicts, the traditional December date for the annual awards will need to be reconsidered. Options are outlined below.

**Option A:**

Date/Venue: Monday, October 9, 11:30 am – 1 pm at Hutchinson Shores Resort and Spa

Pros:

- Capacity: up to 350 guests comfortably
- No rental fee: costs are per person/plate
- Established, familiar venue, easy to work with existing and experienced staff
- Layout, modern and stylish room

Cons:

- The event planning cycle will start in March/April
- Majority of event expenses/revenue will land in FY 2025
- Monday event date, Sunday set up
- Sponsor unknown
- No official guarantee on date for 2026

**Option B:**

Date/Venue: Tuesday, October 27, 11:30 am – 1 pm at Marriott Island Beach Resort and Marina

Pros:

- Tuesday event date, Monday set up
- Two extra weeks to plan
- Potentially slightly less in AV costs

Cons:

- Event planning cycle will start March/April
- Majority of event expenses/revenue will land in FY 2025
- Guarantee a minimum of \$20,000 in catering charges
- If the minimum is not met, rental charges will be activated
- Capacity: up to 285 comfortably, maybe 300 with 10 tops for all parties and smaller stage
- Sponsor unknown
- Little or no experience with the event team
- Dated room

### **Option C:**

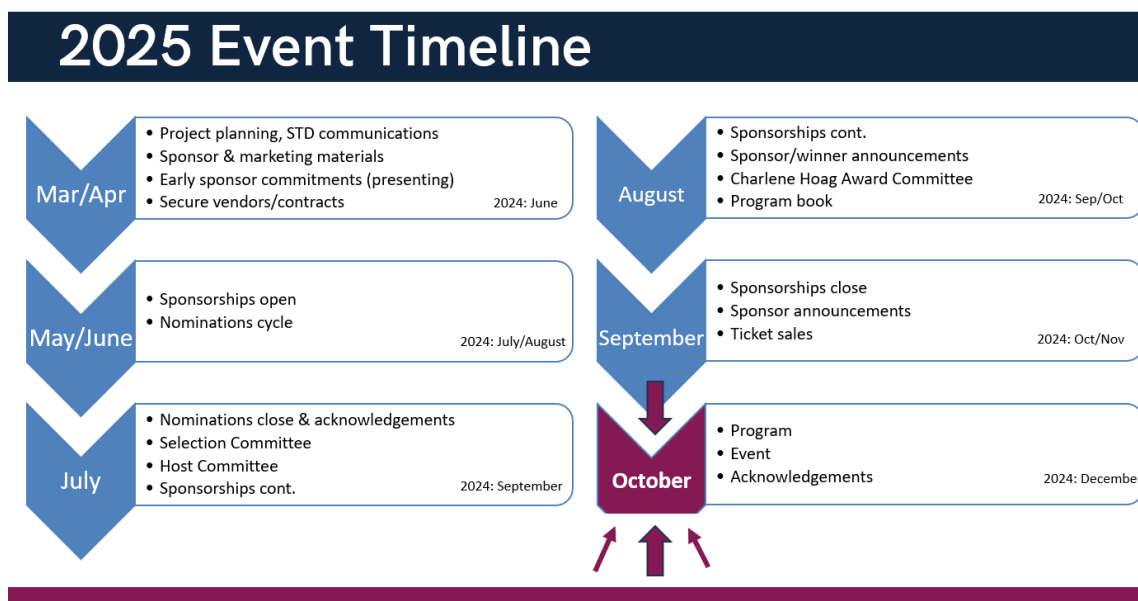
Date/Venue: Friday, December 19, 9, 11:30 am – 1 pm at Hutchinson Shores Resort and Spa

Pros:

- Event expenses/revenue will land in FY 2026
- Friday event date
- Capacity: up to 350 guests comfortably
- No rental fee: costs are per person/plate
- Date guarantee for the next three years
- Established, familiar venue, easy to work with existing and experienced staff
- Layout, modern and stylish room

Cons:

- Late December, conflict with Holidays
- Sponsor unknown



**RECOMMENDATION:** Select and date & venue for 2025.