



Board of Directors Meeting Minutes

Wednesday, May 28, 2025

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

Present: Susan Rabinowitz, Dan Romence, Eric Kiehn, Angela Browning, Patrick Gleason, Ransom "Reed" Hartman, Steve Hartz, David Powers, Ron Rose, William 'David' Snyder, Tyson Waters, Ed Weinberg, Mayor Carmine Dipaolo, Commissioner Laura Giobbi, Ken Norman (Counsel), George Stokus

Excused: Lauren Abbott, Brian Bauer, Commissioner Blake Capps

Absent: Marshall Critchfield

Staff: William Corbin (Executive Director), Inez van Ravenzwaaij (Director, Programs & Partnerships), Troy McDonald (Director, Business Retention and Expansion), Brittany Truong (Office Administrator)

1. **Call to Order, Pledge of Allegiance and Roll Call:** Susan Rabinowitz called the meeting to order at 8:31 AM. A quorum was established by roll call.

2. Comments

- a. **Public Comments:** Parker Smith, Smith Marine Service and 2024 Youth Entrepreneur of the Year, and his mother Sharon spoke about his new business endeavor.
- b. **Partner Comments:** None
 - I. **Investor Presentation:** Inez van Ravenzwaaij thanked Truist Bank for their investment.
- c. **Executive Director Report:** William Corbin went over the Executive Director Report. The Board talked in depth about the Paris Air Show and the Proposed Budget and Contract Amendment.
 - **GrowFL Event Partnership**
 - On May 21 the BDB partnered with GrowFL to conduct an event geared towards local small businesses. GrowFL is an organization that supports second-stage businesses and their executive leadership in their efforts to grow and scale. The event featured a speakers panel of entrepreneurs (including one with a successful past appearance on Shark Tank) – who detailed their respective journeys toward success. The BDB coordinated with several other



sponsors to make the event happen, including Acquisition Experts, the St. Lucie EDC, South Florida Manufacturer's Association, Foundry Commercial, and The Research Park at FAU. More than 50 people from various local small businesses and entrepreneurs in the area attended.

- **Indiantown Chamber Industry Bus Tour Event**

- The BDB partnered with the Indiantown Chamber as a sponsor to host an Industry Appreciation Day on May 9th. This event was designed to celebrate and recognize the businesses that contribute to the growth and vibrancy of Indiantown. The event featured a bus tour where local businesses had the opportunity to showcase their facilities to fellow business owners, community leaders, commercial real estate professionals, and potential customers. The tour also featured stops at properties that still had available space or land to develop.

- **May Industrial Development Authority Meeting**

- The IDA conducted its regularly scheduled bi-monthly meeting on May 9. The board continues to accomplish a significant amount of business and tasks, as they have refocused and re-aligned around new strategies to identify development opportunities to partner with, from the angle of bond financing issuance. The IDA board would like to present an update to the BDB board at the June 25 BDB board meeting.

- **FEDC Annual Conference**

- BDB Vice Chair Dan Romence joined Executive Director William Corbin and Director of Business Retention & Expansion Troy McDonald, at the Florida Economic Development Council's Annual Conference from May 14-16 in Port Charlotte. The conference, held was an opportunity for continuing education as well as peer-to-peer connections and relationship-building within the economic development ecosystem. Highlights included sessions on best practice strategies for site selection and workforce/talent development as well as new trends in technology and economic development marketing.

- **Speaking Engagement (Bank of America Treasure Coast)**



- On May 1st I had the pleasure of speaking to Bank of America commercial and wealth management associates at the Treasure Coast Market virtual town hall meeting. I gave a summary and overview of the BDB's vision, mission, goals and activity, and discussed how Bank of America and their staff can play a role in local economic development.
- **Paris Air Show**
 - Past conversations with Daher Aerospace revealed that they would benefit from having more of their suppliers and other related corporate partners closer to their Stuart-based operation, and they are amenable to having the BDB as their guest at the Paris Air Show in June. The show, held bi-annually at Le Bourget Airport in the northeast suburbs of Paris, is the premier conference for the aviation and aerospace industry, and represents an excellent opportunity for the BDB to identify potential companies to attract and recruit to Martin County. Most importantly, Daher is willing to assist the BDB with making warm introductions to companies that it does business with, with the intention of recruiting them to expand and invest in the local aviation sector in Martin County. The floor of the trade show/exhibit hall will be open from June 16-June 19. BDB Director of Business Retention & Expansion Troy McDonald will be representing the BDB at the conference.
- **BDB Proposed Budget & Contract Amendment**
 - BDB staff continues to speak with individual Commissioners from the BOCC about the political feasibility of its FY 2026 budget request and proposed contract amendment (escalator clause). These conversations will inform the viability of a path forward, from a policy perspective. Staff will have a clearer idea on where things stand by week's end.

3. Executive Committee Meeting May 23, 2025, Recap: Susan Rabinowitz provided the recap of the Executive Committee Meeting on Friday May 23, 2025.

4. Approvals



- a. **Minutes - Board of Directors Meeting—March 26, 2025:** Steven Hartz moved to approve the Board of Directors Meeting minutes for March 25, 2025, which was seconded by Tyson Waters. The motion passed unanimously.
- b. **Financials:** William Corbin, Executive Director, presented and summarized the financials. Eric Kiehn moved to approve of the Financials, and it was seconded by Angela Browning, PhD. The motion passed unanimously.

5. Reports & Presentations

- b. **Business Attraction Update** – William Corbin, Executive Director, provided an update on attraction projects and leads for Martin County.
- c. **BRE Update** – Troy McDonald, Director of Business Retention and Expansion, provided an update.
- d. **Pulse Update** – Troy McDonald, Director of Business Retention and Expansion, provided an update. Critiques and discussion occurred among the Board.
- e. **Programming Update** – Inez van Ravenzwaaij, Director of Programs and Partnerships, provided an update.
- f. **Marketing Update** – Inez van Ravenzwaaij, Director of Programs and Partnerships, provided an update.
- g. **Investor Update** – Inez van Ravenzwaaij, Director of Programs and Partnerships, provided an update. The Board thanked Inez for progress with investors.
- h. **Legislative Round-Up** – Ike Crumpler, Consultant, provided a summary of the recent Florida session.

- 6. **Board Member Items & Discussions** – Steve Hartz stated that staff reach out more to smaller businesses, as they are the ones that have more obstacles. Those small businesses do not know about the BDBMC and how they help businesses. Eric Kiehn agreed and suggested that the BDBMC tells their story and what they have to offer more online and through social media. Dan Romence thanked staff for the opportunity to attend the FEDC conference earlier in the month.

7. Adjourn: 09:51 AM



Approved by:



DAN RABINOWITZ, VICE CHAIR
Susan Rabinowitz, Chair

6/25/25

Date

Prepared by:



Brittany Truong, Office Administrator

06/25/2025

Date

Minutes Approved on 06/25/2025