

Executive Committee Meeting, Friday, August 22, 2025, 08:30 – 10:30 am
Children's Services Council, 101 SE Central Parkway, Stuart, FL 34994
Board of Directors Meeting, Wednesday, August 27 2025, 08:30 – 9:00 am
Headstart Perkins Indiantown, 16868 Palm Beach Street, Indiantown, FL 34956

Executive Committee (EC) Comments in Italics

This agenda contains notes and recommendations from the Executive Committee

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
 - c. Executive Director Report
 - I. William Corbin, BDBMC
3. 8:40 am **Approvals**
 - a. Meeting Minutes
 - I. Executive Committee Meeting Minutes, July 18, 2025 **Pg 3**
 - II. Board of Directors Meeting Minutes, July 23, 2025 **Pg 5**
Executive Committee recommends approval [Abbott/Kiehn]
 - b. Financials
 - I. July 2025 **Pg 9**
No action taken by Executive Committee.
4. 08:45 am **Reports & Presentations**
 - a. Employment Report – CareerSource Research Coast
 - b. BRE Update – Troy McDonald, BDBMC **Pg 13**
 - c. Business Attraction Update – William Corbin, Executive Director
 - d. Annual Awards Event Update – William Corbin, Executive Director
 - e. November BOD Meeting Date – William Corbin, Executive Director
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. 08:50 am **Board Member Items & Discussions:**
 - I. *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*
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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.

II. 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.

III. 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.

6. 08:55 am **Comments**
- a. Public
 - b. BDBMC Partners

7. 09:00 am **Adjournment**

Upcoming Meetings & Events

Executive Committee Meeting | Fri, Sep 19, 2025 | 8:30 – 10:30 am

Board of Directors Meeting | Wed, Sep 24, 2025 | 8:30 – 10:30 am

Indiantown Chamber of Commerce Denim and Diamonds Gala | Sat, Sep 6, 2025 | 6:00 – 11:00 pm

Martin County Industrial Development Authority | Fri, Sep 12, 2025 | 2:00 – 3:30 pm

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, July 18, 2025

Treasure Coast Regional Planning Council, 421 SW Camden Ave, Stuart, FL 34994

Present: Susan Rabinowitz, Dan Romence, Eric Kiehn, Angela Browning, PhD

Excused: Lauren Abbott

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

- 1. Call to Order, Pledge of Allegiance and Roll Call:** Dan Romence called the meeting to order at 8:36 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.

3. Approvals

- a. Minutes**
 - I. Executive Committee Meeting Minutes – June 20, 2025: Eric Kiehn motioned to approve the minutes as presented and was seconded by Dan Romence. The motion passed unanimously.
 - II. Board of Directors Meeting Minutes – June 25, 2025: Eric Kiehn recommends approval of the June 25, 2025, minutes as presented and seconded by Steven Hartz. The motion passed unanimously.
- b. Financials**
 - I. June 2025: William Corbin provided an overview of the financials for June. A motion to receive the June financials was made by Eric Kiehn and seconded by Angela Browning, PhD. The motion passed unanimously.

4. Reports & Presentations

- e. Martin County Tool Kit Update:** George Stokus provided a brief overview of the Martin County Tool Kit Update.

- 5. **Executive Director Annual Evaluation:** The Executive Director Annual Evaluation Committee discussed the evaluations submitted from the Board. They will make recommendations for the Board to approve.
- 6. **Board Member Items & Discussions:** None.
- 7. **Comments:** None
- 8. **Adjourn:** 9:55 AM

Approved by:

_____	_____
Susan Rabinowitz, Chair	Date

Prepared by:

_____	_____
Troy McDonald, Director of BRE	Date

Minutes Approved on _____

Board of Directors Meeting Minutes

Wednesday, July 23, 2025

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

Present: Dan Romence, Eric Kiehn, Lauren Abbott, Angela Browning, PhD., Brian Bauer, Marshall Critchfield, Patrick Gleason, Ransom "Reed" Hartman, Steven Hartz, David Powers, Ron Rose, Tyson Waters, Ed Weinberg, Commissioner Blake Capps, Mayor Carmine Dipaolo

Excused: Susan Rabinowitz, William "David" Snyder, Commissioner Laura Giobbi

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

1. **Call to Order, Pledge of Allegiance and Roll Call:** Dan Romence called the meeting to order at 8:33 AM. A quorum was established by roll call.

2. Comments

- I. **Public Comments:** None
- II. **Partner Comments:** None
- III. **Executive Director Report:** William Corbin went over the Executive Director Report.
 - **VOI Referendum (Ad Valorem Tax Exemption Incentive)**
 - There is a referendum on the ballot of the upcoming election at the Village of Indiantown (there is no in-person voting; voters have been asked to return vote-by-mail ballots they received by August 12). The referendum ask residents if they would like to adopt the ad valorem tax exemption business incentive as an economic development tool for use by the Village. The incentive is authorized by Florida Statute 196.1995 for new or expanding businesses. This statute allows counties and municipalities to grant tax exemptions to encourage economic development, but only after approval by a referendum within jurisdiction. The incentive features up to a 10-year exemption for both real and personal property taxes. The exemption only applies of improved value of real property and new Tangible Personal Property asses (TPP). If adopted, the exemption has a 10-year horizon. Martin

County voters adopted the incentive for a second time in 2020 by 62.6% (20,356 yes/12156 no). I was asked by the Village Council To make a presentation on July 10th giving an overview and summary of the proposed incentive, in order clarify what the exemption is what it is not.

- **SFMA Awards Event**

- on June 26, BDB staff attended the South Florida Manufacturer's Association Recognition of Excellence annual awards event. Three Martin County companies were finalists in the awards categories: Daher Aerospace, HOG Technologies, and Power Systems Manufacturing .

- **CRE Forum**

- On July 17 the BDB successfully put on its Commercial Real Estate Forum. The theme was Horizons;What's.Next.for.Local.Real.Estate?The.Economy.and.Martin.County's.Future. Several dozen real estate professionals and individuals from the business community attended the event, which featured a variety of topics, from an update of the commercial real estate landscape to strategies on navigating zoning and land use, to a panel discussion on the relationship between transportation, infrastructure, and development.

- **MIATC Annual Meeting**

- On July 15th I attended the Marine Industry Association of the Treasure Coast's annual meeting. The event was held at The Flagler Center, in downtown Stuart, and featured a celebration of the past year's accomplishments, a preview of the next year's initiatives/goals, and the welcoming of incoming board members.

- **Hinckley Yachts Ribbon-cutting Event**

- On July 10th I had the pleasure of delivering remarks for a ribbon-cutting ceremony in celebration of Hinckley Yacht Services' new 44,000 square foot category-5 hurricane rated storage facility. The Stuart/Martin County Chamber of Commerce, in partnership with their design-build firm, Ahrens Companies, organized the event. The entire Stuart-based group of employees attended, along with appointed County leadership (County Administrator Don Donaldson

and Assistant County Administrator George Stokus). Commissioner Ed Ciampi delivered closing remarks.

3. Executive Committee Meeting July 18, 2025, Recap: Dan Romence provided the recap of the Executive Committee Meeting on Friday July 18, 2025.

- I. Executive Director Annual Evaluation:** The Executive Committee presented the BDBMC Board with their evaluation of William Corbin, Executive Director. Ranson “Reed” Hartman moved to accept the evaluation and to approve the Executive Committee’s recommendations of the Executive Committee Motion was seconded by Patrick Gleason. The motion passed unanimously.

4. Approvals

- I. Minutes**

- I. Board of Directors Meeting Minutes – June 25, 2025:** Eric Keihn moved to approve the Board of Directors Meeting minutes for June 25, 2025, and was seconded by Steve Hartz. The motion passed unanimously.

- II. Financials:** William Corbin, Executive Director, presented and summarized the financials. Ed Weinberg moved to approve of the Financials, and it was seconded by Lauren Abbott. The motion passed unanimously.

5. Reports & Presentations

- a. Employment Report** – Christina Coble with CareerSource updated the Board with the current employment numbers for Martin County and the Research Coast.
- 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. Programming Update** – William Corbin, Executive Director provide an update on programing and the Annual Awards Luncheon.
- e. Martin County Economic Toolkit 2025 Update** – George Stokus updated the Board on the proposed changes to the Economic Toolkit. The Board requested Martin County include information on the Foreign Trade Zone in the revised toolkit.

6. Board Member Items & Discussions

7. Comments

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

8. Adjourn: 10:06 am

Approved by:

Dan Romence, President Elect

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 represents an 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: President & Members, Executive Committee, Board of Directors
From: Troy McDonald – Director of Business Retention & Expansion
Subject: Business Retention and Expansion (BRE)
Date: Executive Committee – August 22, 2025
Board of Directors – August 27, 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.

Recent activities included conducting Pulse Visits and completing follow-up actions based on those visits. Follow-ups resulted in referrals to the Stuart Martin Chamber of Commerce for membership, workforce-related referrals to CareerSource and Career Connect, referrals to the SBDC, and a referral to Select Florida for international trade assistance.

I attended ribbon cuttings and other Chamber events to further engage with the business community. I also worked with representatives from the South Florida Manufacturers Association (SFMA) to assist a business dealing with Cybersecurity Maturity Model Certification (CMMC) compliance. Additionally, I continued to support Executive Director William Corbin on several business attraction projects.

Notably, I met with a representative from an Italian boat builder exploring relocation to Florida. I also held a follow-up meeting with a representative from Daher's Logistics Division as a direct result of contacts made during the Paris Air Show. Separate meetings were also conducted with the Stuart Air Show and Daher.

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**.
- Follow-ups included referrals to the **Stuart Martin Chamber of Commerce**, **CareerSource**, **Career Connect**, **SBDC**, and **Select Florida** for international trade assistance.
- Attended **ribbon cuttings** and other **Chamber events**.
- Worked with **SFMA** representatives to assist a business with **CMMC compliance**.
- Collaborated with **Executive Director William Corbin** on **business attraction projects**.
- Met with a representative from an **Italian boat builder** interested in relocating to Florida.
- Met with a representative from **Daher's Logistics Division** (follow-up from Paris Air Show).
- Conducted meetings with **Stuart Air Show** and **Daher** officials.

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.