

ANNUAL  
REPORT

23/24



## VISION

To foster a strong Martin County economy characterized by a diversity of businesses and a growing and sustainable tax base.

## MISSION

To lead economic development by supporting local contributory businesses, attracting investment, and fostering job creation.

## WHY MARTIN COUNTY?

More than 70% of businesses say Martin County is a good place to do business. Citing an exceptional high quality of life, logistics (strategically located between multiple international sea and airports, and Florida's Intermodal System), safety, and competitive costs as compared to other markets.



Annual Report



Read William's letter in full.

### Message from the Executive Director

## WILLIAM T. CORBIN, CEcD EXECUTIVE DIRECTOR

As I reviewed the 2023/2024 Annual Report, I felt a bit like a player who enters the game after his team had already built up a big lead. That's why I'd like to start by crediting the BDBMC Board of Directors for playing such a pivotal role in making the past fiscal year a success. Their collective leadership strengthened the organization's structure and service delivery.

I would also like to express my gratitude to my predecessor, Dan Hudson, who, as interim executive director, amassed widespread confidence and increased organizational credibility. Finally, I'd like to thank the BDB staff, whose creativity and dedication delivered results to the business community, evidenced by the impact of our projects and programming.

We have many accomplishments to share; please click on the QR code to learn more about them, including exciting expansion projects with Hinckley Yachts and Power Systems Manufacturing.

## UNITED IN ECONOMIC LEADERSHIP FOR MARTIN COUNTY

### OFFICERS

Susan Rabinowitz, *President, Bank of America*  
Eric Kiehn,\* *Past President, C&W Technologies*  
*(Appointed by the Economic Council of Martin County)*  
Dan Romence,\* *President-Elect, Indiantown Marine Center*  
*(Appointed by the Marine Industries Association of the Treasure Coast)*  
Lauren Abbott, *Treasurer, Oceanwide Electronics*  
David Rosendahl, *Secretary, Edward Jones*

### DIRECTORS

Brian Bauer,\* *CareerSource Research Coast*  
Angela Browning, PhD,\* *Indian River State College*  
Marshall Critchfield, *Florida Power & Light*  
Carmine Dipaolo,\* *Village of Indiantown*  
Patrick Gleason, *State Insurance Agency, Inc.*  
Ransom "Reed" Hartman,\* *Hartman Real Estate*  
*(Appointed by Martin County REALTORS Association of the Treasure Coast)*  
Sean Reed,\* *City of Stuart*  
Ron Rose,\* *Jensen Beach Chamber of Commerce*  
*(Appointed by the Council of Chambers)*  
William "David" Snyder, *Evergreen Private Care*  
Tyson Waters, *Fox, McClusky, Bush, Robison, PLCC*  
Ed Weinberg,\* *EW Consultants* *(Appointed by the Martin County Board of County Commissioners)*

### MARTIN COUNTY BOARD OF COUNTY COMMISSIONERS LIAISON

Harold Jenkins, *District 3*

### CORPORATE COUNCIL

Trisha Hawthorne, *TD Bank*

\*Appointed positions  
Names reflect FY2024

### TALENT ADVANCEMENT TEAM

Shannon Armstrong, *Co-chairperson, Strong Consulting Group*  
Mike England, *Co-chairperson, Express Employment Professionals*

### MANUFACTURING ROUNDTABLE

Ted Astolfi, *Economic Council of Martin County*  
Alberto Delgado, *Manpower South Florida*  
Trisha Hawthorne, *TD Bank*  
Jill Marasa, *Ashley Capital*  
Bill West, *West Advisory*

### PULSE ADVISORY COMMITTEE

Ted Astolfi, *Economic Council of Martin County*  
Alberto Delgado, *Manpower South Florida*  
Trisha Hawthorne, *TD Bank*  
William "David" Snyder, *Evergreen Private Care*  
Bill West, *West Advisory*

### PROFESSIONAL TEAM

William T. Corbin, *Executive Director*  
Inez van Ravenzwaaij, *Director, Programs & Partnerships*  
Brittany Truong, *Office Administrator*

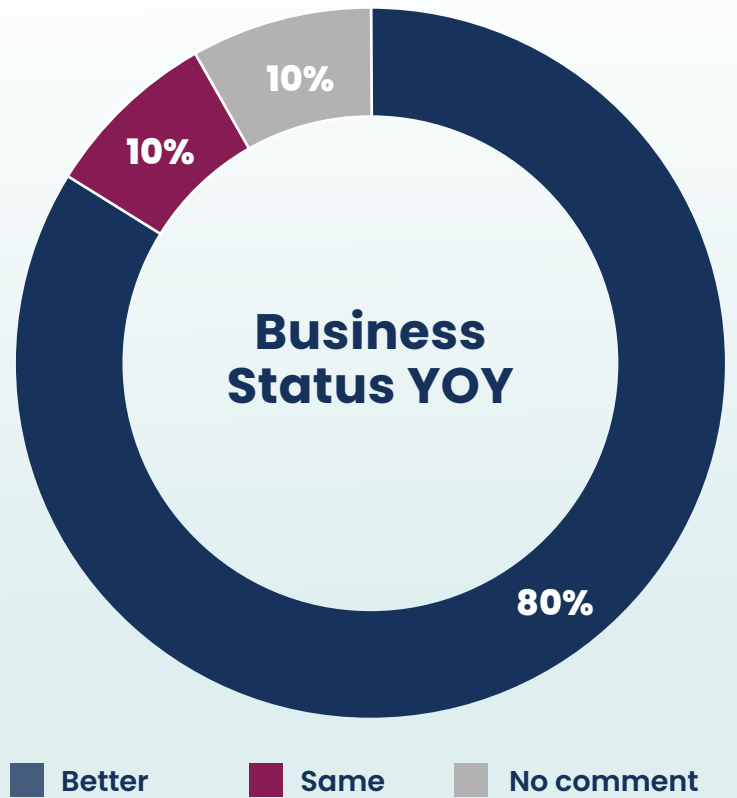
### CONSULTING TEAM

Dan Hudson  
BusinessFlare  
Upstairs Communications

# 2024 PULSE REPORT

Martin County businesses have demonstrated remarkable resilience for generations, weathering economic downturns from the Great Recession to the recent pandemic. Well established, they have proven their agility and adaptability, achieving remarkable global competitiveness through continuous reinvention, innovation, and responsiveness to market demands.

The BDBMC also visits and works with promising startups and second-stage companies capitalizing on emerging industry clusters in Martin County, including additive manufacturing and opportunities related to the area's proximity to the Space Coast.



2024 Pulse Report

"A Pulse visit with the BDBMC is vital for manufacturers and revenue-generating businesses looking to grow. Our visit gave us valuable insights, connections and support from industry experts. These professionals are dedicated to helping businesses like mine thrive in our community and grow globally." ~ Peter Morello, Jr. CIS Security Solutions, Palm City.



## ENGAGING AND SERVING THE BUSINESS COMMUNITY

Laser-focused on industry and impact, the BDBMC has never been busier. We were actively engaged in the community and provided updated and dynamic digital resources, including a complete overhaul of the website, the Workforce and Education Resource Guide, and the monthly newsletter Martinomics.

Shaped by the data from Pulse Visits, BDBMC programs included quarterly Talent Advancement Team meetings, Manufacturing Roundtables, supply chain and access to capital workshops, a Commercial Real Estate Forum, partner event engagements, and our annual awards event, which celebrates exceptional businesses and individuals that substantially impact the Martin County economy.

The result: Engagement among community leaders continues to grow yearly, and awareness of the BDBMC's critical role in advancing Martin County's economy grew exponentially.





## REFLECTIONS FROM BOARD MEMBERS ON 2024

Hear from Past President Eric Kiehn, as he reflects on 2024, and President, Susan Rabinowitz, on why the future for the BDBMC has never been so bright.

### OUR IMPACT

**10**  
Active  
Attraction  
Projects

**315K sf**  
Commercial  
Real Estate  
Impact

**\$150 mil**  
Total Direct  
Capital

**23**  
New Business  
Attraction  
Leads

**539**  
New  
Potential Jobs  
to Market

**250,000+**  
Digital Media  
Impressions,  
Reach and  
Engagement

**150** Partner Referrals  
Made/Received

**419** Existing Business  
Assists

## FISCAL ACCOUNTABILITY AND TRANSPARENCY

### 2024 Revenues & Resources

County	\$450,000
Municipal Investors	\$20,000
Private Investors	\$47,500
Events & Sponsorships	\$52,500
Program Fees & Misc Income	\$13,000
<b>TOTAL</b>	<b>\$583,000</b>

### 2024 Expense Allocations

Business Retention & Expansion	35%
Community Outreach	21%
Talent & Workforce	14%
Business Assistance & Entrepreneurship	10%
Business Attraction	9%
Management & General	9%

### 2024 INVESTORS



**BANK OF AMERICA**



Colliers • Evergreen Private Care • Martin County Industrial Development Authority  
Marine Industries Association of the Treasure Coast • MidFlorida Credit Union

Express Employment Professionals • First Citizens Bank • Growth Squad • Manpower South Florida • SouthState Bank



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