

Business Development Board of Martin County



Brought To You By



Presenting Sponsor



Partner Sponsors



AshleyCapital

ILLUSTRATED[®]
PROPERTIES



SLC Commercial

Realty & Development

Supporting Sponsors



RE/MAX
OF STUART



**CAMPO
INSURANCE &
INVESTMENT
SERVICES**

Welcome & Mission Briefing

Troy McDonald
Business Development Board of Martin County
Director of Business Retention & Expansion



Session1: Scouting the Terrain

Ken Krasnow, Cushman & Wakefield

Review of available industrial/commercial properties and development opportunities.





MARTIN COUNTY COMMERCIAL REAL ESTATE OUTLOOK

JULY 2025

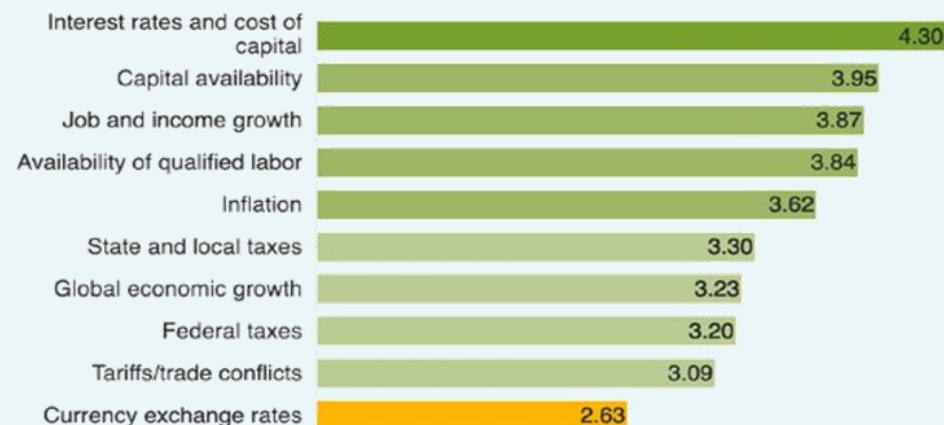


Better never settles



Economic/financial issues for real estate in 2025

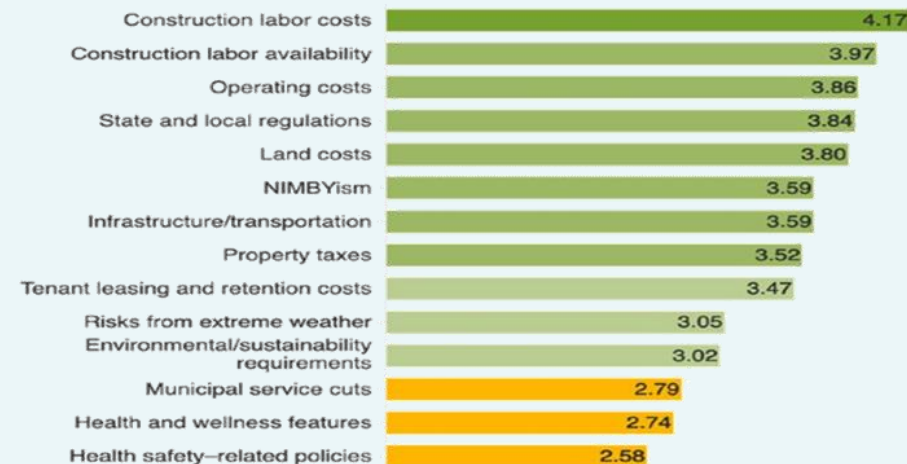
1—No importance  5—Great importance



Source: Emerging Trends in Real Estate 2025 survey.

Real estate/development issues for real estate in 2025

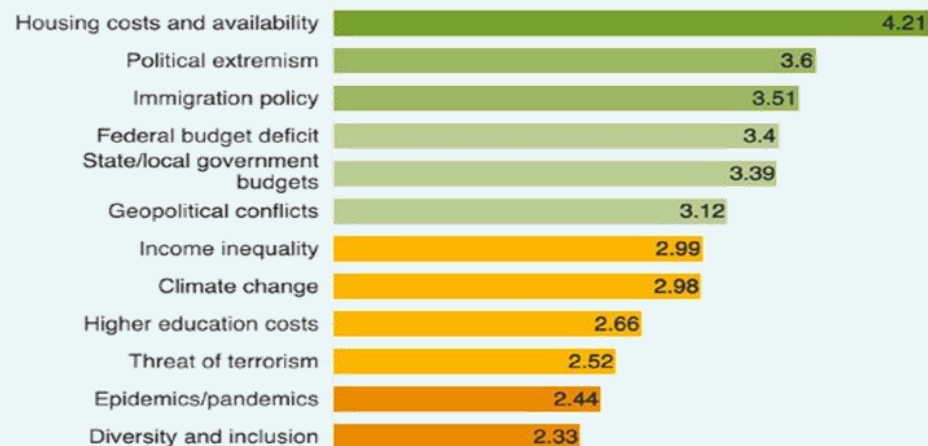
1—No importance  5—Great importance



Source: Emerging Trends in Real Estate 2025 survey.

Social/political issues for real estate in 2025

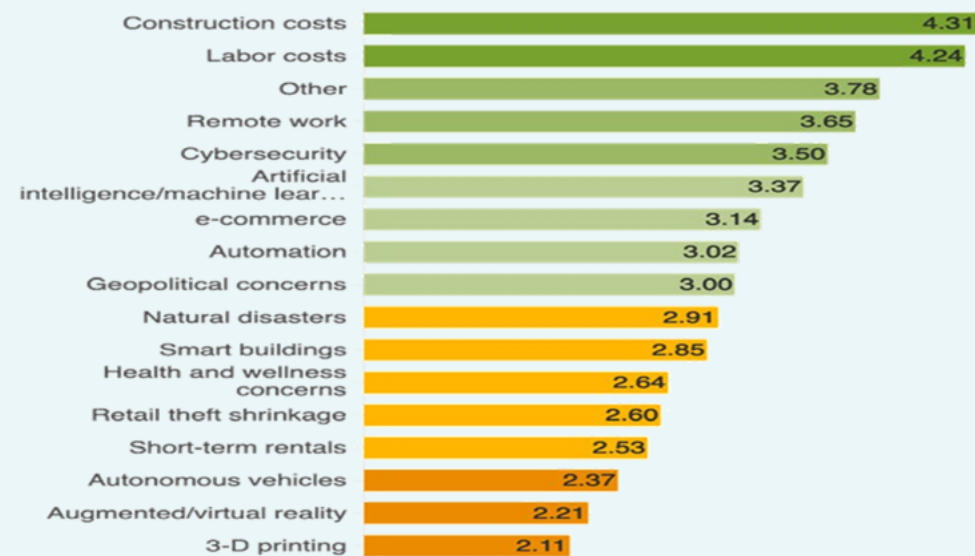
1—No importance  5—Great importance



Source: Emerging Trends in Real Estate 2025 survey.

Real Estate Industry Disruptors in 2025

1—No importance  5—Great importance



DEMOGRAPHICS STEERING REAL ESTATE MARKETS IN 2025 AND BEYOND

The New Domestic Migration Landscape

The United States is experiencing shifts in migration patterns. Cities like Orlando, Tampa, Austin, and Phoenix, which previously saw strong inflows, are now experiencing moderating in-migration. Conversely, some unexpected areas are seeing more in-migration than expected, including Minneapolis, Riverside-San Bernardino, Sacramento, Boise, Indianapolis, and Las Vegas. These shifts have the potential to reshape real estate markets across the country, creating new opportunities and challenges for developers and investors.

With U.S. migration patterns shifting, it's more important than ever to build and invest in strong migration markets

Strong migration continues:

- Charlotte
- Myrtle Beach
- Raleigh-Durham
- Nashville

Prior strong migration, now moderating:

- Atlanta
- Dallas*
- Fort Worth*
- Houston
- Jacksonville
- San Antonio

Positive in-migration, now accelerating:

- Boise
- Indianapolis
- Las Vegas

Prior losses, now positive migration:

- Minneapolis
- Riverside-San Bernardino
- Sacramento

Prior strong migration, now barely positive:

- Austin
- Phoenix

Previously strong in-migration, now negative

- Orlando
- SW Florida
- Tampa

Prior big out-migration, now smaller out-migration

- Philadelphia
- Portland

Prior small out-migration, now big out-migration

- Denver
- Salt Lake City

Large domestic out-migration, offset by strong international migration:

- Boston
- Chicago**
- East Bay Area*
- Los Angeles*
- Miami*
- New York*
- Orange County
- San Diego
- San Francisco**
- San Jose
- Seattle*
- Washington, DC

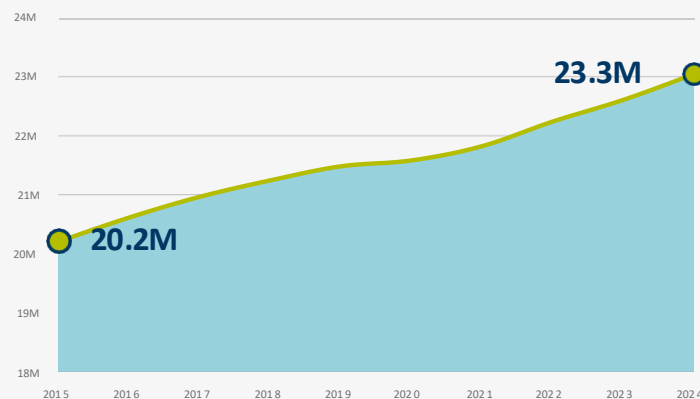
Sources: John Burns Research and Consulting LLC, tabulations of Melissa Data Corporation data (Data: May-24; Pub: Sep-24). As seen in *Burns U.S. Demographics Insights and Strategies*.

Note: Domestic moves only. Does not include foreign immigration.

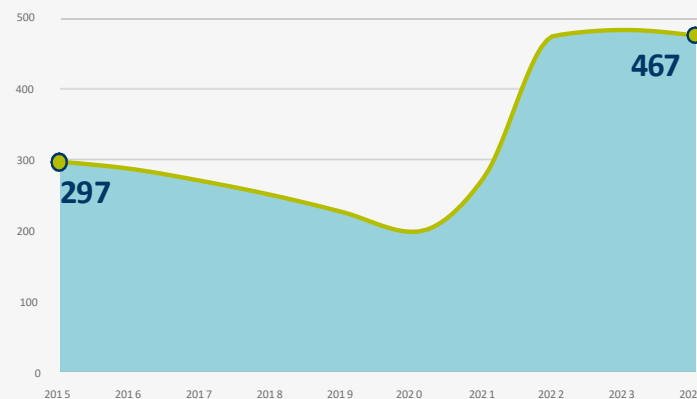
*Metro division **Combination of metro divisions (except Raleigh-Durham, which is a combination of metro areas).



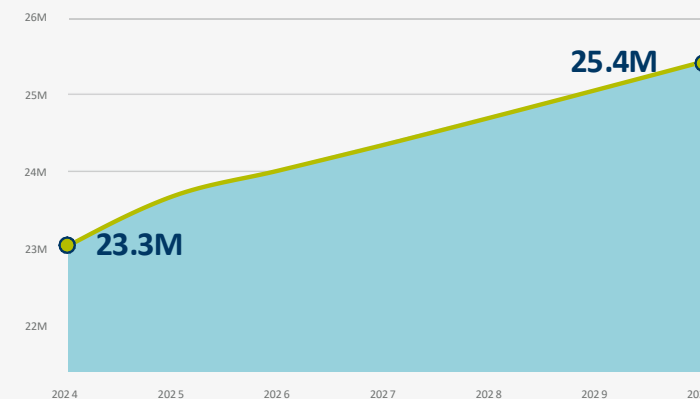
Historic Population



Net Migration PER THOUSAND

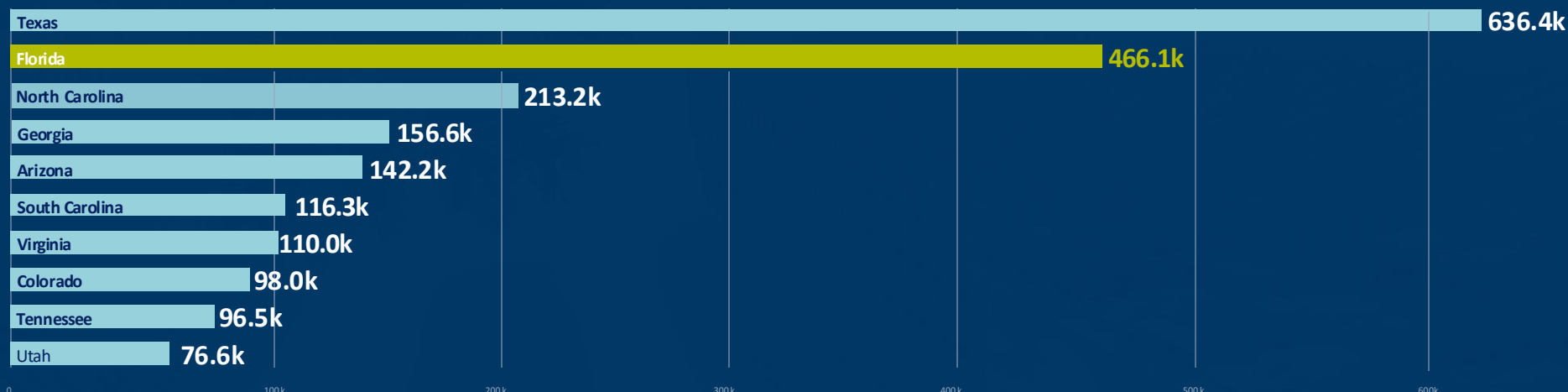


Projected Growth



TOP 10 STATES BY POPULATION GROWTH

2023 — 2024



IMMIGRATION FUELING POPULATION GROWTH AND LABOR SUPPLY

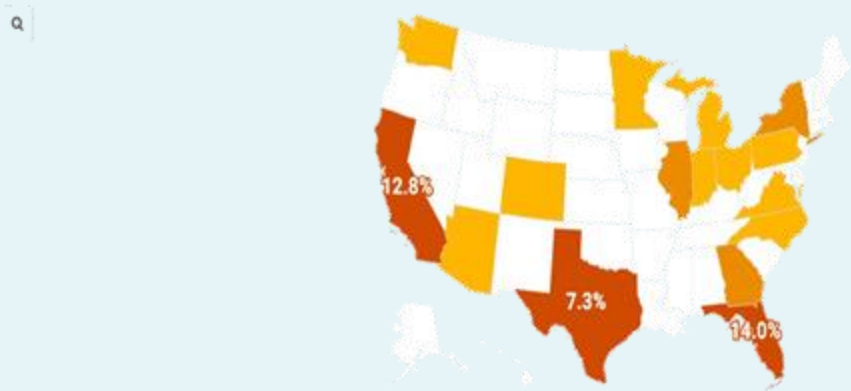


International immigration has become the primary driver of U.S. population growth, accounting for 75 percent of the increase in the 2020s, up from 45 percent in the 2010s. Given the lower birth rate in the United States, immigration is now the main growth engine of the U.S. population and its labor supply. Without immigration, the United States faces potential labor shortages that could stifle growth, reduce demand for homes and commercial spaces, and raise construction labor costs. However, with continued immigration, the U.S. working-age population is projected to expand by more than 10 million in the next decade, fueling demand for all types of real estate and helping relieve costs.

One-third of new international immigrants settle in either Florida, California, or Texas

2021–2023 International net immigration by state (% share of U.S. total)

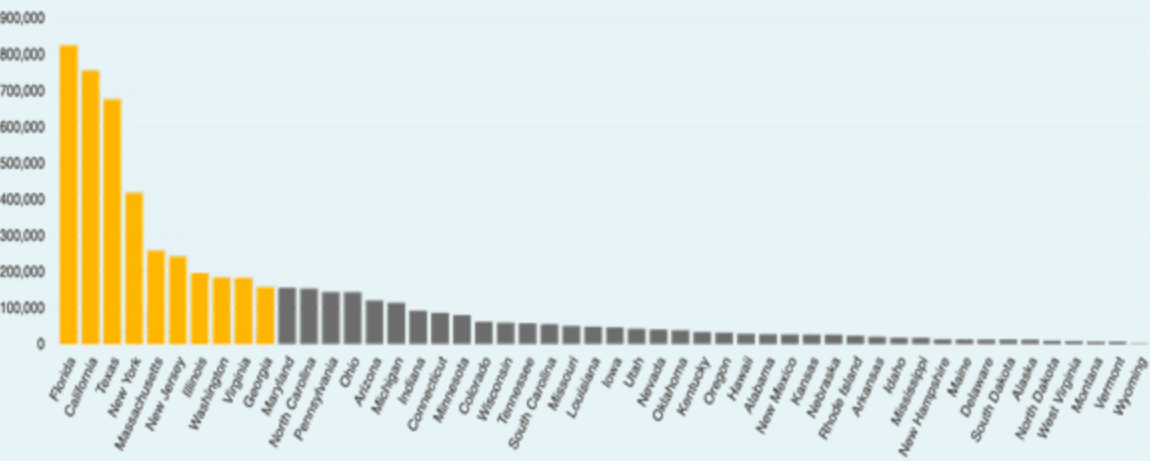
<1.0% 1.0%–2.0% >2.0%–4.9% >5.0%



Sources: John Burns Research and Consulting LLC, tabulations of U.S. Census Bureau Population Estimates (Data: 2023, Pub: Sep-24). As seen in *Burns U.S. Demographics Insights and Strategies*.

10 states account for two-thirds of international migration over the past 3 years

2021–2023 U.S. International net migration by state



Sources: Bureau of Labor Statistics, John Burns Research and Consulting LLC (Data: Jul-24; Pub: Sep-24). As seen in *Burns U.S. Demographics Insights and Strategies*.

TRI-COUNTY BREAKDOWNS

South
Florida

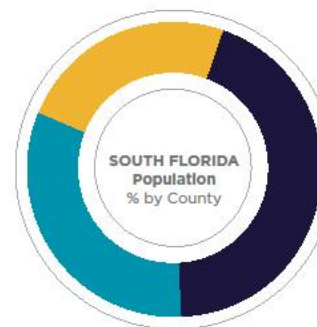
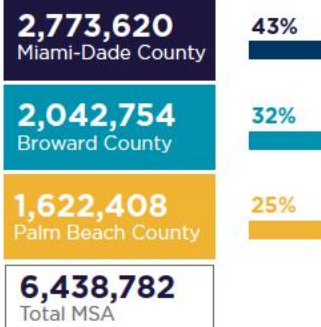
is one of the most culturally diverse areas in the country with nearly half of the population speaking multiple languages besides English.

- ✓ The Miami-Fort Lauderdale-Palm Beach Metropolitan Statistical Area (South Florida MSA) is the seventh largest metro area in the United States with over 6.4 million residents.
- ✓ The area is known for its tropical climate, strong international ties, most notably with Latin America, and friendly business environment due to less regulation and lower taxes.

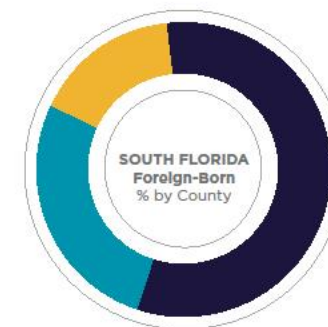
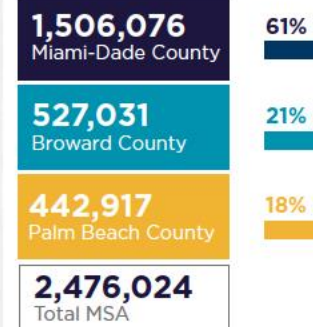
- ✓ The area contains a younger population with 25-34 year olds making up the largest percentage of the population by age.
- ✓ South Florida has recently seen an increase in new capital, companies, and people moving to the area due to its superior quality of life.

**Wall Street of the South - South Florida Business Journal*

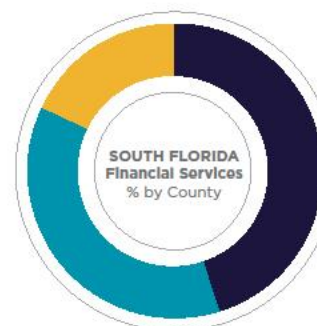
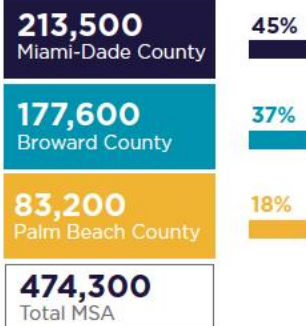
POPULATION



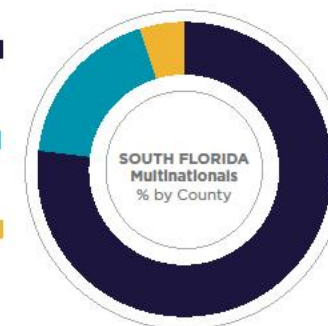
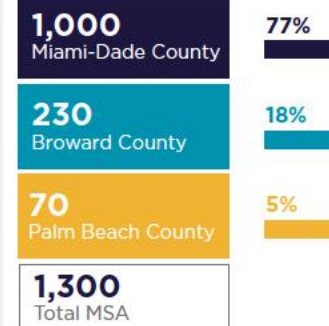
FOREIGN-BORN POPULATION



FINANCIAL SERVICES JOBS



MULTINATIONALS



**Wall Street of the South - South Florida Business Journal*

A SKILLED & GROWING WORKFORCE

With a labor force of almost

3.4 million,

South Florida has a reliable talent pipeline with employees drawn from more than 100 countries.



1.3M
Employed
Workers



Nearly 40%
OF THE TOTAL POPULATION IS
25-54 YEARS OLD.

Moody's Analytics

**South Florida's Labor Force
is Unique as Nearly Half
of the College Graduates
are Multilingual.**



38.4%

of adults have a bachelor's or
graduate/professional degree



South Florida has only

2.9%

rate of unemployment



438,000+

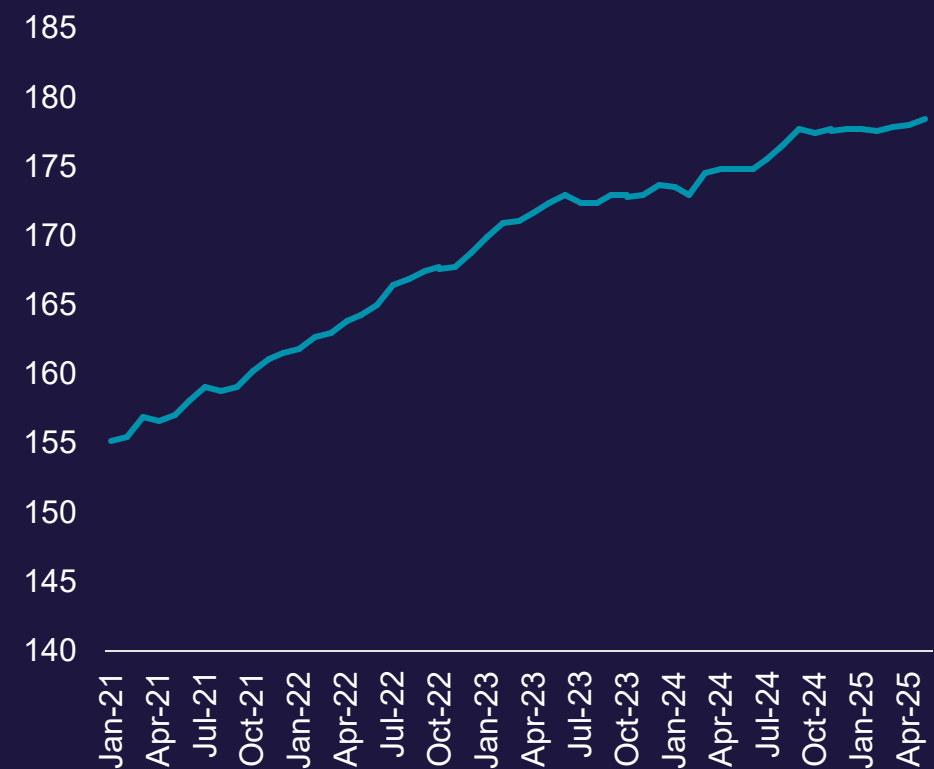
Businesses reside in South Florida

TREASURE COAST LABOR MARKET BOOMING

Decelerating of late but outpacing the U.S.

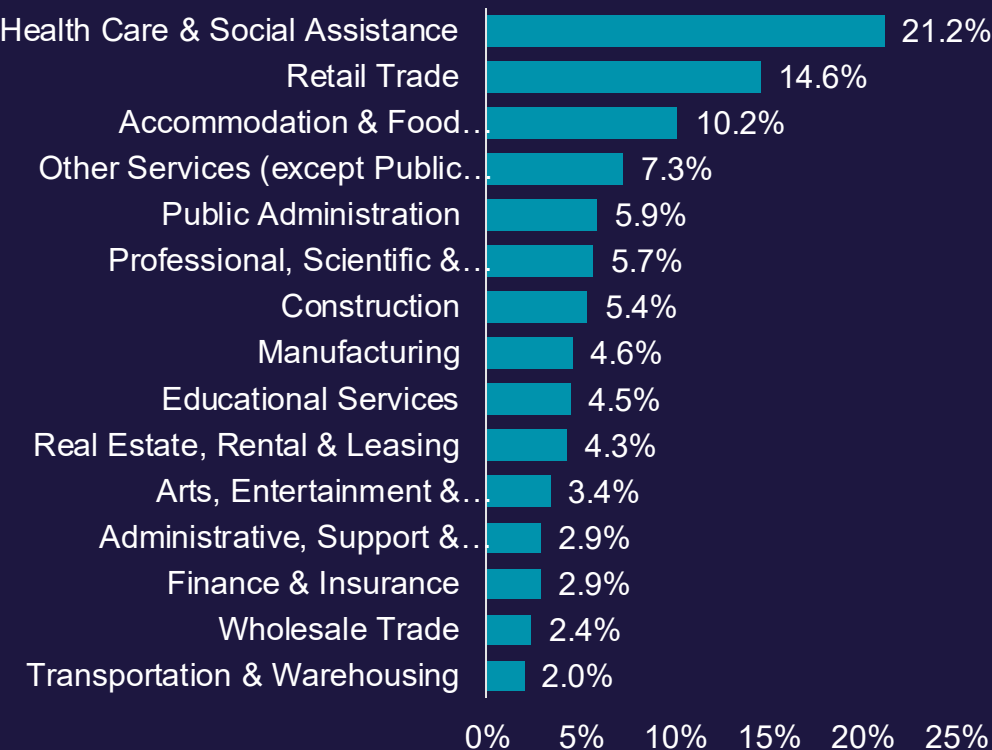


Treasure Coast Nonfarm Employment Growth



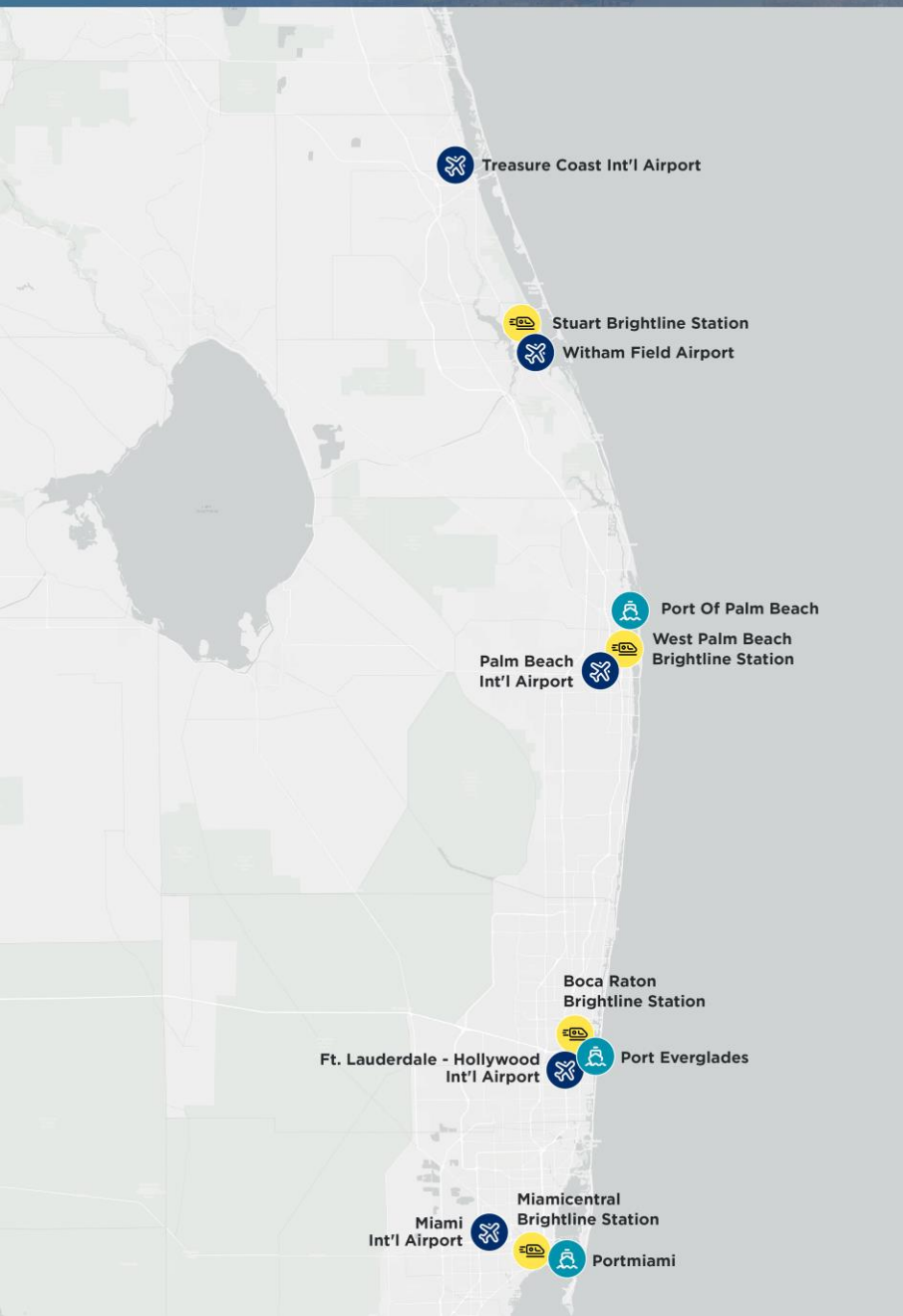
Source: U.S. Bureau of Labor Statistics

Martin County Business Summary by NAICS



Source: ESRI

INTERNATIONAL DESTINATION



AIRPORTS

South Florida has three international airports with over 2,000 daily flights including over 190 international destinations, making it one of the top international hubs in the country. All three airports serviced over 99.5 million passengers in 2024, an increase of more than 4.4 million passengers from 2023. Farther north, Witham Field in Stuart recorded 123,635 flights in 2024, while Treasure Coast International Airport, just north of Fort Pierce, logged 139,953. The latter received FAA clearance for commercial airline service at year end.



*#1 International Freight
#1 International Passengers*



*Ranked as the 19th busiest U.S. airport
for passenger traffic overall*



*3rd Best U.S. Airport in Travel +
Leisure Magazine's 2024 Awards*



**Treasure Coast Int'l
Airport**
*Sixth largest airport by
area in Florida*



Witham Field
*Creates an economic impact of over
\$784 million annually*



PORTS

Known as the cruise capital of the world, South Florida has three significant ports that handle a large number of passengers and cargo. All three ports are crucial economic drivers for the region and handled over 2.2 million TEU's in 2024. The area's most significant trade partner was with Latin America/Caribbean followed by Asia.



*#1 Cruise Port in the World
- Contributes over \$43 Billion
to local economy*



*#3 Cruise Port in the World
- Contributes over \$30 Billion
to local economy*



*#4 Busiest container port
among Florida's 15 deepwater
ports. Contributes more than
\$14 Billion to local economy*



BRIGHTLINE

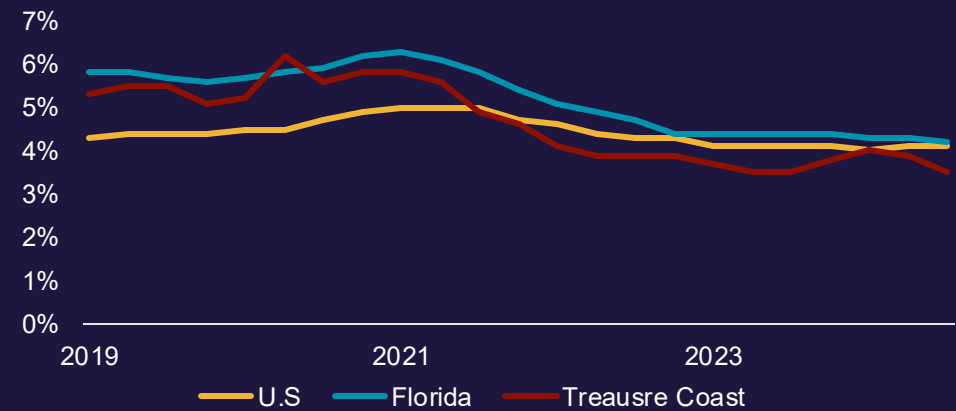
Brightline is a high-speed passenger rail that currently connects Miami, Aventura, Ft. Lauderdale, Boca Raton, West Palm Beach, and Orlando. Additional stations are planned for Tampa, Disney, Stuart, and PortMiami. The Tampa and Disney stations are expected to be completed over the next five to eight years.

Commercial Real Estate - THEME #1

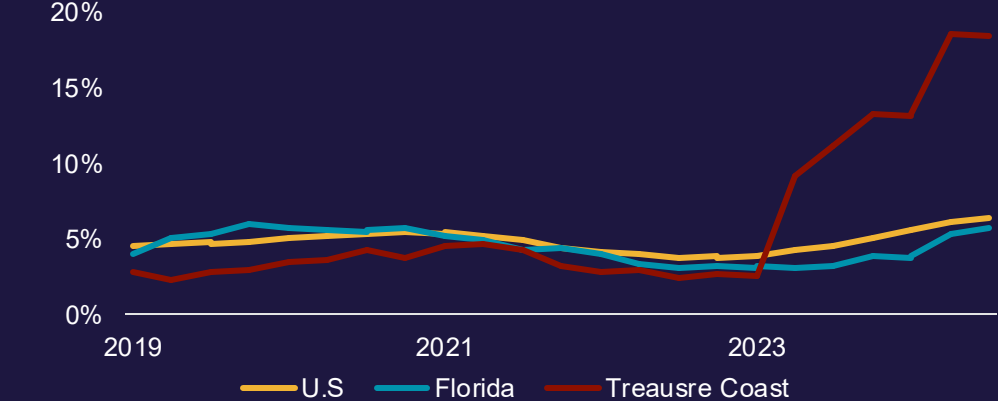
Vacancy improving in most sectors



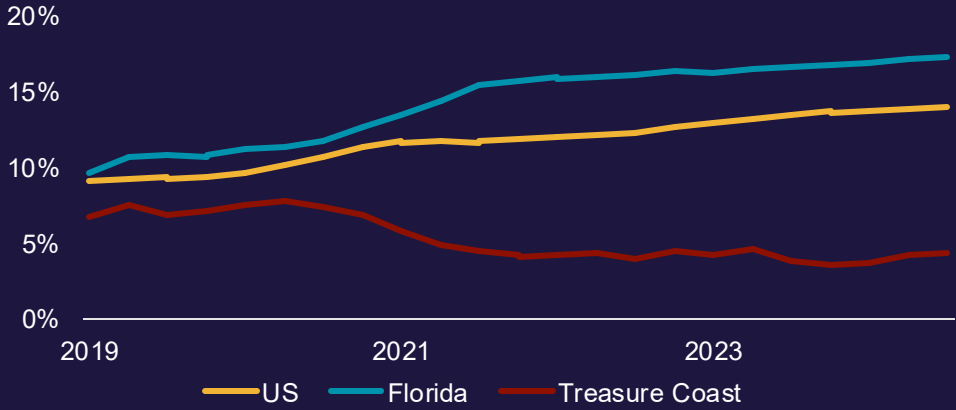
Retail



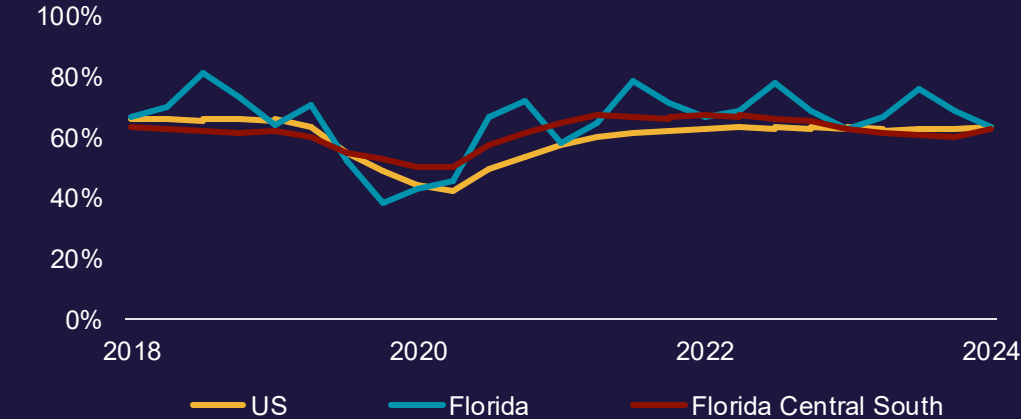
Industrial



Office



Hotel Occupancy (12-mo avg)

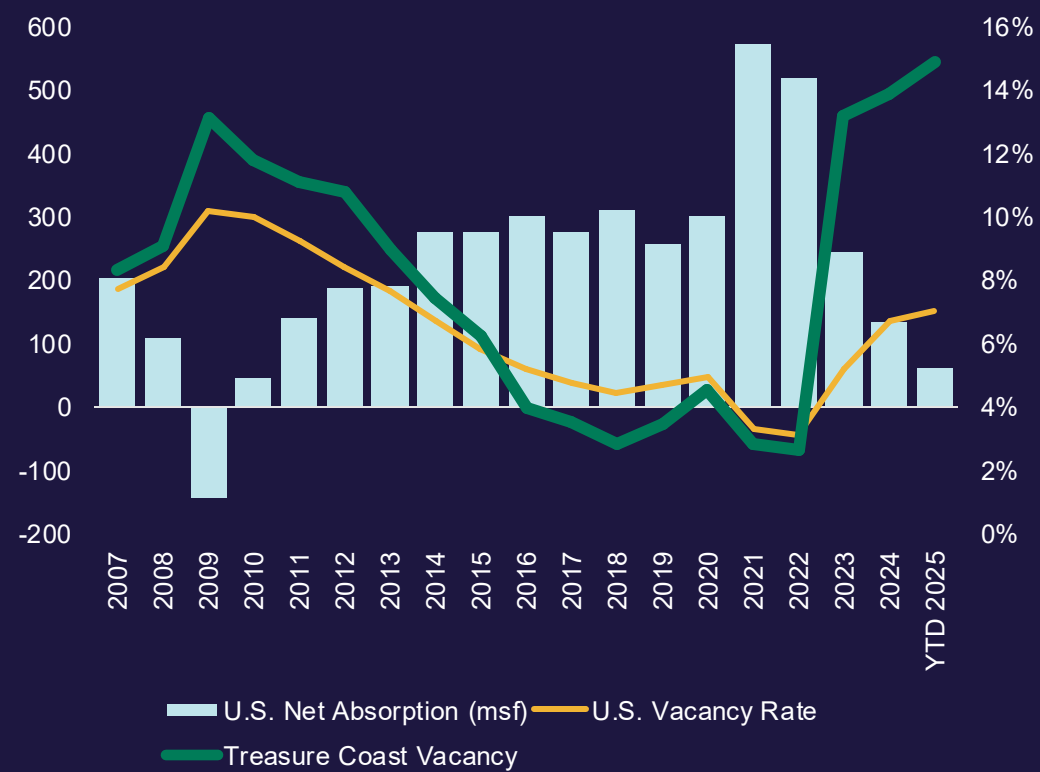


CRE THEME #2

Industrial Fundamentals

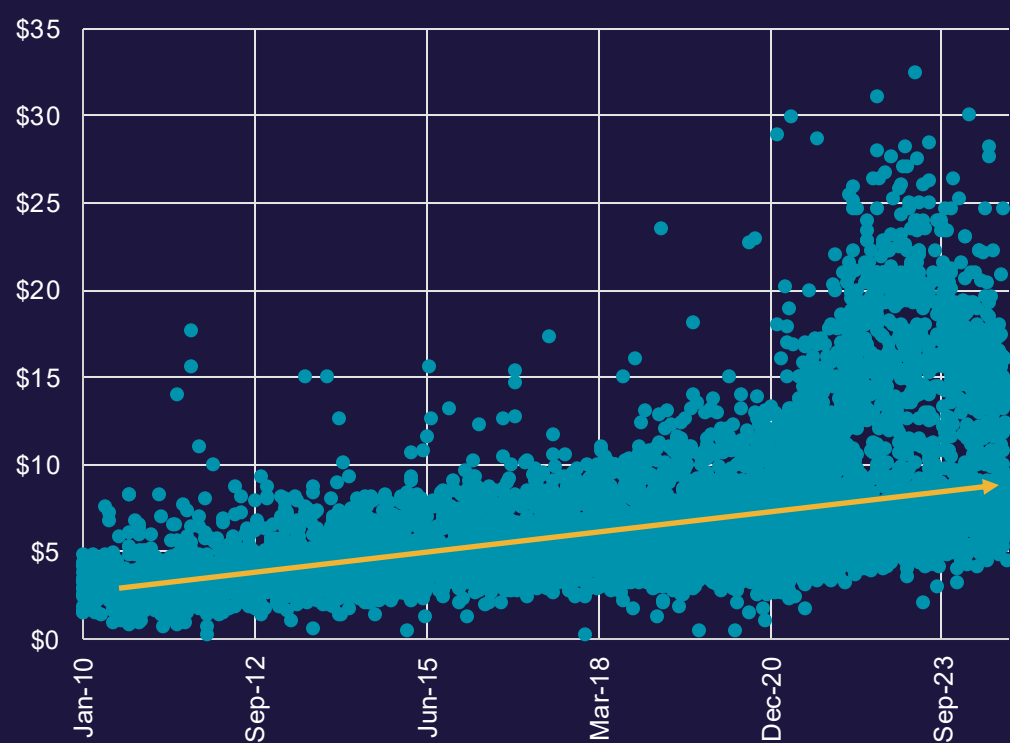


Industrial Demand More Than “Normalized”, Just From Super-Tight Market



Source: Cushman & Wakefield Research

Net Base Rents on Industrial Comps*
(\$ per square foot)



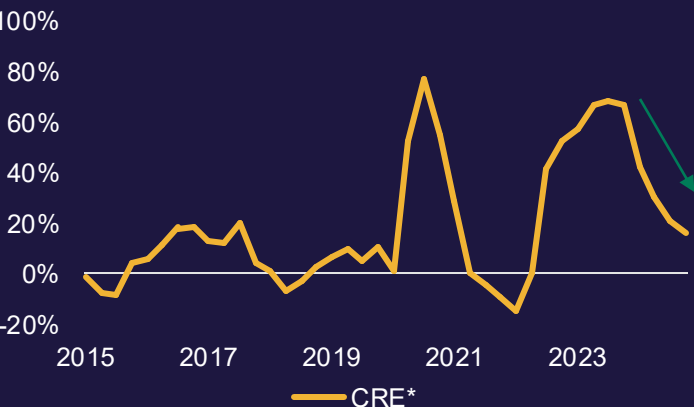
*Data is for leases over 100,000 SF in primary markets.
Source: Cushman & Wakefield Research

Commercial Real Estate THEME #3

Capital markets waking back up



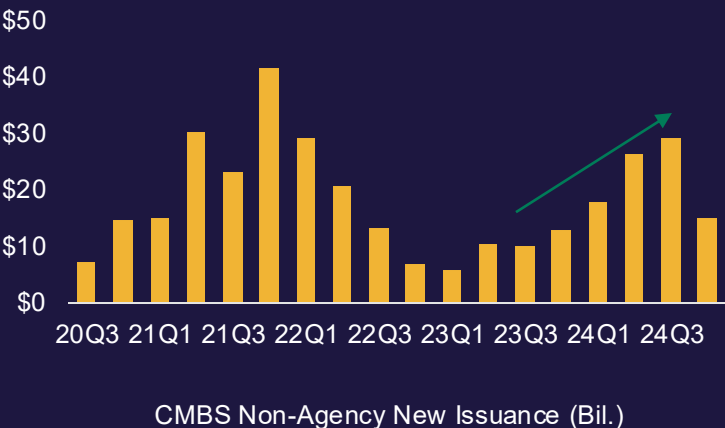
Lending Standards “Shifting”



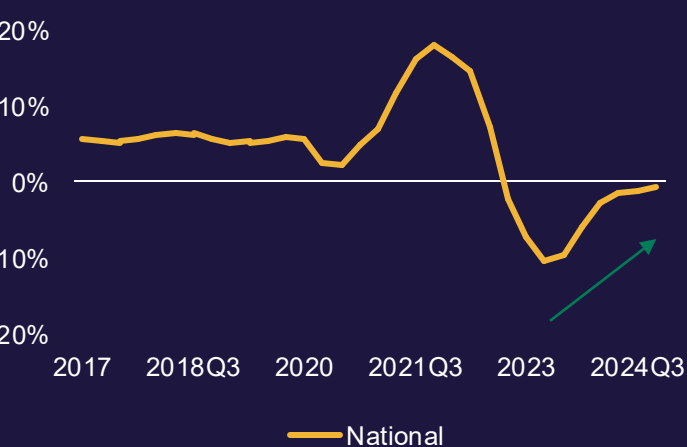
Debt Costs are Improving



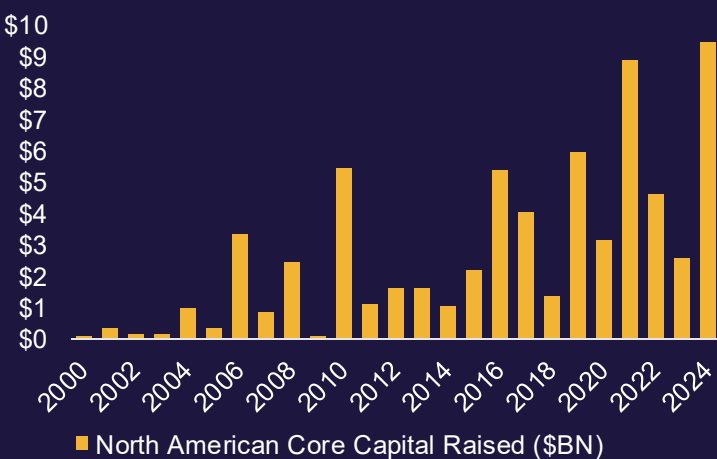
CMBS is Gaining Steam



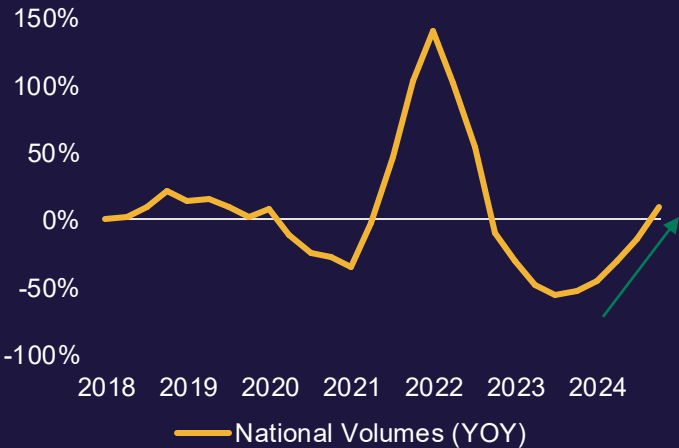
Pricing is Recovering



Core Capital Returning

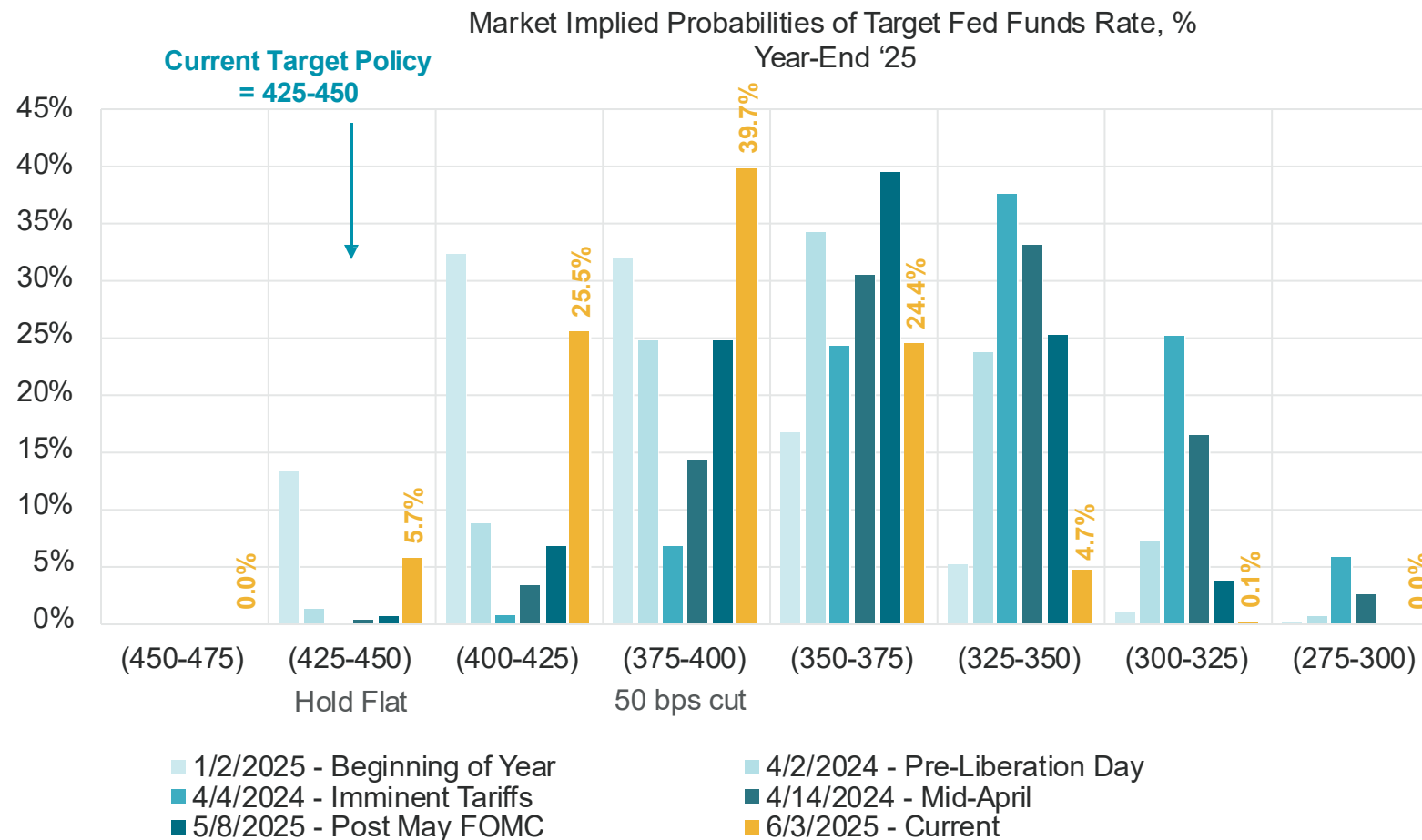


Coming out of a Trough in Volumes



THE PATH IS COMPLICATED FOR THE FED

INFLATION, GROWTH AND TRADE POLICY ALL CREATING BASE RATE UNCERTAINTY



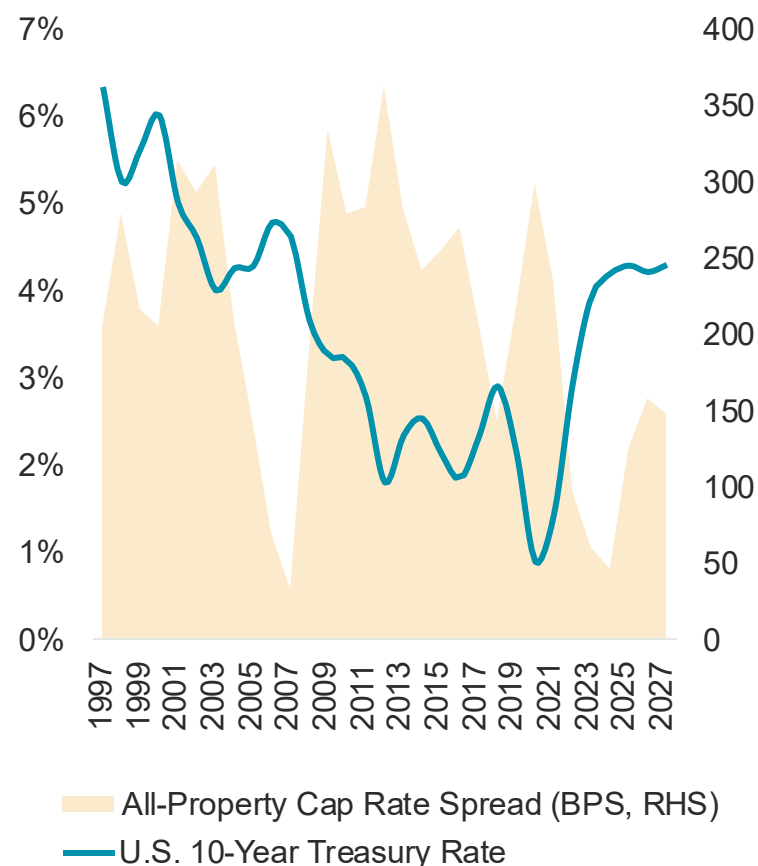
Source: CME Group

Fed Outlook

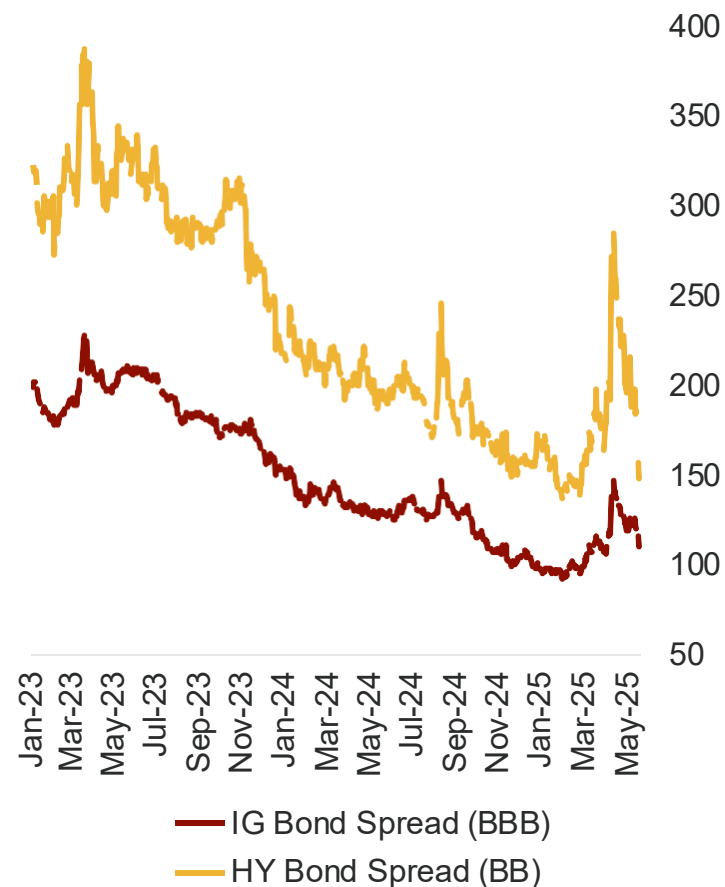
- Market expectations for Fed rate cuts have been fluctuating amid the tension between slowing inflation, cautious leading indicators for growth and new risk around fast-changing trade policy.
- As of May 23, 2025, markets were pricing in two 25-bps cuts to the federal funds rate by the end of 2025. This is consistent with our baseline forecast, and we expect these moves to occur in September and December.
- Recent [Fed speak](#) points to the Fed's desire to maintain a wait-and-see approach to lowering interest rates as they await further clarity on tariffs and the economic implications.
- Beyond an initial impulse as tariffs take hold, we expect inflationary pressure to ease, allowing the Fed to lower interest rates more routinely in 2026; the fed funds rate is expected to settle in its long run equilibrium of 275-300 bps by Q1 2027.

KEY FACTORS FOR CRE

10-Year Treasury Outlook



Credit Spreads to 10-Year Treasury



Source: Federal Reserve, Cushman & Wakefield Research, Ice Data Indices, LLC

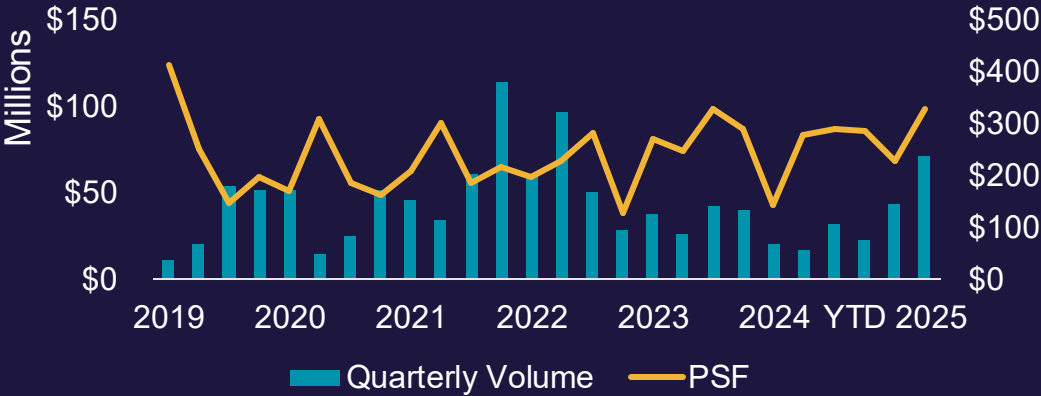
Rate Outlook

- A combination of forces will [push and pull](#) at the 10-year Treasury yield over the next several quarters, but we anticipate that it will fluctuate in the low-to-mid 4% range for the balance of 2025.
- The term premium on the 10-year has risen materially in the last year due to higher inflation expectations, fiscal policy (tariffs, immigration, reconciliation bill), and the corresponding shifts uncertainty around the outlook for monetary policy.
- Corporate bond spreads remain relatively low by historical standards and have tightened since early April, yet suggest that credit risk today is higher than it was to start the year.
- Cap rates may face upward pressure as sellers become more motivated and willing to meet the market and as buyers are enticed by the reset in values. Most of the reset in the transaction market, however, has taken place.
- Appraisal-based measures of value (including cap rates) are likely to continue to expand moderately as spreads normalize further—though remain lower than historic norms.

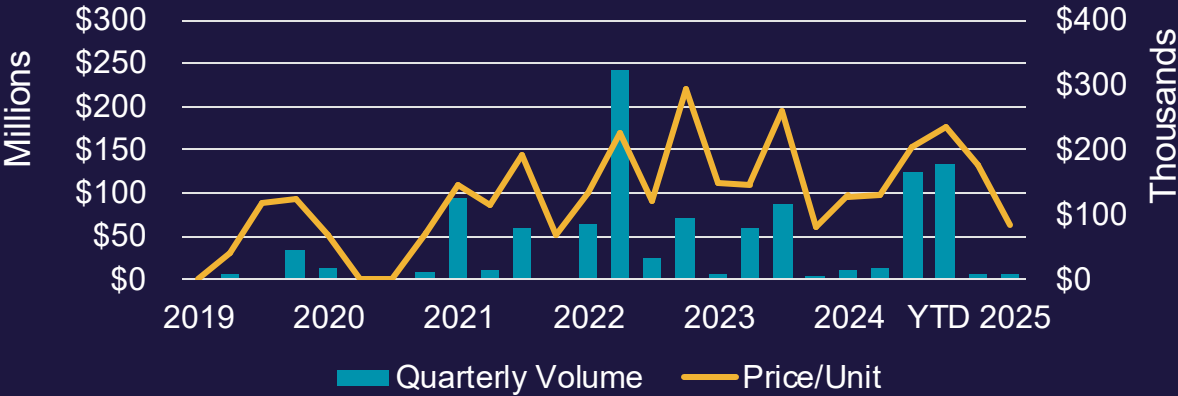
TREASURE COAST INVESTMENT ACTIVITY – PROPERTY TYPE BY SALES VOLUME



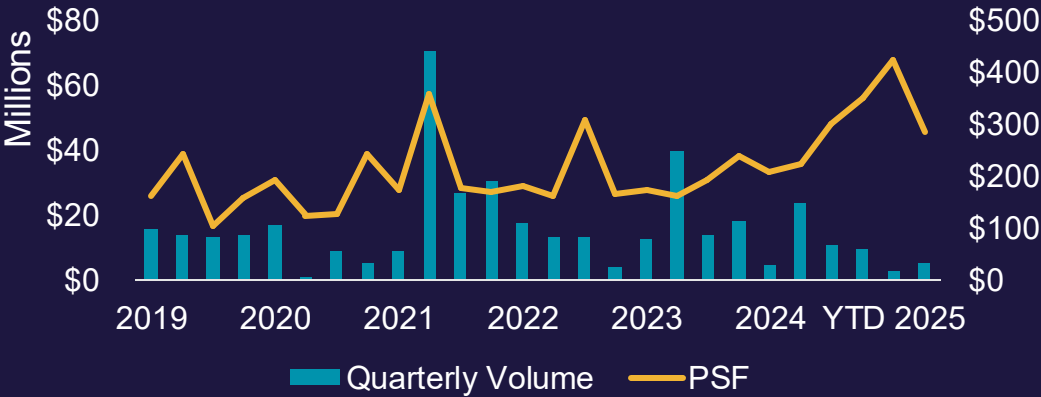
Retail Sales Volume



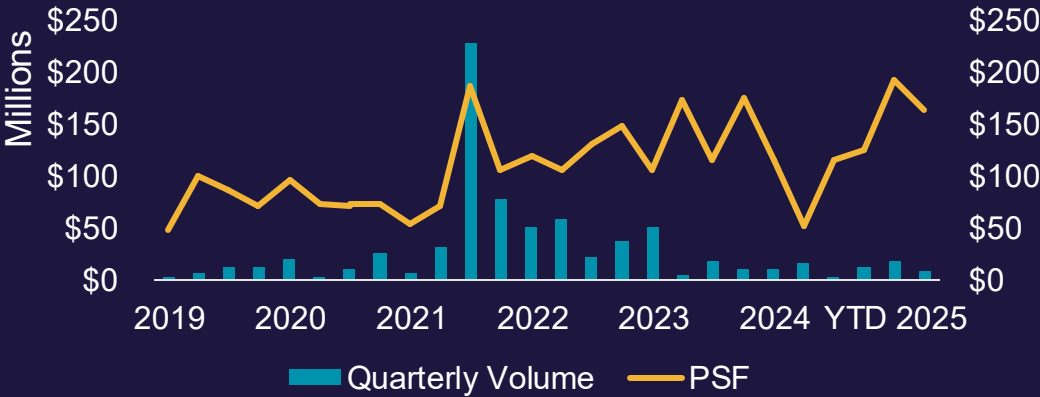
Multifamily Sales Volume



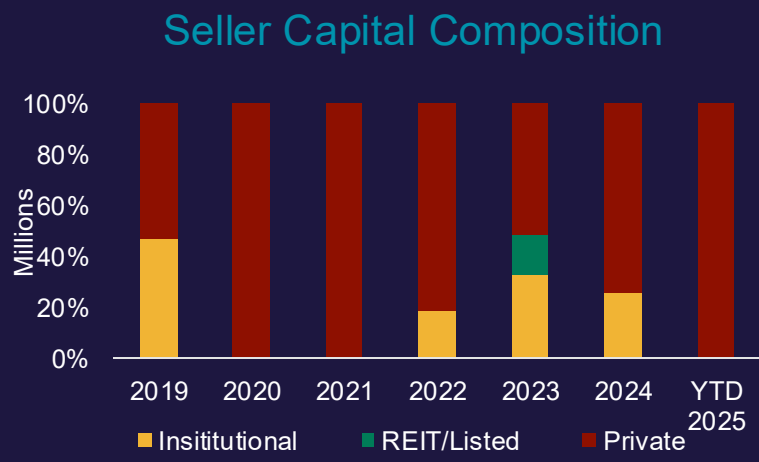
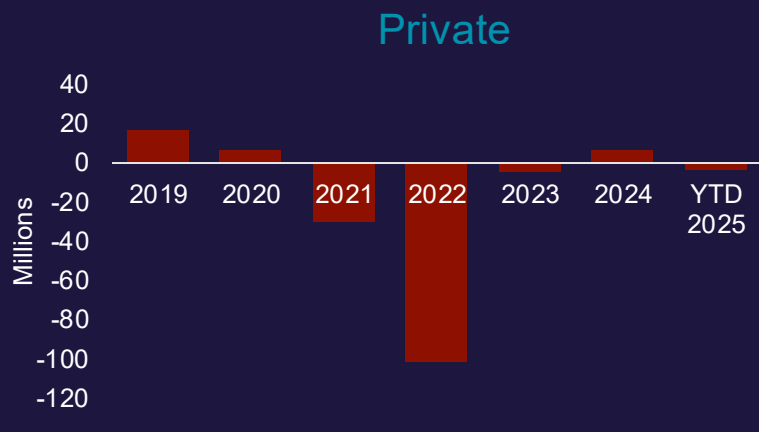
Office Sales Volume



Industrial Sales Volume



TREASURE COAST INVESTMENT ACTIVITY - MULTIFAMILY BY CAPITAL FLOW



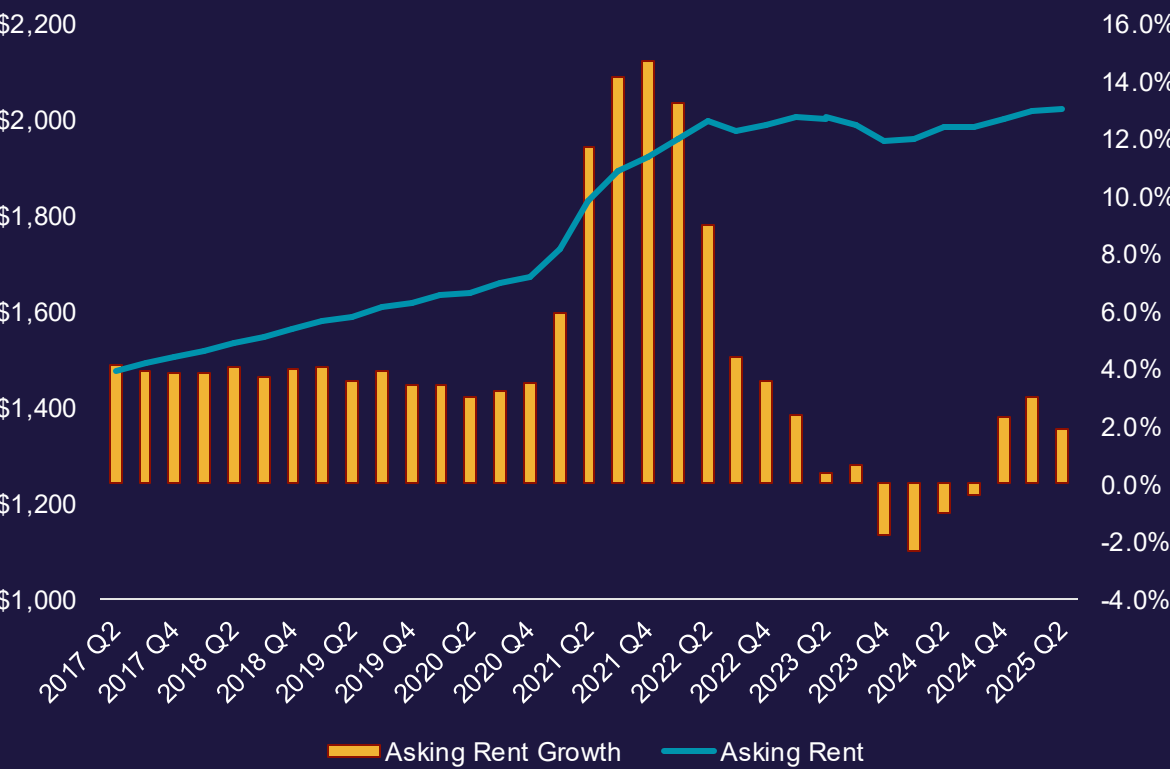
Source: Cushman & Wakefield Research, MSCI/Real Capital Analytics

TREASURE COAST MULTIFAMILY

Fundamentals improving

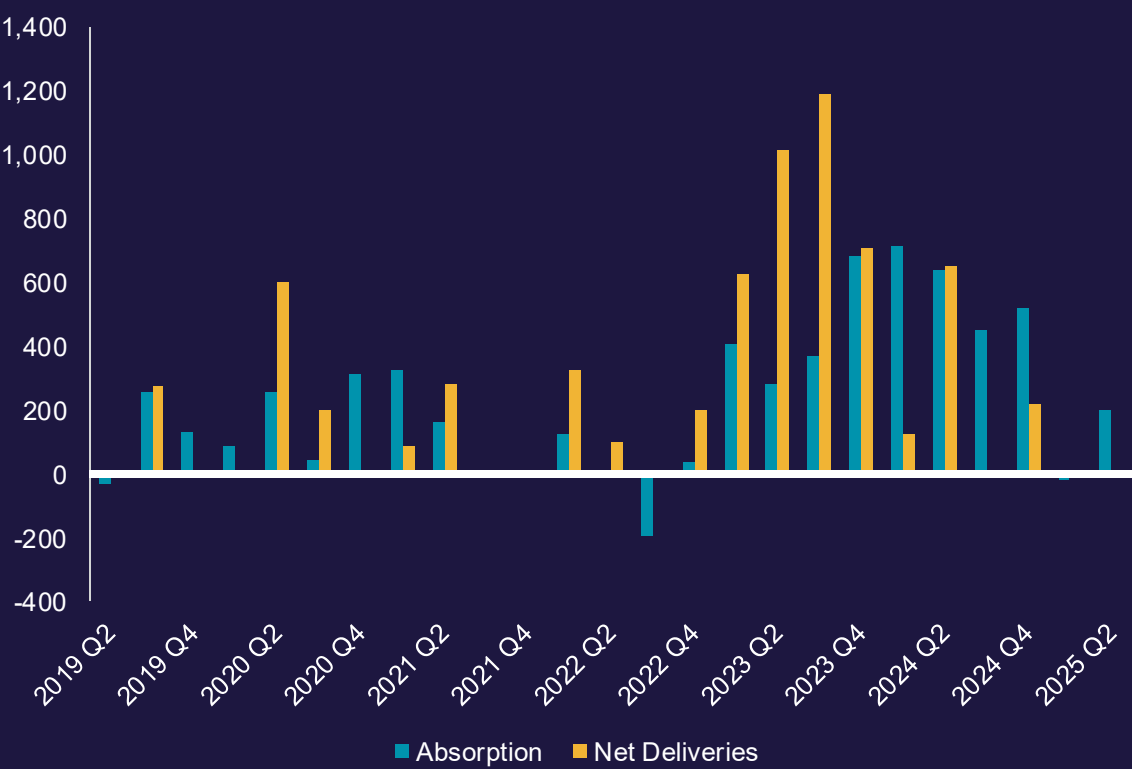


Rent Growth



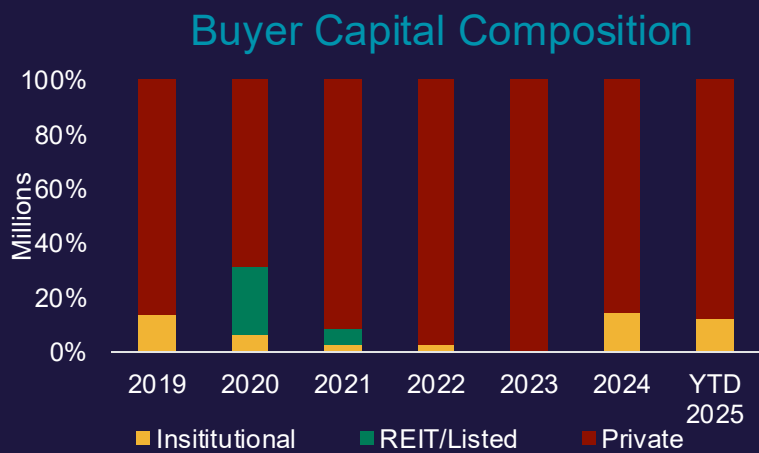
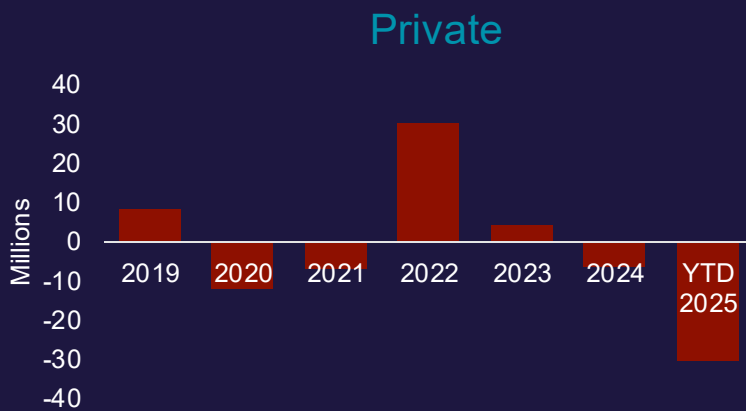
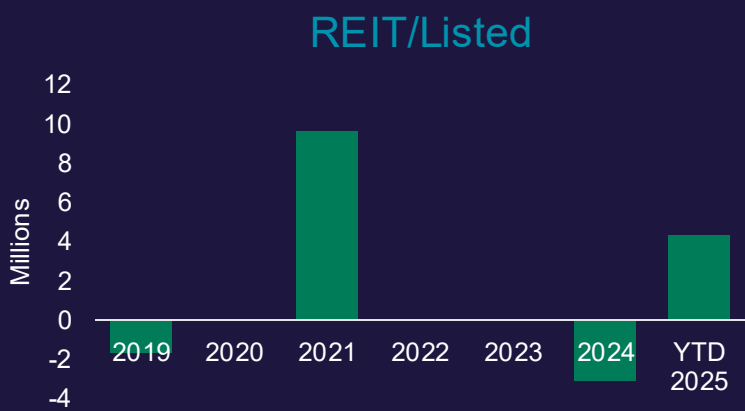
Source: CoStar, Cushman & Wakefield Research

Supply & Demand



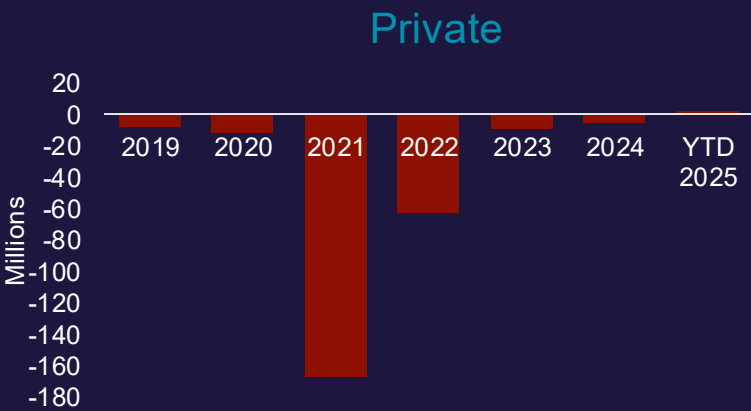
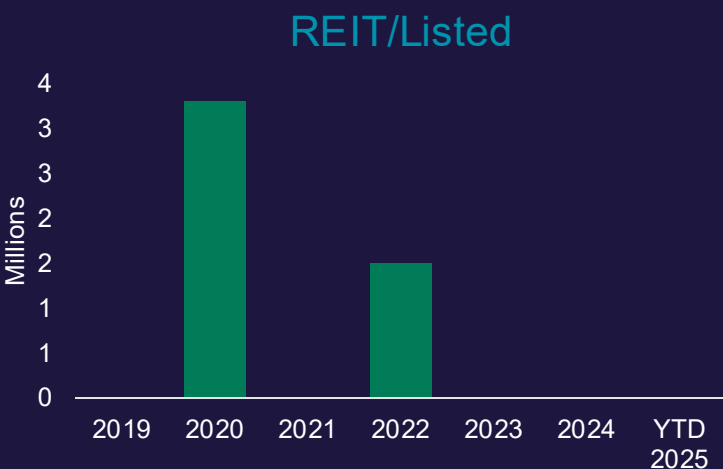
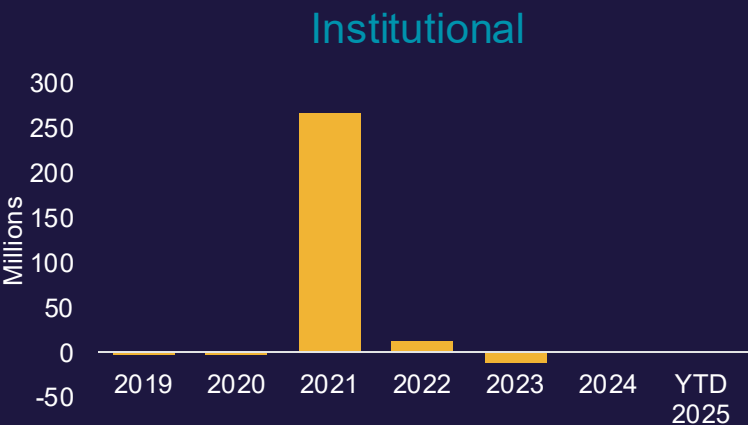
Source: CoStar, Cushman & Wakefield Research

TREASURE COAST INVESTMENT ACTIVITY – RETAIL BY CAPITAL FLOW



Source: Cushman & Wakefield Research, MSCI/Real Capital Analytics

TREASURE COAST INVESTMENT ACTIVITY – INDUSTRIAL BY CAPITAL FLOW



Source: Cushman & Wakefield Research, MSCI/Real Capital Analytics

DEVELOPMENT PIPELINE

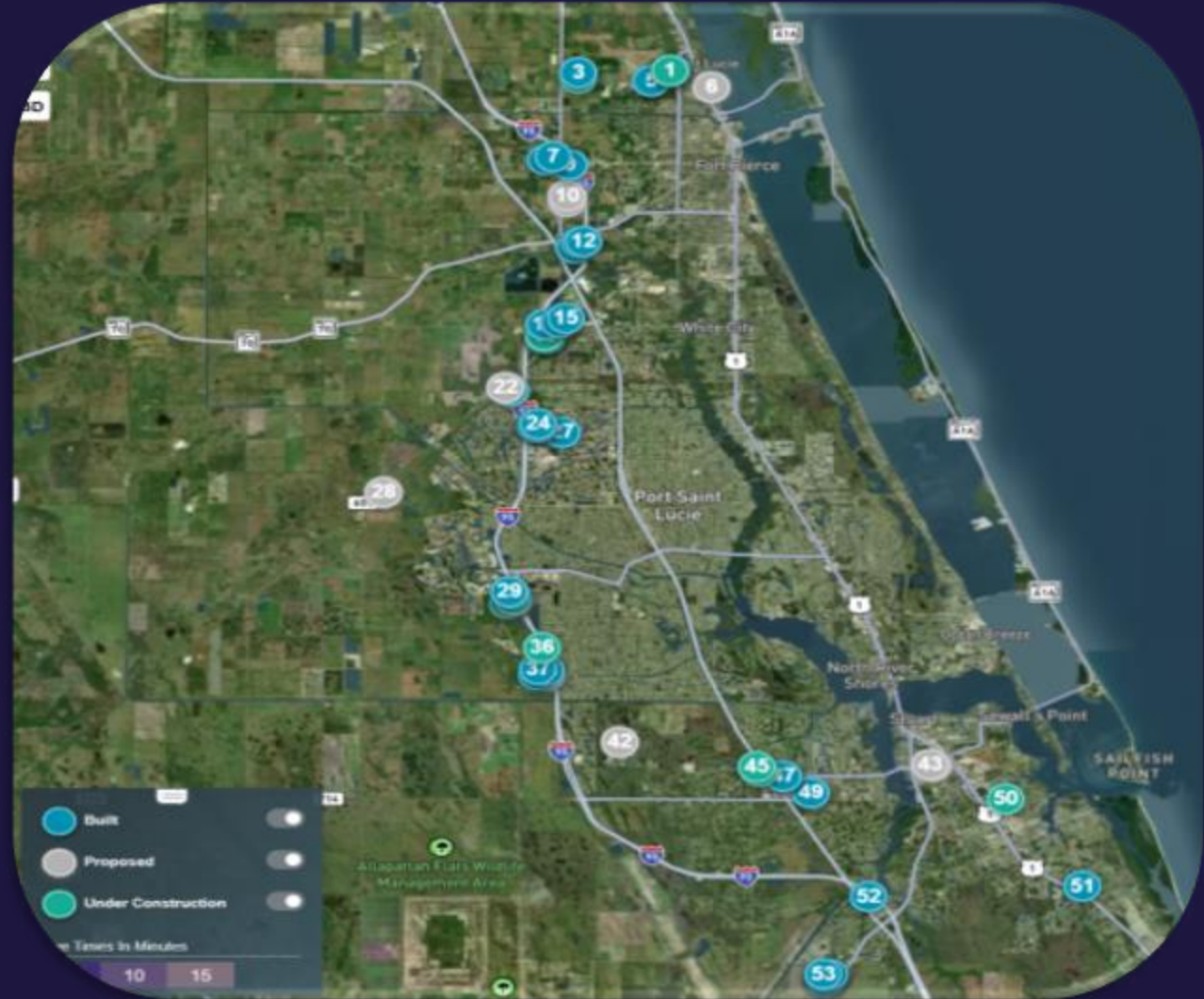
Treasure Coast's Industrial Boom



Link Below to ATLAS map



https://atlas.cushwake.com/map_4.html?fname=SouthFloridaResearch/Treasure_Coast_IND_Development_Map



OVERVIEW & OUTLOOK

Better never settles

INFLUX OF CAPITAL

Seeds have been planted



The amount of capital infused into South Florida has increased substantially over the last couple of years, particularly from venture capitalists and hedge fund managers. South Florida drew over \$2.7 billion in funding for companies in the area across 373 deals in 2024.

The \$2.7 billion invested accounted for 63% of the total \$4.3 billion funding for the state of Florida. While total capital invested was down from 2022’s historic high, both deal volume and total capital increased YOY in 2024.

South Florida started 2025 strong, with almost \$900 million invested in the first quarter across 67 deals.

Venture Capital State Ranking 2024

States	No. of Deals	Total Invested (Billions)
California	4,675	\$118.7
New York	1,992	\$25.1
Massachusetts	892	\$16.4
Texas	793	\$7.0
Colorado	385	\$4.8
Florida	610	\$4.3
Washington	441	\$3.6
North Carolina	256	\$3.4
Illinois	365	\$2.9
Delaware	580	\$2.8

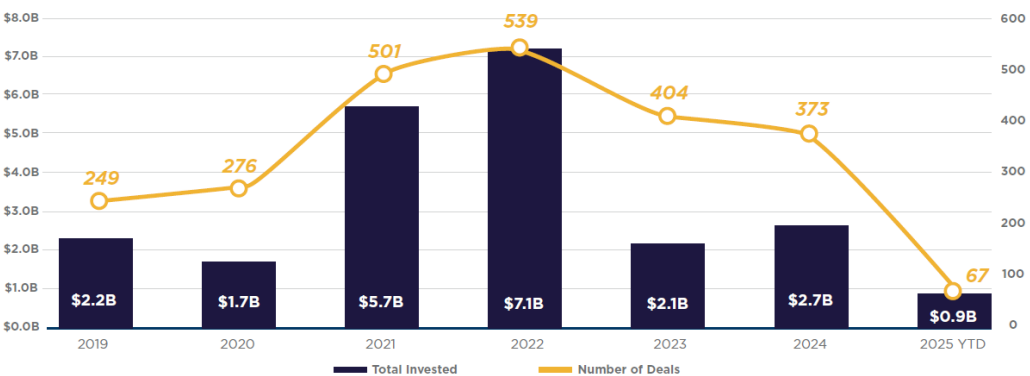
Venture Capital Metro Market Ranking 2024

Cities	No. of Deals	Total Invested (Billions)
Silicon	3,233	\$100.5
New York	2,150	\$28.4
Boston	921	\$16.7
Los Angeles	1,019	\$11.9
Philadelphia	621	\$3.9
Austin	378	\$3.6
Seattle	388	\$3.4
Denver	334	\$4.5
South Florida	373	\$2.7
Chicago	345	\$2.6

**SOUTH FLORIDA
RANKED 8TH IN THE
NATION FOR NUMBER
OF VENTURE CAPITAL
DEALS SIGNED IN 2024**



South Florida Venture Capital Funding



Source: Cushman & Wakefield Research

INSURANCE AND RISKS



Climate migration is unlikely to reverse longstanding patterns rapidly, but change is coming, particularly as climate impacts and costs accelerate. The average number of billion-dollar climate events, as tracked by the National Oceanic and Atmospheric Administration, keeps rising, with events again projected to near record levels this year. Compounding the human and financial tolls is that so much recent migration has concentrated in relatively high-risk areas.

And as Hurricane Helene painfully demonstrated in September 2024, almost nowhere is totally safe. The storm devastated communities like Asheville, North Carolina, commonly viewed as “climate havens” relatively immune from climate risks. But if no place is truly climate-proof, some places are—without doubt—more vulnerable than others. The 2024 Realtor.com Housing and Climate Risk Report found that about 45 percent of homes nationwide are at risk from at least one type of severe or extreme climate risk, primarily heat but also including wind, wildfire, and flood, with many homes at risk for multiple threats.

Insurance costs are soaring in many markets, while millions of properties are so vulnerable that they cannot secure private insurance at all and must rely on state-run insurance. Building in these high-risk areas also costs more to make them more resilient. Homebuyers are taking notice. Major online listing services like Zillow and Redfin now provide climate risk data on their listings. According to Zillow, 80 percent of homebuyers now consider climate risk when purchasing a home.

It’s not just homes, of course. Many commercial properties are also vulnerable, and insurance premiums are soaring, particularly on apartments in Florida and California, but increasingly in other states and for other property types..

The economist Milton Friedman famously claimed, “Only a crisis—actual or perceived—produces real change.” Recent devastating floods, hurricanes and wildfires are demonstrating that regardless of one’s politics or beliefs about the causes of climate change, the costs and risks are too significant to ignore.



OUTLOOK FOR BUSINESSES & INVESTORS

Businesses

- **Maintain a long-term perspective:** Continue to implement workplace strategies with a focus on long-term objectives.
- **Leverage tariffs and uncertainty:** Capitalize on the current environment of tariffs and uncertainty to inform and strengthen your business strategies and negotiations. Leverage terms and credit to your advantage.
- Regardless of tariff impacts, manufacturers must prioritize **diversifying supply chains as a prudent risk** management strategy. Operational risk can be diversified through strategic use of 3PLs.
- Large corporations are likely to capture increased market share post-uncertainty. **Position your organization for growth** by preparing for future opportunities.
- **Take a proactive approach by targeting high-quality assets and locations.** As the availability of premium options becomes limited and uncertainty fades, it will become an increasingly competitive market.
- **Re-evaluate and re-assess your real estate strategy** in alignment with your business outlook. Determine your organization's risk profile and tailor your approach accordingly to optimize space utilization.
- **Prepare for more expensive construction fit-outs in the immediate term,** and fewer new construction options in one or two years.

Investors

Focus on the investment horizon: Prioritize long-term real estate investments, as consistent value appreciation typically occurs over time. Secular themes are still relevant.

Take advantage of market volatility: Overlook short-term market fluctuations and strategically acquire assets from sellers motivated by uncertainty.

Interest rates are unlikely to return to pre-pandemic levels: Seize opportunities when long-term debt dips below historical averages and strategically allocate capital.

Capitalize on short-term rate movements: Central banks are likely to continue normalizing rates, with more cuts if economic conditions weaken. Leverage these changes to optimize your investment strategy.

Consider CRE as a hedge: During periods of uncertainty, especially with higher inflation, real income-producing assets are favored.

CRE subtypes matter: CRE has a myriad of necessity-based asset classes (residential, grocery-anchored retail, healthcare) that often outperform during weaker growth environments.

Re-assess investment strategy: Evaluate your risk profile and begin executing an updated strategy tailored to current market conditions.



THANK YOU!

KEN KRASNOW

Vice Chairman, Florida Public Institutions

Ken.krasnow@cushwake.com

About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global commercial real estate services firm for property owners and occupiers with approximately 52,000 employees in nearly 400 offices and 60 countries. In 2023, the firm reported revenue of \$9.5 billion across its core services of property, facilities and project management, leasing, capital markets, and valuation and other services. It also receives numerous industry and business accolades for its award-winning culture and commitment to Diversity, Equity and Inclusion (DEI), sustainability and more. For additional information, visit www.cushmanwakefield.com.

Better never settles

Session 2: Rules of Engagement

Thomas Lanahan, Treasure Coast Regional Planning Council

Land use, zoning, and CRA strategies for site readiness.



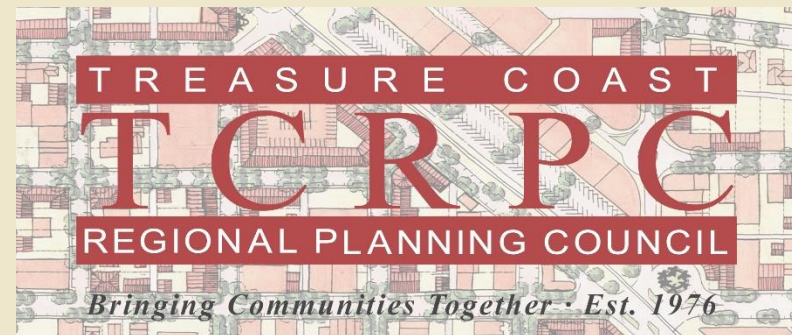
COMPREHENSIVE PLANS

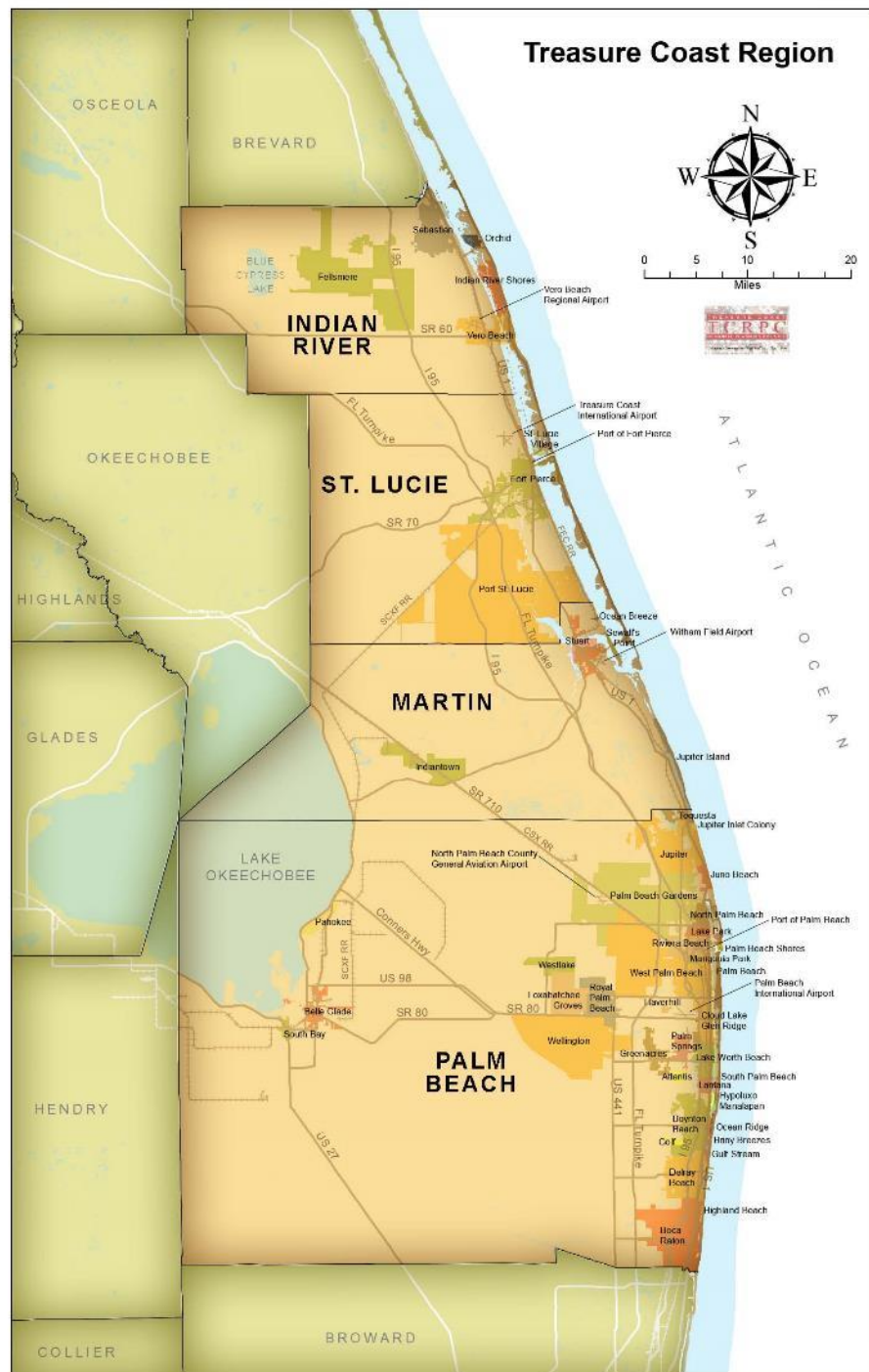
ZONING CODES

SITE PLANS

CRAs

Thomas J. Lanahan
Executive Director
TCRPC

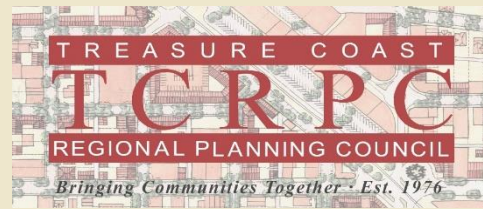




TREASURE COAST REGION

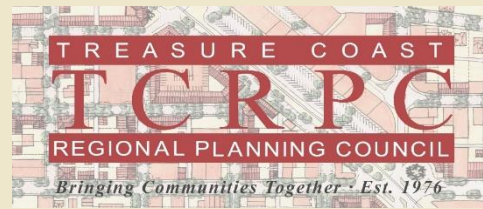
“QUICK FACTS”

- 4 Counties
- 52 Municipalities
- 2.1 million people
- 791,603 Jobs
- 1,002,244 Housing Units
- 105 miles of Atlantic Coastline
- 3,589 square miles
- 2.6 million people (2045)
- 294 local elected officials
- 5 state senators
- 13 state house members



RESPONSIBILITIES AND DUTIES AS PROVIDED BY ITS LOCAL GOVERNMENTS

- Promote communication among local governments in the Region
- Identify and resolve common regional-scale problems
- Provide technical and professional planning assistance to local governments
- Assure that State and Federal mandates are carried out consistent with local and regional conditions and preferences



PROGRAM AREAS

- Local Technical Support
- Intergovernmental Relations
- Comprehensive Plan Amendment Review
- Urban Design Studio
- Emergency Programs
- Transportation Policy
- Strategic Planning
- Economic Development
- Brownfields

WHY BOTHER WITH BROWNFIELDS?

Florida Definition

“Brownfield sites” means real property, the expansion, redevelopment, or reuse of which may be complicated by actual or perceived environmental contamination.



Redevelopment Tool

- ❑ Cost of Land Lower
- ❑ Place for Open-Space/Green-Space Projects
- ❑ Development Cost Savings by Using Existing Infrastructure
- ❑ Reduction of Public Health and Safety Concerns
- ❑ Increased Productivity and Value of Land
- ❑ Create Opportunities for Businesses

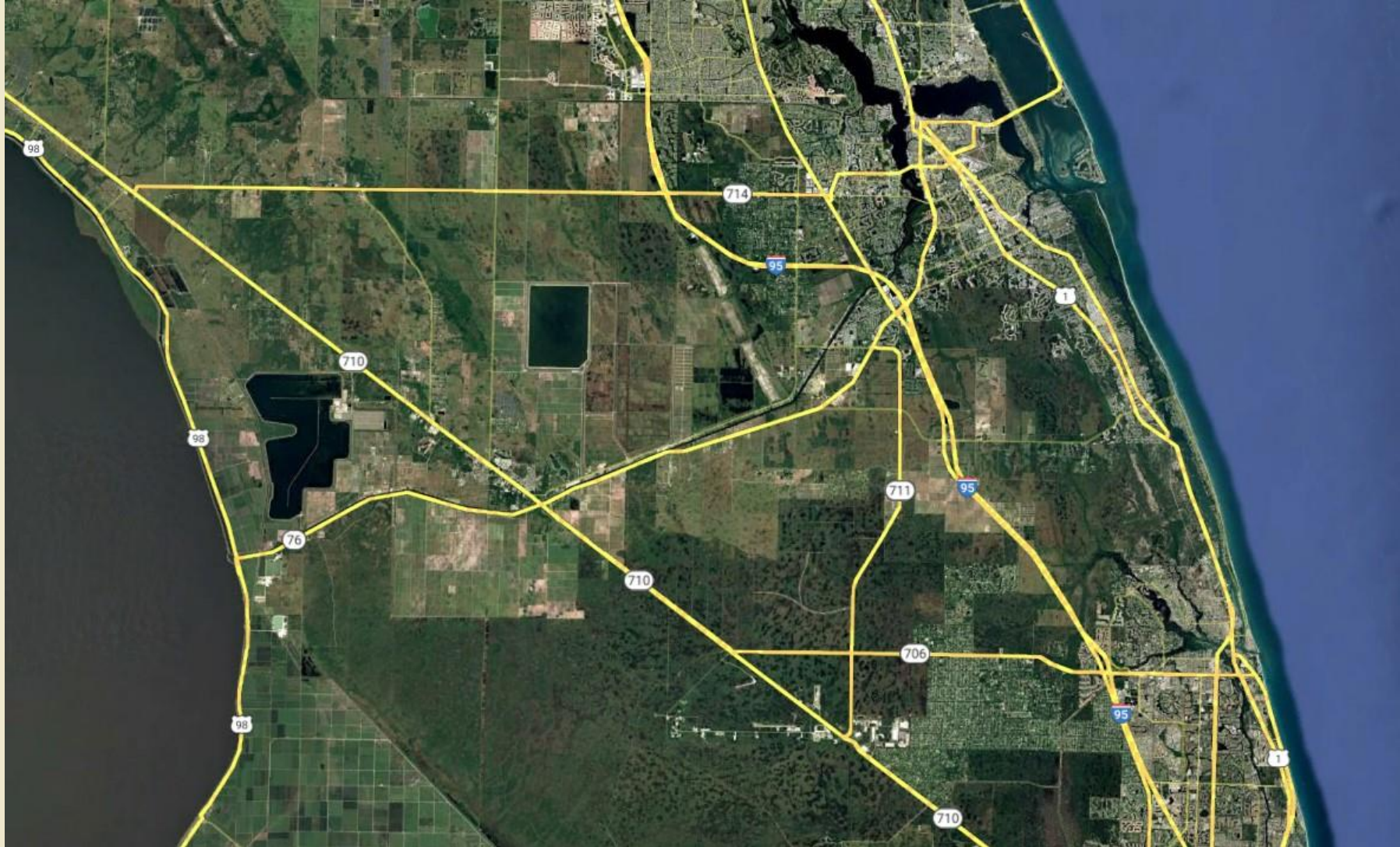
TCRPC Assessment

- Environmental Assessments
- Redevelopment Planning
- Community Engagement

TCRPC Revolving Loan Fund

- Environmental Assessments
- Remediation Planning
- Remediation
- Low Interest Loans
- Funding when traditional financing is not available

WHAT IS A COMPREHENSIVE PLAN?



THE LARGE SCALE, LONG RANGE PICTURE

WHAT IS A COMPREHENSIVE PLAN?

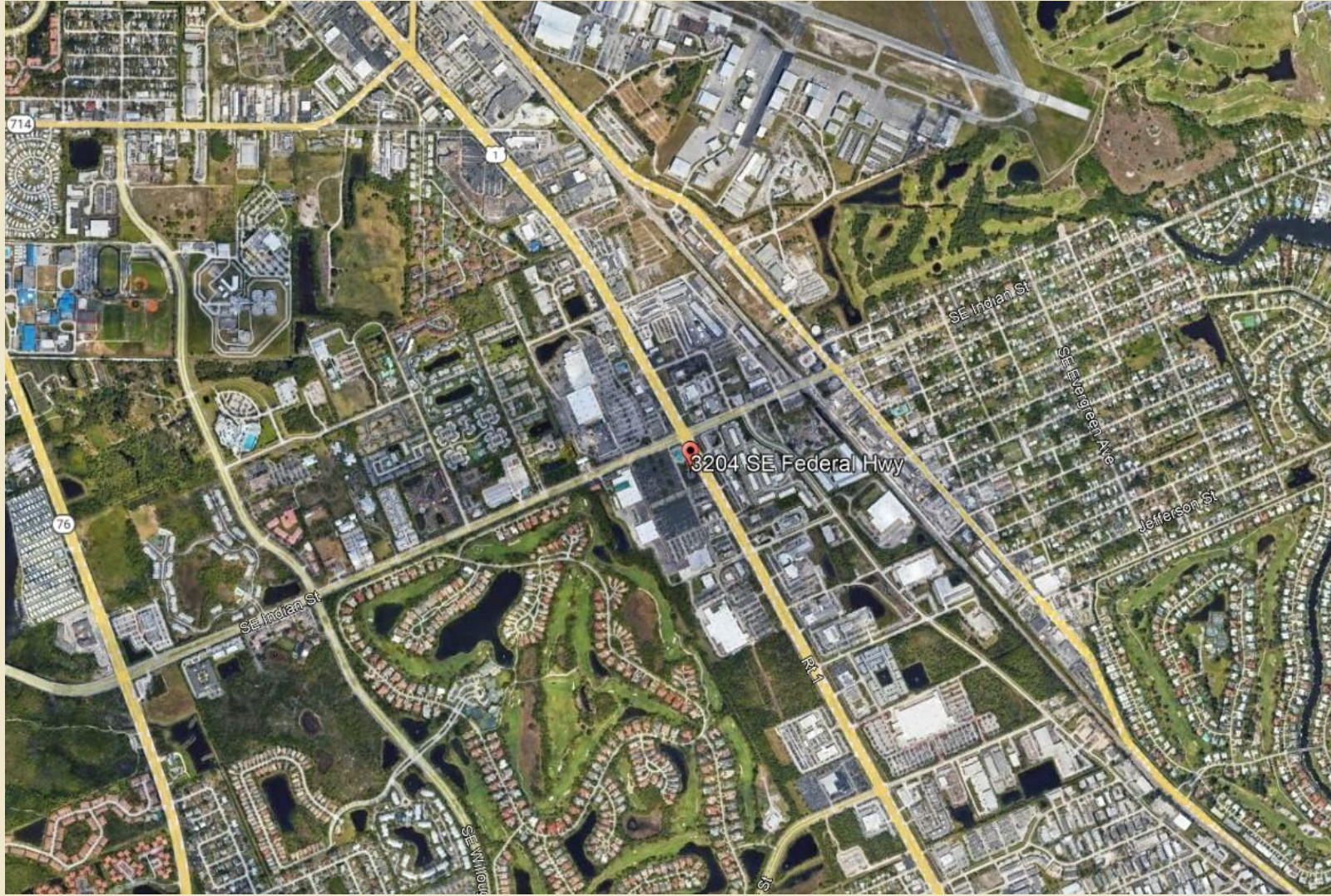
- Defines and Implements the Community's Long-term vision
- Protects Assets and Natural Resources
- Recognizes Community's Goals and Objectives
- Guides Decision-Making
- Defines How to Resolve and Avoid Conflicts and Impacts
- Blueprint for future growth, considering community needs and the environment
- Multiple components (called Elements): Land Use, Transportation, Utilities, Natural Resources, Intergovernmental Coordination, Capital Improvements, Housing, plus Economic Development (optional) and Annexation (optional)

WHY HAVE A COMPREHENSIVE PLAN?

- Ensure Fiscal Responsibility
- Plan for Current and Future Needs ***Comprehensively***
- Create Certainty for Future Development
- Protect Private Property Rights
- Support Economic Development
- Maintain Quality of Life
- Be Sustainable and Resilient

Hope is NOT a Plan!!!

WHAT IS A ZONING CODE?



THE NEARER SCALE, SHORTER RANGE PICTURE

WHAT IS A ZONING CODE?

- Implements the Comprehensive Plan
- Sometimes Called Land Development Regulations
- Defines Neighborhood Features
- Uses – Segregation / Integration / Mitigation
- Floor Area Ratio
- Density
- Building Massing and Bulk (height, volume)
- Setbacks
- Parking
- Landscaping
- Signage
- Civil Works
- Processes



WHAT IS A SITE PLAN?



THE CLOSE-IN, NEAR-TERM PICTURE

WHAT IS A SITE PLAN?

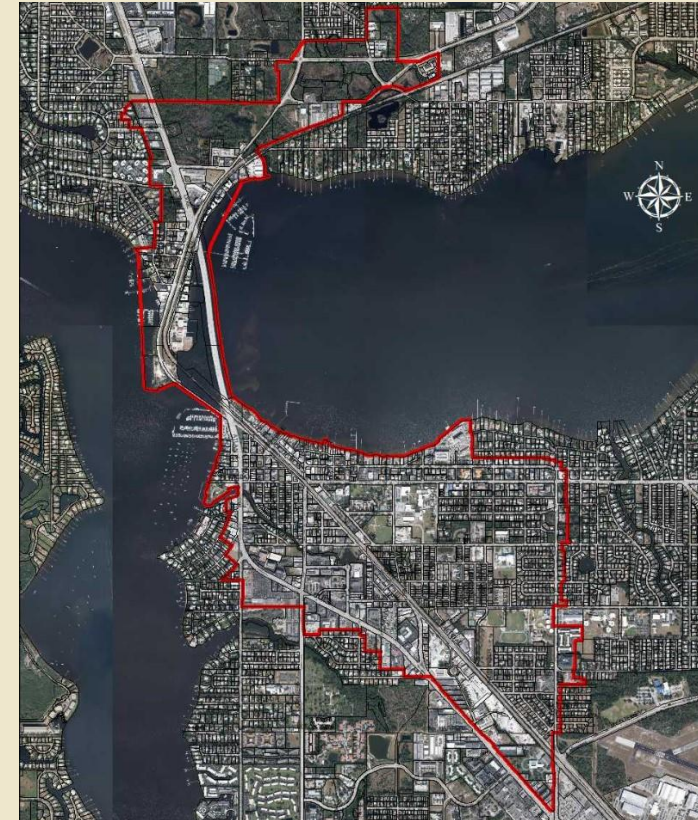
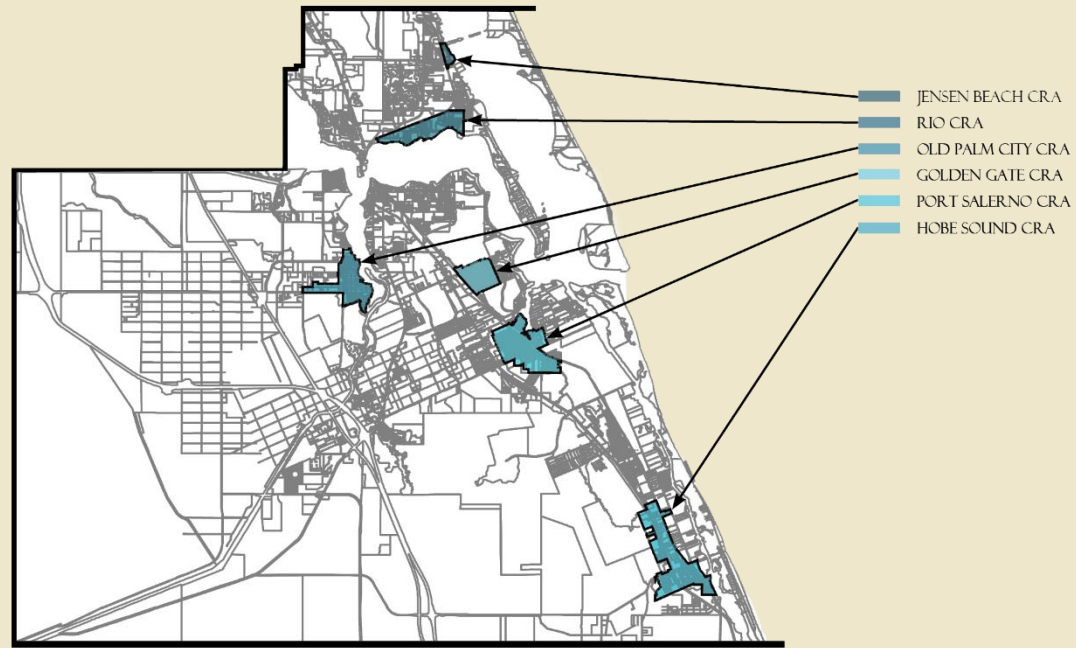
- Uses and Quantities
- Precise Location of Uses
- Parking Layout
- Access Points and Circulation
- Setbacks
- Buffering and Landscaping
- Stormwater Management
- Building Floorplan
- Building Appearance
- Entitlements
- “Contract”



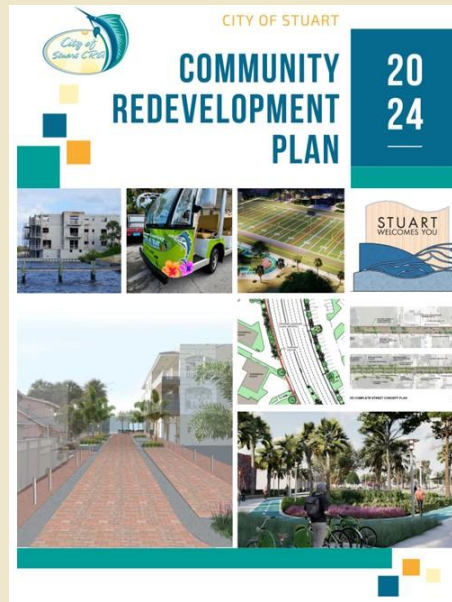
WHAT ARE CRAs?

- CRA = Community Redevelopment Area
- Legal Term “Slum and Blight” = Scruffy
- Insufficient or Non-Existent Utilities
- Antiquated Infrastructure
- Bad Lot Pattern and/or Fractured Ownership
- Dedicated Financial Resources through Tax Increment Financing (TIF)
- It is NOT a New Tax and it is NOT More Expensive Than Non-CRA
- Unique Community Visions
- Design Standards and Special Zoning Code Provisions
- Infrastructure Improvement – Like Streets and Stormwater Drainage
- Utility Extensions – Like Sanitary Sewer
- A Focused Team of CRA Staff

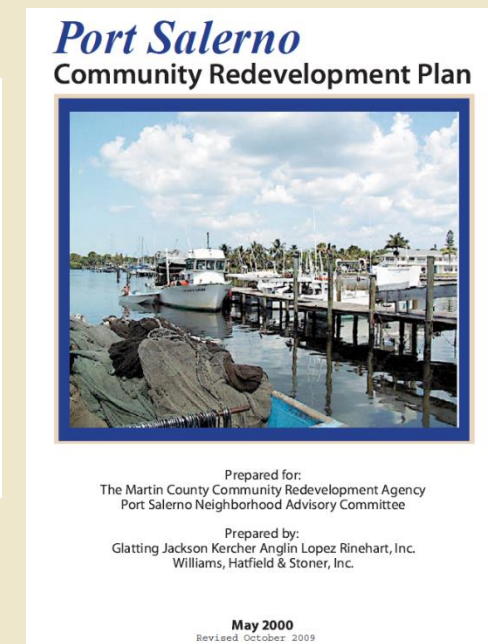
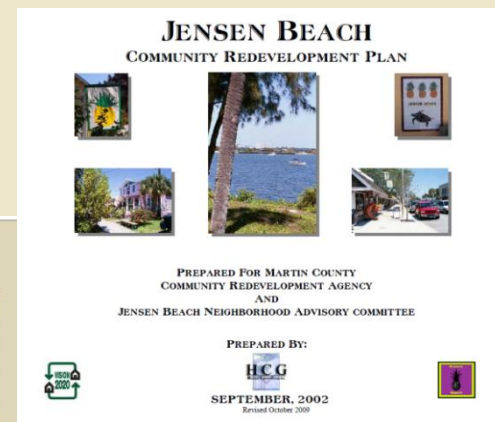
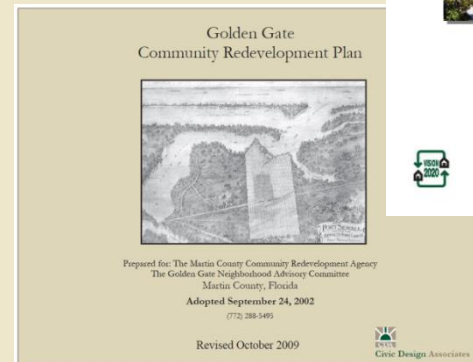
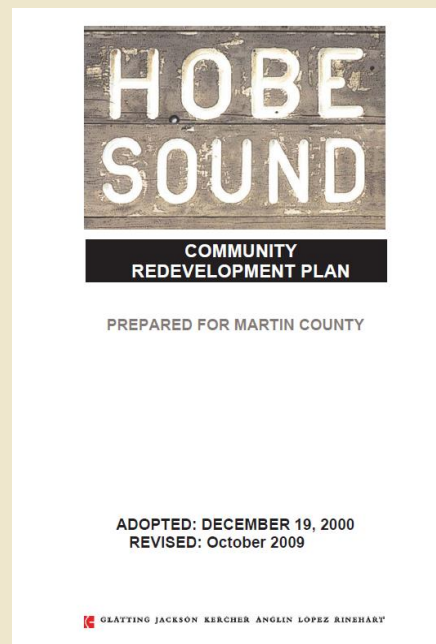
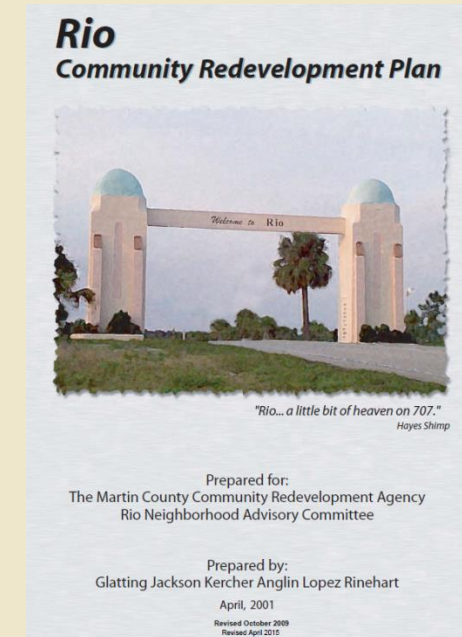
MARTIN COUNTY'S CRAs



**SIX CRAs IN UNINCORPORATED MARTIN COUNTY +
STUART CRA**



CRA VISION PLANS



WHAT DOES A PLANNER DO?



What the public thinks I do...



What my friends think I do...



What applicants think I do...



What the American Planning Association thinks I do...

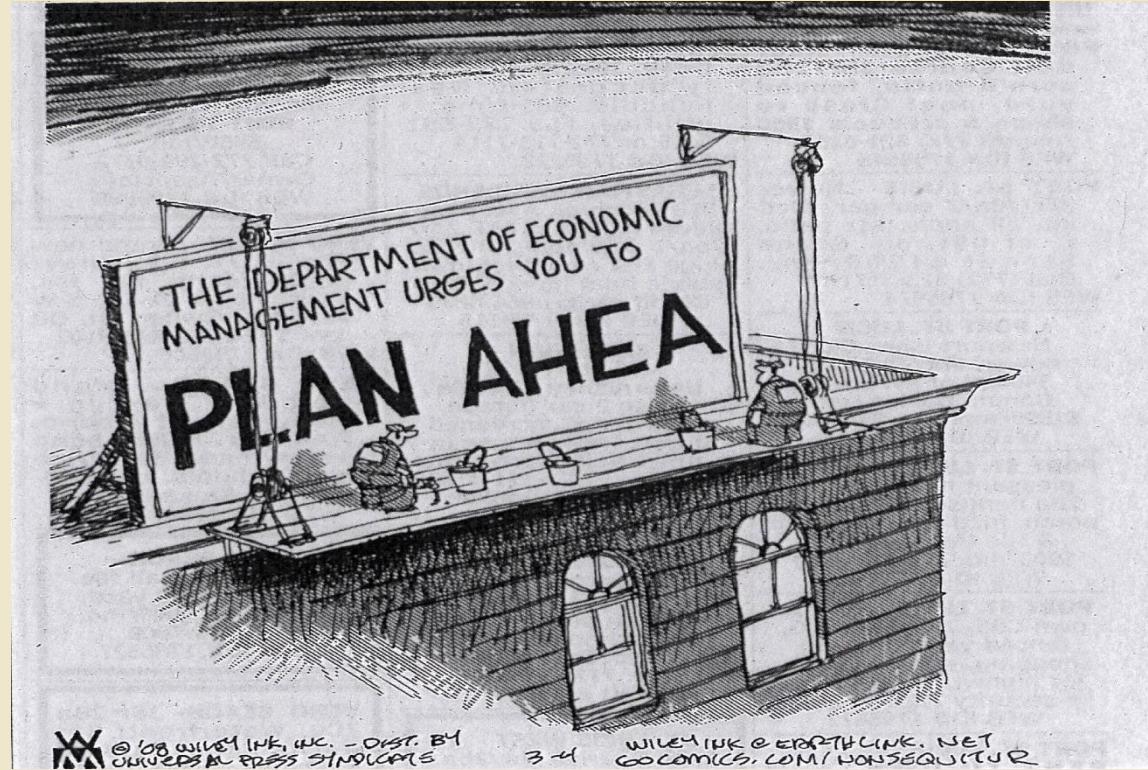


What I think I do...



What I really do...

WHY HAVE A PLAN?



Therefore, when we build, let us think that we build forever. Let it not be for present delight, nor for present use alone; let it be such work as our descendants will thank us for, and let us think, as we lay stone on stone, that a time is to come when those stones will be held sacred because our hands have touched them, and that men will say as they look upon the labor and wrought substance of them, "See! this our fathers did for us."

— John Ruskin

Expedited State Review Amendment Process **Section 163.3184(3) and (5), Florida Statutes**

Proposed Amendment Procedures

Local Government Transmittal Hearing



```
graph TD; A[Local Government Transmittal Hearing] --> B[State Land Planning Agency Starts Clock]; B --> C[State Land Planning Agency Comments];
```

State Land Planning Agency Starts Clock

State Land Planning Agency Comments

Expedited State Review Amendment Process **Section 163.3184(3) and (5), Florida Statutes**

Adopted Amendment Procedures

Local Government Adoption Hearing

```
graph TD; A[Local Government Adoption Hearing] --> B[State Land Planning Agency]; B --> C[Challenge Period and Effective Date];
```

State Land Planning Agency

Challenge Period and Effective Date

Exception

Small scale amendments require only one public hearing before the governing board, which is the adoption hearing. Proposed amendments are considered as small scale if:

- The amendment involves a use of 50 acres or fewer, and
- does not involve a text change to the goals, policies, and objectives of the local government's comprehensive plan
- The property is not located within an area of critical state concern, unless the project involves the construction of affordable housing units



The Ten Great Myths of Modern Planning

1. The urban service boundary line is where growth will stop
2. Low Rise & Low Density = Green
3. Concurrency automatically = Good Planning
4. The “Free” market will take care of everything and is actually “free”
5. Big roads must be better and will solve our problems once and for all
6. What they are building must be illegal
7. Wide separation of different land uses and buildings will reduce impacts of growth
8. Five and ten-acre lots will protect the countryside and accommodate future growth
9. Affordable housing is bad for the economy and must be segregated
10. Mass transit will not work

Considerations for Development on Rural Lands

- Hope is not a plan
- Low density causes sprawl, not the other way around
- Conversion of agriculture to subdivisions makes water quality goals unobtainable
- Even “vacant” or “natural” land has to be managed
- Towns surrounded by countryside is a desirable and sustainable pattern
- Location matters – suitability is more than just size
- Things that make sense in one place may not work generally
- Transportation and land use are inextricably linked
- Utility service and land use are strongly linked
- Multi-pronged preservation approaches are most effective
- Ranchette development makes long distance automobile use the only transportation option
- Ranchette development is expensive to provide with infrastructure and services – and externalizes these costs onto others

Property Rights – for all

Building Types

The “D” Word

Stands for DESIGN



9 Units to the Acre



9 Units to the Acre

Session 3: Building Supply Lines

Panel: William Corbin, Andrew McBean and Ricardo Vazquez

Infrastructure, utilities, and transportation essentials.





MARTIN **M** **P** **O**

Metropolitan Planning Organization



About the Martin MPO

- Formed in 1993, the Martin MPO is governed by Federal and State law. Urban areas with a population of more than 50K must have an MPO to spend Federal transportation funds. An MPO is created to look at the big picture of transportation planning – helping to assist in the communication and coordination between the State and local governments.
- The MPO Board is composed of:
 - 5 County Commissioners
 - 2 City of Stuart Commissioners
 - 1 Town of Sewall's Point Commissioner
 - 1 Village of Indiantown Council Member



Sarah Heard

MARTIN COUNTY COMMISSIONER



Edward V. Ciampi

MARTIN COUNTY COMMISSIONER



Stacey Hetherington

MARTIN COUNTY COMMISSIONER



J. Blake Capps

MARTIN COUNTY COMMISSIONER



Eileen Vargas

MARTIN COUNTY COMMISSIONER



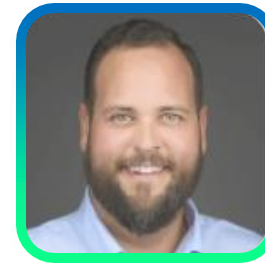
Kaija Mayfield

TOWN OF SEWALL'S POINT COMMISSIONER



Christopher Collins

CITY OF STUART COMMISSIONER



Sean Reed

CITY OF STUART COMMISSIONER



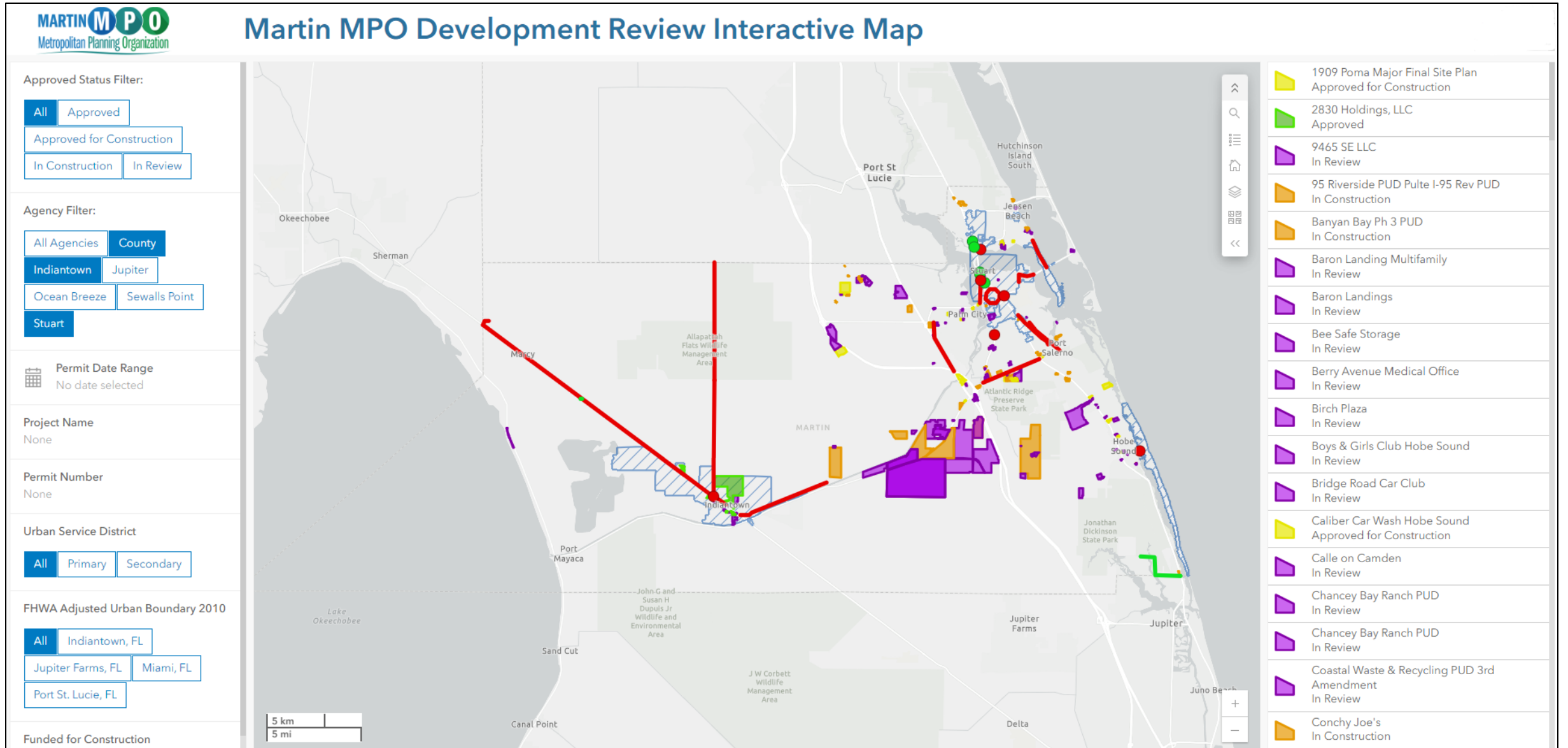
Carmine Dipaolo

INDIANTOWN COUNCIL MEMBER

Transportation Funds - Martin County

Funding Source	2025/26	2026/27	2027/28	2028/29	2029/30	Total	% of Funding
Local	\$1,016,996	\$3,298,441	\$1,555,264	\$1,255,474	\$1,281,590	\$8,407,765	2%
State	\$47,738,623	\$59,929,294	\$44,098,562	\$39,336,840	\$76,216,866	\$267,320,185	74%
Federal	\$19,955,979	\$10,907,312	\$29,525,662	\$13,973,246	\$12,429,402	\$86,791,601	24%
Total	\$68,711,598	\$74,135,047	\$75,179,488	\$54,565,560	\$89,927,858	\$362,519,551	

Development Review Interactive Map



Networking Break

Event Sponsors

Presenting



Partner



Supporting



Session 4: Deployment Readiness

Jill Marasa, Ashley Capital

Making Martin County sites market-ready



AshleyCapital



Deployment Readiness:

Preparing Martin County for Business Attraction

The Ecosystem of Business Attraction: “Martin County Style”



- https://youtu.be/DRPioDFGWRQ?si=R1HfQOxV_0VxL3Sp

Site Selection Corporate and Consultant Survey

What Business Leaders and Consultants Are Saying About Site Selection

CORPORATE C-Suite

2025	%	TOP 5 RESULTS
92		Labor Costs
90.1		Quality of Life
90		Energy Availability
90		Energy Costs
89.5		Skilled Labor
2020	%	
92.4		Highway accessibility
92.3		Skilled Labor
87.1		Labor Costs
82.2		Quality of Life
80.3		Occupancy/Constr. Costs

SITE CONSULTANT

2025	%	TOP 5 RESULTS
100		Energy Availability
100		Available Land
98.4		Skilled Labor
98.4		Expedited Permitting
96.8		Proximity to Suppliers
2020	%	
100		Skilled Labor
98.3		Labor Costs
98.2		Highway Accessibility
94.9		Proximity to Major Markets
93.1		Incentives



- Area Development 2025



- Area Development 2020

Marketing Strategy for Site Selection

The Art of Industrial Site Selection

"Sell the problem you solve, not the product."
- Sarah Blakely

Costs - Incentives - Proximity to Market - Cluster - Supply Chain - Labor - Workforce - Training - Utilities - Land/Building Needs - State Policy

Project Scope

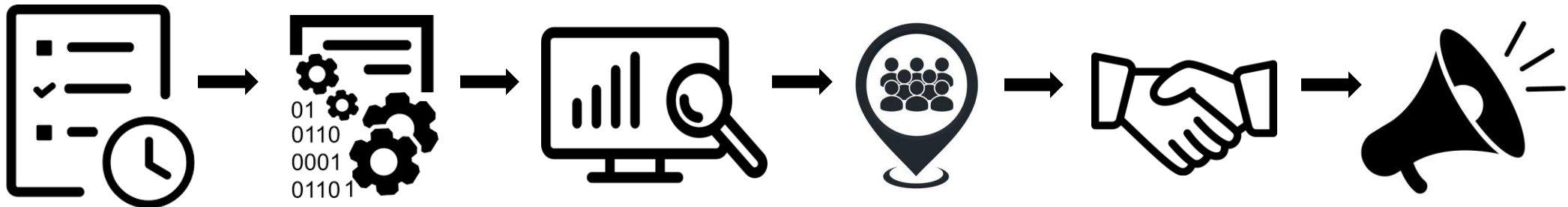
Data Collection

Property Analysis

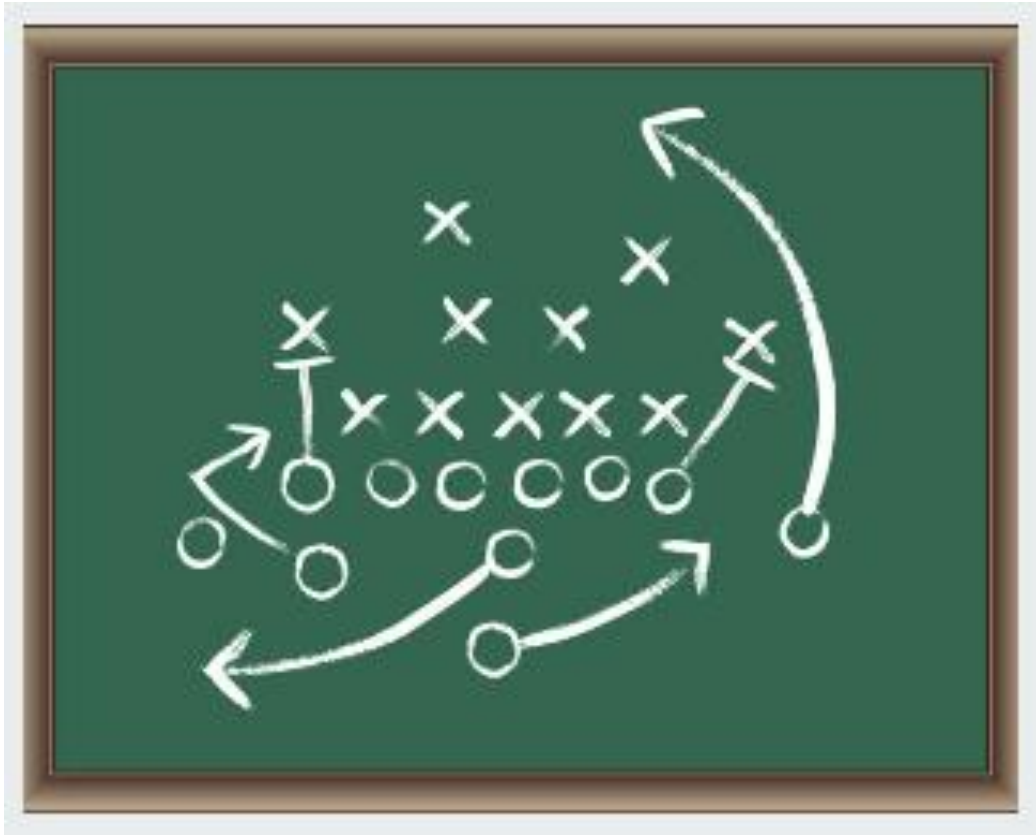
Site Visits

Negotiations

Announcement



Presenting Martin County as a “Cohesive and Ready-to-Invest” community



Economic
Development is a
TEAM Sport!

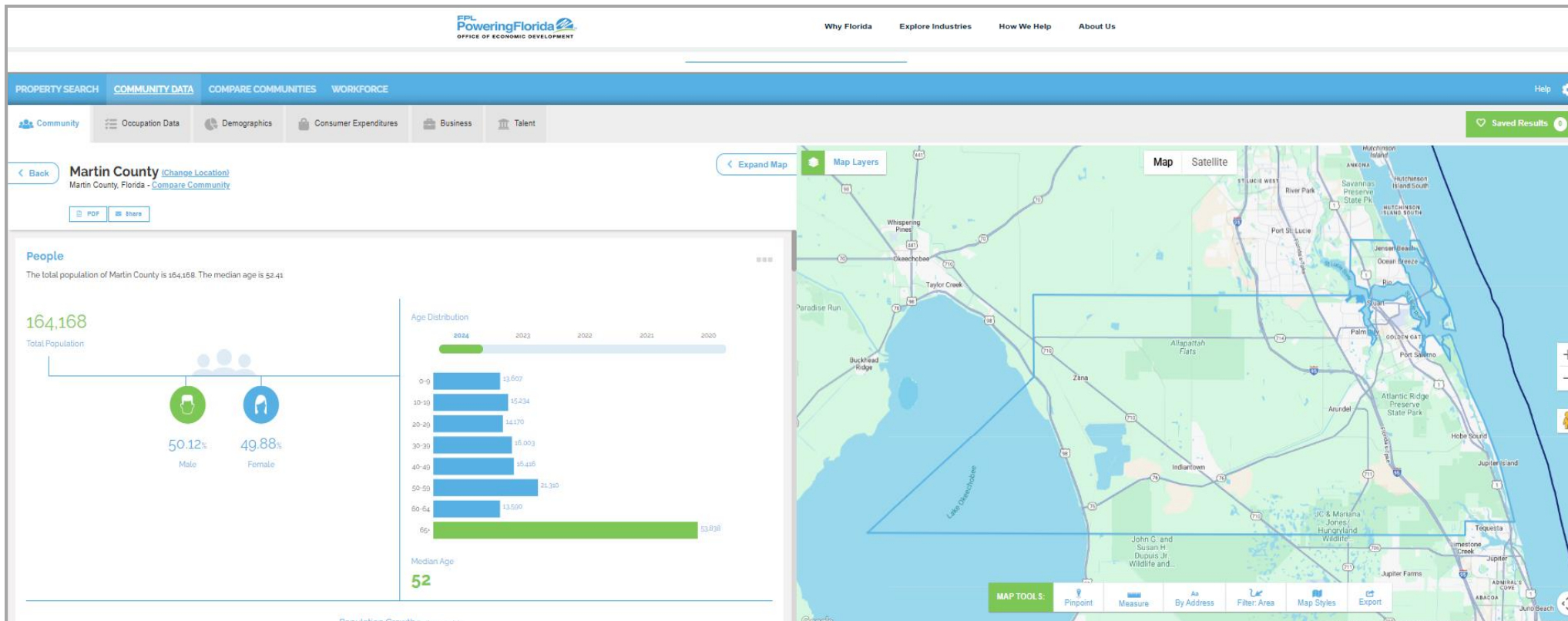
Presenting Martin County as a “Cohesive and Ready-to-Invest” community

“Know the Playbook”



Presenting Martin County as a “Cohesive and Ready-to-Invest” community?

“Know the Data”



- PoweringFlorida.com

TRUE CASE SCENARIO: CEO Business Attraction “Lifecycle”



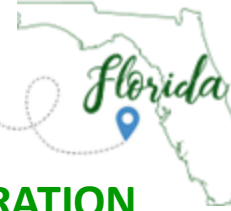
SPORTS CONTRACT

Signs nine \$ figure baseball contract



INJURY

Rehabs with Port St. Lucie Mets



CONSIDERATION of BUSINESS RELOCATION

Pennsylvania to Florida



NEW FACILITY

Chandler Bats opens new 17,000 SF HQ/Manufacturing facility

2016

2017

2018

2019

2020

2021

2022

LAND PURCHASE

Builds 16,000 SF
Single Family Home



NEW BUSINESS ACQUISITION

Chandler Bats
wood bat manufacturer



COMMUNITY CONNECTIONS

Chandler Bats used in
the “Road to Tokyo”
Olympic Qualifier at Clover Park





Thank you!

Jill Marasa

Director of Development- Treasure Coast

772.370.8108

jmarasa@ashleycapital.com

WWW.ASHLEYCAPITAL.COM

Presenting Sponsor

Portia B. Scott
Portia B. Scott, Chartered



Closing Session: Becoming a Force Multiplier

Bob Thornton

O'Donnell Impact Windows & Storm Protection















**BATTLES ARE NOT WON ON
THE BATTLEFIELD.
BATTLES ARE WON IN THE
BOARD ROOM !**



Where do I fit in?



Thank you for attending



Event Sponsors

Presenting



Partner



Supporting

