



Office of Village Manager

MEMORANDUM

To: Honorable Mayor and Members of the Village Council
From: Howard W. Brown, Jr., Village Manager *HWB*
CC: Village Staff
Date: July 27, 2022
Re: **Bi-Monthly Report and Update (For Period Ending Sunday, July 31, 2022)**

Honorable Mayor and Members of the Village Council:

In the interest of keeping the public informed of administrative matters on a regular basis, I am providing this report for your review and consideration:

Administration

- The Village has received the 3rd Quarter FY 2022 Report (April 1 – June 30, 2022) from the Business Development Board of Martin County. See attached report.
- The Planning, Zoning and Appeals Board meeting scheduled for Thursday, August 11th is cancelled.

Village Manager's Office

Village Schedule

A schedule of upcoming events is included below:

- The Village's next Regular Council Meeting is scheduled for Thursday, July 28, 2022 at 6:30 PM. The meeting will be held in the Village's Council Chambers at Village Hall in Suite C.

Members of the public are encouraged to attend meetings. For a closer look at upcoming events, or for further information on meetings and attendance, please visit our website at <http://www.indiantownfl.gov> or contact the Deputy Village Clerk, Daren Hamberger, at dhamberger@indiantownfl.gov.

Important Information

Thursday, August 4, 2022, at 6:30 PM – Village Council Meeting – 15516 SW Osceola Street, Suite C, Indiantown, FL 34956

Village Clerk's Office

The Village Clerk, Susan Owens, has several items to highlight.

Emergency Management Matters:

No items to report.

HR Matters:

- The following vacant Village positions are open until filled. More information, including application instructions, can be found online at: <https://www.indiantownfl.gov/jobs>.
 - Public Works Director / Public Utilities Director
 - Management Analyst
 - Water/Wastewater Technician or Trainee
 - Permit Technician I/II
 - Part-Time Park Ranger
 - Economic Development Specialist

Procurement Matters:

- The Council approved the final ranking for the Professional Engineering Design Services for the Uptown Drainage and Roadway Repair Improvements Project (RFQ No. 2022-001), as follows:
 - Kimley-Horn- 294 points
 - Captech Engineering, Inc. - 284 points
 - Calvin, Giordano & Associates, Inc. - 271 points
 - Bowman - 266 points

NOTE: The State granting agency for this project must first review the procurement and selection before the Village can enter into negotiations with the top-ranked vendor.

Election Matters:

- On August 23, 2022, the voters of the Village of Indiantown will be choosing Council Members for Seats 3, 4, & 5 as follows:
 - Seat 3:
 - Carmine Dipaolo
 - Anthony Dowling (Incumbent)
 - Seat 4:
 - Jackie Gary Clarke (Incumbent)
 - Angelina Perez
 - Seat 5:
 - Susan Gibbs Thomas (Incumbent)
 - Janet Rosado

You can visit: <https://www.indiantownfl.gov/village-clerk/page/august-23-2022-general-election> to find **all** documents submitted by the candidates, including their qualifying documents and their treasurer's reports.

- Please note that **July 25, 2022**, is the last day to register to vote in this election. For information on registering, please visit the Martin County Supervisor of Elections Office's (SOE) website at: www.martinvotes.gov. This

includes address changes, party changes, signature changes, etc.

- Please note that, if you previously voted at the Boys & Girls Club, your precinct location has been changed to **Evergreen Baptist Church**. To confirm which precinct you need to go to on election day, please visit the Martin County Supervisor of Elections Office's website at: www.martinvotes.gov. The SOE's Office does not yet know if this will be a permanent change or not; so, please make sure to watch your mail for any future changes of location.
- If you wish to vote by mail (absentee voting), then please visit the Martin County Supervisor of Elections Office's website at: www.martinvotes.gov. There were several changes made to absentee voting this last Legislative Session that may affect your availability to vote absentee this year and in future years.

Risk Management Matters:

No items at this time.

Community and Economic Development Department

The Village's Community and Economic Development Director, Althea Jefferson, has several items to highlight.

Planning & Zoning

- The Village has been awarded an Environmental Protection Agency (EPA) Grant through the Treasure Coast Regional Planning Council (RPC). The total award is \$500,000. The Grants Administrator from the RPC will be making a presentation to the Village Council soon.

Economic Development

- Staff will be attending a webinar entitled: *Destination Creation in Any Size Community: One Business at a Time*. The Destination Business Expert, Jon Schallert, will show why communities, large and small, are refocusing their efforts to create, attract, and support Destination Businesses in their marketplaces.

Code Compliance

See attached report.

Building Services Division

- Porto Properties, LLC was issued a Building Permit to construct a new fire pump house in the Venture Park planned unit development.

Financial Services Department

The Village's Financial Services Director, Michael Florio, has several items to highlight.

- The Tentative Millage is to be set by the Village Council on Thursday, July 28, 2022. Budget Workshop #2 will be held on Thursday, August 18, 2022.
- Daily financial operations:
 - The department is short-staffed in processing and posting of revenue and accounts payable
 - New third party accounting and bookkeeping service is being obtained subsequent to approval by Village Manager / Village Council

- FDOT Booker Park Project – Payment Applications #5 - #6 was submitted for reimbursement.
- DEO CDBG-MIT Civic Center Project – Draft RFQ is in progress to be submitted in support of the grant funding request application.
- Community Planning Technical Assistance Mobility Plan – staff is working with Community & Economic Development on latest deliverables.

Parks and Recreation Department

The Village's Parks and Recreation Director, Deborah Resos, has several items to highlight. If you have questions, concerns, or wish to report a Parks-related issue, please contact the Parks and Recreation Director at dresos@indiantownfl.gov or the Parks Assistant, Katina Joy, at kjoy@indiantownfl.gov.

- New swings were installed at Big Mound Park, Post Family Park, and Booker Park.
- Field C at Big Mound Park was closed on Monday, June 14, 2022, to treat for weeds and allow the Bermuda grass to grow in.
- The Park Ranger truck has been delivered.
- Kids have been out enjoying the parks and interacting with staff. See attached photo.
- Activity, Field & Pavilion rental is increasing in the Parks.

Public Works and Engineering Department

The Village's Interim Public Works Director, Patrick Nolan, has several items to highlight. If you have questions, concerns, or wish to report a Public Works-related issue, please contact publicworks@indiantownfl.gov.

- The Booker Park Drainage Project continues to move along and should be completed on time.
- Drainage work has been started and is in process by American Street, behind Sandy Oaks.
- Staff are planning for the Uptown Drainage project, which will be starting soon.
- Staff are planning for the Trail Road project, which is in the planning stage as well.

Water + Wastewater Utilities Department

The Village's Utilities Manager, Patrick Nolan, has several items to highlight. If you have questions, concerns, or wish to report a Utilities-related issue, please contact utilitybilling@indiantownfl.gov.

- The replacement of the old water meters with radio read meters has commenced. This will be an ongoing project for several months.
- Staff is in the process of cleaning up around the Sewer Plant and Water Plant (i.e., Removal of surplus equipment & junk removal and lawn maintenance).
- Staff is continuing planning for the Water and Wastewater Plant upgrades with Kimley-Horn and Associates, Holtz Consulting Engineers, and CAPTEC Engineering.
- Staff is on schedule with the new development that is coming to the Village. With Tractor Supply now being open and Indiantown Bio-Medical having started their site work, the utilities are the first items to be installed, along with the storm drainage. Indiantown Bio-Medical has looped an 8" water main from SW Farm Road to Market Street, which will increase water pressure on a dead end main, as well as increase fire flow for that area.

- Staff is wrapping up the planning conversations with the Terra Lago Developers and engineers, regarding the Utilities.
- Staff is beginning planning conversations with Woodmont Partners Developers and engineers regarding the Utilities
- Staff took delivery of the Vermeer Trailer Mounted Vacuum Excavator on July 12, 2022 and look forward to putting it in service.
- Staff will be working with the Florida Rural Water Association to begin mapping of the Water and Wastewater systems using the Diamond Maps program.

END OF MEMORANDUM



July 21, 2022

Mr. Harold Brown
Village of Indiantown
15516 SW Osceola St Suite B
Indiantown, Florida 34956

RE: 3rd Quarter FY 2022 Report – April 1 – June 30, 2022

Dear Harold:

Attached please find our **3rd Quarter Report for FY 2022**. Key quarterly highlights include:

- Announced **1 key economic development project** – the retention of **BD Liberator Medical Supply** (260 jobs) at Witham Field **thanks to the lease renewal approved by the Board of County Commissioners**.
- Assisted the **economic development prospects-leads pipeline comprised of 45 businesses and developers** seeking to invest, start-up, grow, remain, or come to Martin County.
- Answered inquiries and **assisted more than 227 local businesses and residents**.
- **Conducted 21 Pulse Visits-Surveys** with local business owners, executives and entrepreneurs **thanks to the leadership of the BDB Board of Directors, investors and partners**.
- **Produced and submitted our FY 2023 Business Plan & Budget** to the Board of County Commissioners as per our contract (see attached).
- Hosted **Enterprise Florida's Germany** team for their first-ever familiarization (FAM) tour in Martin County.
- Produced the **"Now's the Time" Palm Card** touting six key attributes of Martin County as an emerging business destination.
- Presented the **Future of Work + Learning Community Conversation**, in partnership with the Stuart-Martin County Chamber of Commerce, and published **Martin County's Inaugural Talent Indicators**.
- Conducted a **virtual, 6-week Side Hustle to Main Gig** program for a cohort of 13 and featuring 14 local business leaders and advisors.
- Organized a **Martin County Commercial Real Estate (CRE) Roundtable**, in collaboration with the Martin County REALTORS of the Treasure Coast and issued **MC Economic Indicators and CRE Stats**.



Please let me know of any questions and thank you for your continued partnership.

Sincerely,

Joan K. Goodrich, Executive Director

3Q FY 2022 Key Activities and Y-T-D Results Dashboard

As of June 30, 2022

4

Economic
Development Project
Announcements

Annual Target: 10
Pipeline: 35

290

Jobs Created -
Retained to
Date

Annual Target: 450
Pipeline: 1,888

979,000

Square Footage
Impacted to
Date

Annual Target: 100,000 SF
Pipeline: 2.71 million SF

\$125.2m

Capital
Investment to
Date

Annual Target: \$5 million
Pipeline: \$669.4 million

602

Biz Hotline,
Outbound Calls,
Online Searches and
General Assistance¹

Beginning 10/1/2021

67

1:1 Visitation
Strategy
(Business Retention +
Expansion)

Annual Target: 75

11,140

Martinomics-PR-
Marketing
Impressions and
Engagement²

Beginning 10/1/2021

157

Social Media Posts³
with a Reach of
17,920 and an
Engagement of 2,191

10/1/2021 – 6/30/2022

53

Referrals Received
From | Made to
Partners

Beginning 10/1/2021

¹ Includes Zoom Prospector visits

² Highlights number of Constant Contact messages, opens and BDBMC.org users

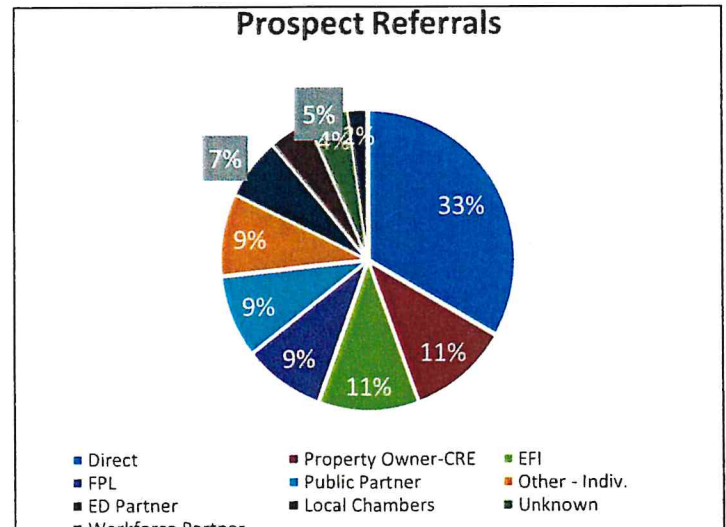
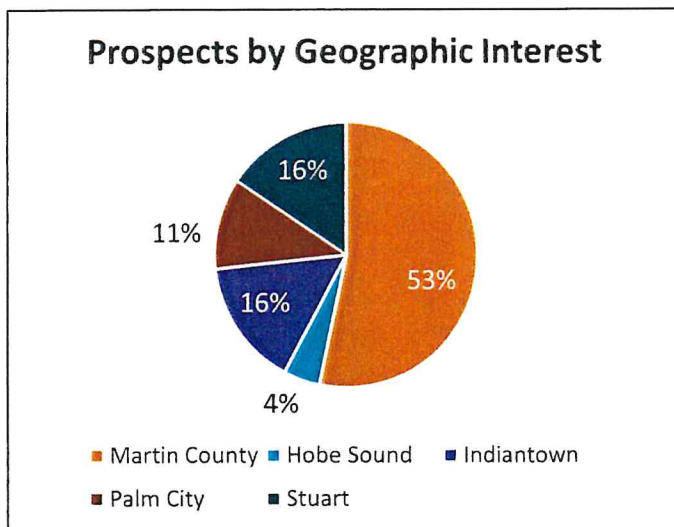
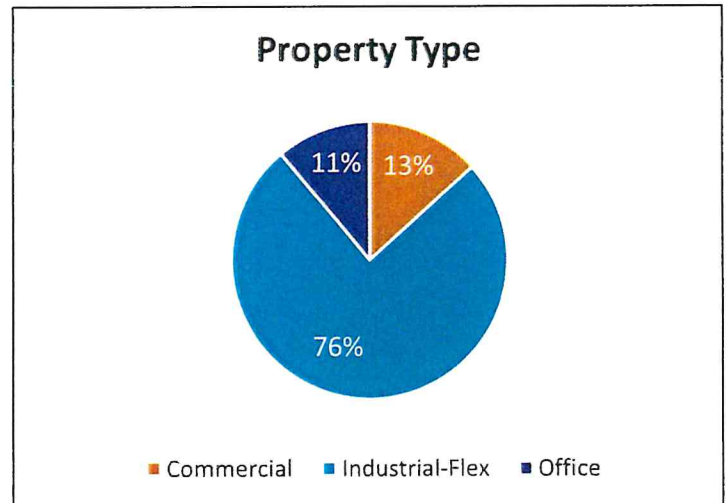
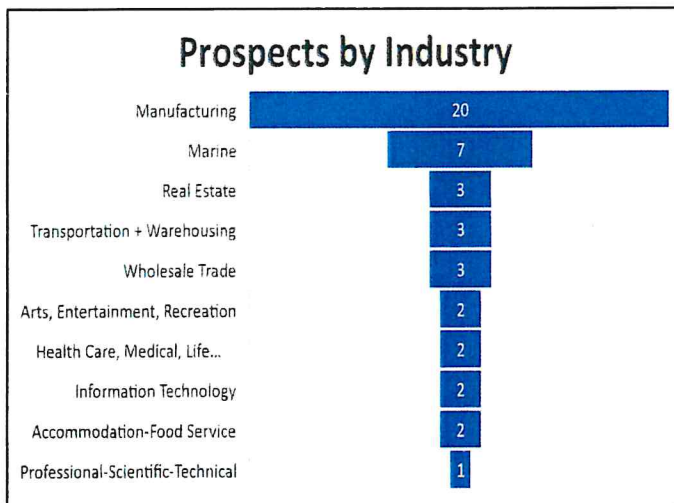
³ Facebook Social Media posts

7/14/2022 4:04 PM

A Stronger Economy is Everyone's Business

3Q FY 2022 Prospect Log Dashboard

As of June 30, 2022



A Stronger Economy is Everyone's Business

As of June 30, 2022

#	Strategy	Timing	Notes	Status
1	Provide on-demand services to leads, prospects and clients.	On-Going	The team is currently working with 45 prospects with potential impacts of 1,859 new-retained jobs, 2.28 million square feet and \$475 million of capital investment.	In Process
2	Produce the 2021 Martin County Business Awards.	1Q	Conducted the sold-out event on Friday, November 5, 2021 and recognized 8 local businesses and leaders. Planning for the 2022 MC Business Awards Luncheon (Friday, December 9, 2022) has begun.	Completed
3	Poll and survey Martin County business owners, managers, entrepreneurs, and executives.	2Q, 4Q	Pulse Survey and Visits continue with the Board, Investors and Partners.	In Process
4	Host one Commercial Real Estate Roundtable and two Industry Roundtables to keep a pulse on needs and trends.	2Q, 3Q, 4Q	A CRE Roundtable was conducted in conjunction with the Martin County REALTORS of the Treasure Coast on Thursday, June 16, 2022.	Not Started
5	Expand the Business Expansion-Retention 1:1 Visitation Strategy.	On-Going with Final Report in 4Q	Annual goal: 75; 67 Pulse Visits conducted to date. MC Pulse Report to be issued by September 30, 2022.	In Process
6	Conduct Thank You for Creating Jobs and Investing Sessions with Key BDB and Partner Leaders.	Quarterly		Not Started
7	Propel MC: Produce 2 Business Accelerator Programs (BAP) and 2 Side Hustle to Main Gig (SHTMG) Cohorts.	2Q, 4Q	Virtual Side Hustle to Main Gig conducted May 3 – June 7, 2022 with 13 in the cohort. Next SHTMG being planned in the Fall of 2022. Additionally, BDB involvement in “Women Who Rock” event in October 2022 with FSBDC and WeVenture will bridge current suspension of BAP program.	In Process
8	Propel MC: Pilot a Micro-loan Program with Partners including possible seed funding from the County’s ARPA funding.	3Q	Following notice by the County that ARPA funding is not possible, the BDB will cease this activity at this time.	On Hold
9	Update and distribute Business Resource Guide, maintain MC Biz Hub, and produce 3 Small Talks.	2Q, 3Q, 4Q	2022 Annual Business Resource Guide in production with release in 4Q FY 2022.	In Process
10	Execute the Hubs of Excellence Marketing and Business Development Strategy and launch a new advertising campaign.	On-Going	FAM Tour with EFI Germany Team conducted in April 2022. “Now’s the Time” Palm Card touting six sales attributes produced in May 2022 and a video is in production. FAM Tours with EFI International and FPL Economic Development Teams being planned for August 2022.	In Process

Key: Green Completed Blue In Process Yellow On Hold Red Behind Initial Schedule White Not Started

#	Strategy	Timing	Notes	Status
11	Evolve business storytelling strategy featuring CEO-Entrepreneur Profiles and increase imagery for "Distinctive. By Design." brand.	Bi-Monthly	2 CEO Profiles produced – P.J. Anson, STS Aviation Group and Jeff Hardin, Straticon.	
12	Attract and/or host one new regional-state-corporate meeting with room nights and develop a new collateral piece to use with business visitors in partnership with the Office of Tourism and Marketing.	2Q	Assisting the Martin County School District in hosting the Florida Career Pathways Network 2022 Symposium, January 14 – 16, 2022 at Hutchinson Shores Resort & Spa, Jensen Beach.	
13	Host two Future of Work + Learning Events with partners and provide semi-annual Talent Indicators to partners and policymakers.	1Q, 2Q, 3Q, 4Q	1Q Talent Indicators completed and released during April 5, 2022 Future of Work + Learning event held in conjunction with the Stuart-MC Chamber of Commerce. BDB Talent Advancement Team continues to meet monthly and the next release date for the MC Talent Indicators: September 2022.	
14	Advance activities from the County's 2021 COVID-19 Economic Study.	1Q	BDB participated in County Innovation District meeting on 4/28/2022, met with Business Flare on 6/28/2022 and partnering with County consultant Bill West to support 1:1 visits in the Innovation Hub.	
15	Advocate for and recruit new in-area training and higher education facilities and resources to grow the Hubs of Excellence, as needed.	On-Going	Attended FAU Health Network meeting at FAU Boca Raton and discussed opportunities to connect Cleveland Clinic Martin Health and IRSC to this new regional initiative.	
16	Develop the BDB's Economic Development Policy and Legislative Action Plan and make recommendations for updates to MC's incentives toolbox and use of the Economic Development Trust Fund.	1Q, 3Q	The BDB's research, best practices and benchmarking is underway on Martin County's Incentives Toolbox and in preparation of strategic discussions with the BDB Board, County, Economic Partners and area land development, planning, CRE and banking-finance professionals. Formal white paper with recommendations will be transmitted early in the 1Q FY 2023.	
17	Continue the Partner's Council (MC Biz Team) designed to work on common initiatives, leverage resources and share market-business intelligence to improve MC's economy and market reputation.	Quarterly	Conducted Partner's Council meeting on 6/3/2022 featuring SBA and the Martin County Office of Emergency Management. Next meeting scheduled for 9/9/2022 at 8:30 am.	
18	Advance the BDB's Leadership Engagement Model resulting in an increase in funding (\$156,590) and the number of economic development champions involved.	On-Going	To date, \$61,000 has been pledged and raised.	

Key: Green: Completed Blue: In Process Yellow: On Hold Red: Behind Initial Schedule White: Not Started

A Stronger Economy is Everyone's Business



FY 2023 Business Plan

A Stronger Economy is Everyone's Business.

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10	Growing Our Own
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15	FY 2023 Budget
Back Cover	BDB Funders, Investors and Founders

"The business community is more than just about business; it is about people. Being a part of an organization that will help existing and new business thrive strengthens the people of our community. To be able to contribute in even the smallest way is why I am involved and serve. I am proud to be a part BDB and in making the economy of Martin County everyone's business."

- Eric Kiehn, C&W Technologies



Introduction

The Business Development Board of Martin County (BDB) is positioned to accelerate its work in championing and strengthening Martin County's economy.

Starting, growing, retaining and welcoming more job creators who will make direct business capital investments in our community is core business.

Supporting and assisting those who already call Martin County home, through Pulse Visits, Pulse Surveys, and an enhanced concierge level of service, will ensure our economic base remains solid as the BDB unwaveringly tells key audiences that Martin County is open for business.

Our new "Now's the Time" campaign is designed to build urgency for business owners, executives, entrepreneurs and their advisors to consider Martin County for new facilities and centers.

Adding an experienced Business Development Executive to the professional team, demonstrates the BDB's commitment to a full-throttle approach to Martin County's "Hubs of Excellence" strategy designed to advance six primary industry sectors proven to be producers of new dollars, higher-paying jobs and business capital investments to grow the non-residential tax base.

And with a renewed preemptive approach, thanks to the support of our funders, investors, economic and community partners, the BDB anticipates more businesses and companies will choose Martin County for their next business location.

"I grew up in Martin County, and there is nothing more important to me than family. I know I am not alone when I say I want my family to be able to grow and thrive in Martin County. The only way this will happen, however, is if we have a strong local economy with local jobs. This is why being a board member of the Business Development Board is so important to me. It allows me the opportunity to help move the needle not only for my community but for the future generations of my community."

- Kate Cotner, FPL

"Strengthening the local economy means helping Martin County families stay together. Strengthening the economy means creating careers and good paying professions locally, giving our kids a chance to stay in the community they grew up in and love. The feeling of everyone pulling together as a community is inspirational and helps businesses and residents advance at rates exponential to the efforts exerted."

- Jeff Leslie, Leslie Ventures

United Economic Leadership*



BDB Partner Council

ARC Martin County
Boys and Girls Club of Martin County
CareerSource Research Coast
Children's Services Council
City of Stuart
Economic Council
Enterprise Florida
FAU
Helping People Succeed
Hobe Sound Chamber of Commerce
House of Hope
Indian River State College
Indiantown Chamber of Commerce
Jensen Beach Chamber of Commerce
Marine Industries Association of the TC
Martin County – Administration
Martin County – Airport
Martin County – Community Development
Martin County – Growth Management
Martin County – Office of Tourism
Martin County REALTORS of the TC
Martin County School District
One Martin
Palm City Chamber of Commerce
Project LIFT
SBA
SCORE
Small Business Development Center @ IRSC
Stuart Main Street
Stuart/Martin County Chamber of Commerce
The Arts Council of Martin County
The Community Foundation of Martin-SLC
The Y
Treasure Coast Builders Association
Treasure Coast Regional Planning Council
Treasure Coast SCORE
Village of Indiantown
Young Professionals of Martin County

The BDB is a 501(c)6 not-for-profit economic development corporation led by a 15-member Board of Directors and staffed by a 4-member professional team with support from various key advisors.

BDB Officers

Jeff Leslie, President
Eric Kiehn, President-Elect
Patrick Gleason, Secretary
Tommy Bueno, Treasurer

BDB Directors

Alessandro (Alex) Anzalone
Marty Carmody
Kate Cotner
Commissioner Troy McDonald
Jamil Mikati
Ron Rose

William 'David' Snyder
Councilman Guyton
Stone
Ed Weinberg
John Yudin, Esq.

BDBMC Counsel

Kenneth A. Norman, Esq.

Martin County BoCC Liaison

Commissioner Harold Jenkins

BDB Professional Team

Joan K. Goodrich, Executive Director
Jaymie Sardo, Economic Development Coordinator
Lynn Smith, Business-Partner Relations
Pierre Taschereau, Business Development Executive

The BDB is also proud to have a Partner Council comprised of local and regional entities and organizations who care for and serve our economy and community 24/7/365. Referred to as Martin County's Biz Team, the BDB thanks each of our partners for what they do, and we consider it a privilege to work alongside and collaborate with them every day.

*As of May 2, 2022



Vision-Mission Priorities Key Metrics

FY 2023 Priorities

1. Inform Owners, Executives, Entrepreneurs and Influencers Martin County is Open for Business (Now's the Time)
2. Foster Leading Industries and Good Jobs (Hubs of Excellence)
3. Launch, Retain and Grow Martin County Businesses – Grow Our Own (Propel, Pulse and Talent)
4. Promote Strategic Commercial Real Estate Assets, Districts and Areas of Opportunity for Job Creators

Vision

MC Recognition as
a Distinct,
Prosperous,
Entrepreneurial
Community

FY 2023 Key Metrics

10

Economic
Development
Announcements

350

Jobs Created
or Retained

150K

Square Feet of Office-
Industrial-Flex Space
Impacted

\$10M

\$ Direct Business
Capital Investment
Generated

100

Referrals Produced

900

Businesses
Assisted

Mission

To Champion and
Strengthen MC's
Economy

Core Business Services



In the past 18 months, the BDB has assisted more than 937 businesses.

Additionally, we are proud to have assisted the following companies who chose to create/retain jobs and make direct business capital investments in our community.

Aqualogix

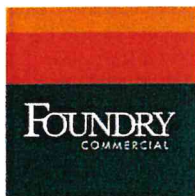
**Division5
LABS.INC.™**



**GRIND HARD
AMMUNITION**

Tribute

KOLTERLAND



AshleyCapital

opportunity into value

Starting, growing, retaining and welcoming more job creators who will make direct business capital investments in our community is core business for the BDB.

We assist business owners, executives, entrepreneurs and their key advisors with the following:

- Site selection
- Market research
- Business intelligence
- Problem-solving
- Key community introductions
- Connections to capital
- Incentive tools and programs at local and state levels
- Industrial revenue bond financing
- Talent recruitment and retention services provided by partners
- Understanding of local and state permitting, licensing, and development services
- Entrepreneurial training
- Industry roundtables
- Public relations and communications
- Groundbreakings and ribbon-cuttings with local Chambers of Commerce and elected officials

18-Months BDB Key Metrics

11 Economic Development Announcements
322 New or Retained Jobs
1.08 million Square Feet Impacted
\$160.3 million Direct Capital Investment



Martin County Open for Business

During the second quarter FY 2022, the BDB created it's "Now's the Time" campaign designed to proactively tout Martin County is open for business. Six key attributes are being highlighted including Martin County's:

1. Strategic location midway between Miami and Orlando
2. Positive business climate supported by local business and elected leadership
3. New business spaces, shovel-ready sites and wide-ranging land opportunities
4. Redundant fiber-optic infrastructure high-speed internet connections in rural settings
5. Innovative community investments in talent development
6. High quality of life featuring a water-based community with distinctive housing, award-winning schools, world-class healthcare and a philanthropic, collaborative community

Through the lens of our "Hubs of Excellence" strategy, messages and digital marketing are targeted in South Florida, along the Treasure Coast, in the Greater Orlando and Space Coast regions and in Tallahassee.

Campaign, Sales and Brand Assets: Landing page, commercials, videos, business imagery, slide decks, virtual tours, collateral pieces, trade show booth, display banners and kiosk stands.

KIOs: # of New Leads, # of Leads Converted to Prospects, Cost per Lead, # of Click-Throughs

NOW'S THE time

..to **expand, invest** and **prosper**
in Martin County | Florida

Strategic Location: Midway between Miami and Orlando.

Access: I-95, Florida Turnpike, passenger and cargo rail, business jet and general aviation, only cross-state waterway

Technology: Redundant fiber-optic infrastructure

Availability: Shovel-ready sites and wide-ranging land opportunities

Readiness: Office, industrial, flex, mixed-use commercial space for lease

High quality of life: Distinctive housing, award-winning schools, world-class healthcare, philanthropic, collaborative community.

Business Climate: Strong support from local and elected leadership

Competitiveness: Ranked fourth for Overall Growth Index in Mid-sized Areas*

*Martin County in Port St. Lucie MSA, Metro Monitor 2021.

DISTINCTIVE. DESIGN.

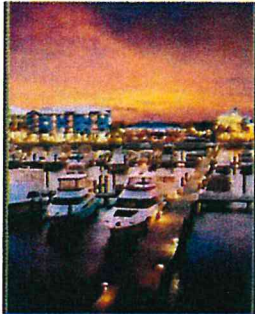
MARTIN COUNTY | FL

Martin County's new business brand leans into unique community desires for low-scale development and economic development that is not "anywhere USA."

Hubs of Excellence



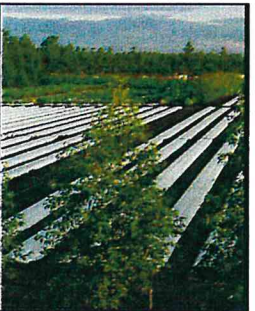
Aviation - Aerospace



Marine



Clean-Green Tech



Agribusiness Equestrian



Medical-Healthcare



IT

Martin County's Hubs of Excellence - industry focus areas – help to build economic vibrancy, prosperity and grow good jobs.

In FY 2023, the BDB will proactively concentrate on the aviation-aerospace and marine hubs to broaden job creation and encourage direct business capital investments within Martin County.

Key FY 2023 Hubs of Excellence activities will feature:

- Mapping industry leaders and support entities
- Showcasing hub companies, programs, schools and databases online
- Developing industry and community profiles
- Coordinating an economic impact study for Martin County's Marine Hub
- Making recommendations for a new Hub Toolbox featuring targeted business assistance and incentives for industry hubs
- Hosting FAM tours to tout Martin County's attributes in person and virtually
- Joining new industry associations – NAIOP, National Marine Manufacturing Association, Association of Uncrewed Vehicle Systems International, American Institute of Aeronautics and Astronautics and National Business Aviation Association
- Attending at least two industry association trade shows in the Southeast U.S. region and with local companies if interested

Aviation Aerospace targets: Drone manufacturer, electric propulsion, 3D printers (additive manufacturers), maintenance-repair-overhaul (MRO) and aerospace defense contractors.

Marine targets: Electric boats and motors, radar systems, yacht manufacturing, yacht repair, metal work and CNC, composite fabricators, marine sports manufacturers.



Growing Our Own



BDB Pulse

*A Listening and Responding
System for Local Business
Retention & Expansion (BRE)*

One-on-one meetings (Pulse Visits) with local companies is at the heart of our efforts to ensure we have a broad, responsive business retention and expansion system in place. During each visit, Board members, investors, partners and staff will 1) take a 'pulse' on how business is going; 2) to problem solve and provide resources as needed and 3) to thank each owner, entrepreneur and executive for choosing Martin County for their business.

Zoom Pulse Visits and/or Online Pulse Surveys can occur too when leaders are unable to meet in person. The BDB then compiles all data and feedback and produces an annual **Martin County Pulse Report** so key leaders and policymakers can better understand the issues of local businesses and companies.



Created in 2021, Side Hustle to Main Gig is for individuals thinking about starting a new business. The six-week training provides entrepreneurs-to-be with proven business methods and unique access to local business advisory experts. Two cohort sessions will be offered in FY 2023.

Talent Advancement Team

A strong talent pool with 21st century skills is now the top location criteria for businesses, companies, and their representatives as they consider locations for new sites and facilities generating highly sought-after jobs and capital investment.

In response to an extraordinary community-led effort to build talent-workforce development capacity at the grassroots-level, the BDB created the **Talent Advancement Team** so partners, employers, educators and other interested leaders could stay connected and help implement collaborative activities which will increase Martin County's talent pool, align its talent pipeline, and improve local labor market conditions.

Meetings: 3rd Mondays at 1:00 p.m.

MC Talent Indicators available at
www.bdbmc.org

Other Propel MC (Entrepreneurship) activities, including the BDB's Business Accelerator Program, will be paused until the BDB's Entrepreneurship Council is created in late 2023.

Strategic Areas of Opportunity



The BDB is focused on attracting and retaining jobs and capital investments in a variety of places where private and/or public investments have been (or are being) made to retain and grow local firms while attracting new companies to MC. More ready-to-go space will be needed to meet the needs of the Hubs of Excellence and for those companies looking to lease vs. land purchase or build-to-suit.

Visit bdbmc.org for a list of current opportunities.

MC East (East of the Florida Turnpike)

- Witham Field: General Aviation Airport
- Martin County's Proposed Innovation District (NEW!)
- IRSC – Cleveland Clinic South Area (76 acres)
- Martin County Community Redevelopment Areas: Jensen Beach (67 acres), Rio (542 acres), Golden Gate (379 acres), Hobe Sound (1,023 acres), Port Salerno (860 acres) and Old Palm City (609 acres)
- City of Stuart Redevelopment Area: 1,168 acres both north and south of the Roosevelt Bridge

MC West (West of the Florida Turnpike)

- Sunrise Grove Commerce Center (formerly known as AgTEC) - 1,700 Acres of Industrial Land in Palm City for bio-tech firms, energy-related companies and R & D
- Seven J's Industrial Park: 1,300 acres
- Newfield's Martin Enterprise Park, Palm City: 300 acres for R& D, light industrial, office users
- South Florida Gateway Distribution Center, Palm City: Master-planned, mixed-use development with frontage on Kanner Highway – 500,000 to 1,500,000 SF available for lease
- Sands Commerce Center, Palm City: Light industrial and distribution users seeking long-term lease (3,200 sf to 230,000 sf.)
- Florida Commerce Park, Indiantown: 100 acres permit-ready, Opportunity Zone, HUB Zone, FTZ
- Florida Venture Park, Indiantown: 24 parcels available ranging in 1 – 7-acre sites
- Indiantown Marine Center, Indiantown: 33 acres, site-ready for large boat builders > than 160'
- Indiantown Airport: 1,000+ acres

Martin County
Commercial Real Estate Stats

Office

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	3.4% ↑ (3.1%)	\$22.87 ↑ (\$21.22)	1.3M ⇌	0
MC West	0.0% ⇌	\$15.16 ↑ (\$15.05)	46K ⇌	0

Industrial

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	1.4 ↓ (1.8%)	\$13.77 ↑ (\$13.31)	5M ↑	81.9k ↑ (67.3k)
MC West	12.3% ⇌ (12.3%)	\$11.02 ↑ (\$10.74)	343K ⇌	0

Retail

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	3.9% ↓ (4.1%)	\$19.92 ↑ (\$19.43)	4.5M ↑ (4.4M)	37.5k ↑ (14.1k)
MC West	2.3% ⇌ (2.3%)	\$20.76 ↑ (\$20.37)	172K ⇌ (172K)	0

(Source: Costar – March 22, 2022)

FY 2023 Action Plan



The BDB's action plan is assessed, monitored and reported monthly and quarterly to its leaders, investors and partners to ensure accountability, focus, level of service and impact. Each item has been assigned, has timing to it and is financially resourced (details in parentheses) unless otherwise noted.

Staffing Key: BDE – Business Development Executive, BPR – Business-Partner Relations Assistant, ED – Executive Director; EDC – Economic Development Coordinator; PRA – Public Relations Advisor

1. Provide on-demand services to economic development leads, prospects, and clients which ultimately result in: 10 economic development announcements | creation-retention of 350 jobs | absorption-creation of 150,000 square feet of commercial-office-industrial-flex space | \$10 million in capital investment. (BDE | ED | Continuous | Existing Resources)
2. Execute the new Hubs of Excellence business development strategy focused on industry profiling, storytelling, FAM tours, VIP events and industry trade shows to cultivate aviation-aerospace and marine leads and prospects for Martin County. (BDE | Continuous | \$33,000 + staffing resources = \$103,700)
3. Evolve our business storytelling strategy featuring CEO-Entrepreneur profiles and testimonials while increasing our gallery of business images and videos that tout Martin County is open for business. (PRA | Outside Resources | Bi-Monthly | \$12,000)
4. Continue to implement the “Now’s the Time” digital and social marketing campaign designed to increase the number of economic development leads and prospects. (ED | PRA | BPR | Outside Resources | Continuous | \$37,000)
5. Host one (1) Commercial Real Estate-Banking-Finance and two (2) Industry Roundtables to keep a pulse on the needs and trends associated with the Hubs of Excellence and issue industry reports. (BDE | 2Q, 3Q, 4Q | Existing Resources)
6. Continue the Pulse Program and visit at least 50 businesses with Board members, investors, and partners to build relationships, identify at-risk businesses and provide business assistance as needed. (EDC | All | Continuous with Yearly Report in 4Q | Existing Resources)
7. Launch the Corporate Council to drive the Pulse Program and support the Hubs of Excellence Industry Development efforts. (EDC | BDE | Continuous | Existing Resources)
8. Poll and survey Martin County business owners, managers, executives and entrepreneurs about business conditions and outlooks. (EDC | Annual | Existing Resources)

FY 2023 Action Plan



9. Produce two (2) Side Hustle to Main Gig cohorts in cooperation with FSBDC @ IRSC, partners and sponsors. (EDC | Quarterly | \$5,000)
10. Update and distribute the annual Business Resource Guide and maintain the MC Biz Hub at www.bdbmc.org. (EDC | 3Q for Guide, Continuous on MC Biz Hub | \$2,500)
11. Through the BDB Talent Advancement Team (meets bi-monthly), host two (2) Future of Work + Learning Talent and Workforce Development Roundtables with partners and provide semi-annual, macro-level talent and workforce data to partners and policymakers. (EDC | Timing Forthcoming | \$5,000)
12. Advocate for and recruit new in-area training and higher education facilities and resources to grow the Hubs of Excellence, as needed. (ED | BDE | On-Going | Existing Resources)
13. Advocate, support and add new initiatives associated with the County's 2021 COVID-19 Economic Study including, but not limited, to the proposed Innovation District. (Board | ED | To be Determined)
14. Develop the BDB's Economic Development Policy and Legislative Action Plan and advocate for its agenda items at the local, regional, state, and federal levels including (but not limited) to the Hubs of Excellence incentives-business assistance toolbox and Economic Development Trust Fund. (Board | ED | BDE | 1Q for Toolbox, 2Q for Legislative Action Plan | Existing Resources)
15. Produce the 2022 Martin County Business Awards to celebrate and tout local businesses. (ED and BPR with support from entire BDB team | 1Q | \$35,000)
16. Continue the Partner's Council (MC Biz Team) designed to work on common initiatives, leverage resources, and share market-business intelligence that improves MC's economy and market reputation. (BPR | Bi-Monthly | \$1,500)
17. Advance the BDB's Leadership Engagement Model resulting in more non-County and private sector leadership and funding (\$185,000) to support the Business Plan and increase the number of economic development champions involved in implementing programs, activities, and initiatives. Host up to 3 United Economic Leadership events. (ED | BPR | All | Continuous | \$2,500)
18. Enhance PR-Communications activities with *Martinomics*, investor profiles, short and long-form interviews, testimonials, press releases, articles, community and civic events to explain the value of economic development and the services of the BDB. (PRA | BPR | Continuous | \$12,000)

Staffing Leadership Engagement



The BDB is fortunate to have an incredibly talented professional team in place to execute on all aspects of the FY 2023 Business Plan. The four (4) existing full-time positions remain in place, although as fundraising occurs and business development results and activities increase, staffing plan upgrades may be needed.

In the short-term, the BDB continues to maintain its current lease at 1002 SE Monterrey Commons Blvd. The BDB has had initial conversations with IRSC to determine if office facilities at the Chastain Campus may be a viable option for lease as it seeks larger on-site meeting facilities.

The current BDB Leadership Engagement Model will continue in FY 2023 with the fundraising goal of \$185,000. Leadership teams expected to be active during FY 2023 and driving the Business Plan forward are:

Executive Committee

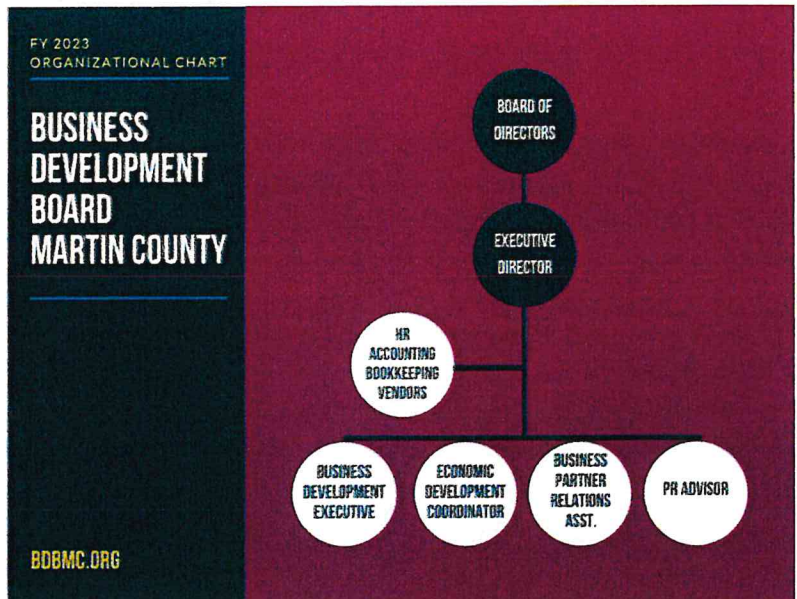
Board of Directors

Partner Council

Talent Advancement Team

Corporate Council (NEW!)

Economic Champions Corps (NEW!)



Funders Investors Founders



The BDB is funded by the Martin County Board of County Commissioners through an unprecedented 10-year contract to deliver economic development services. Local businesses and non-profit organizations are also making important annual contributions and providing funding support to drive economic development initiatives forward.

Leaders who engage with the BDB can gain valuable industry and policy insights, grow executive-level networks, build partnerships and add their voice to key economic issues. We thank each of them for their involvement as together we champion and strengthen Martin County's economy.



First Citizen's Bank Growth Squad Manpower
Hobe Sound Early Learning Center SkyBlue Jet Aviation

*As of July 8, 2022

BDB
Founders





FY 2023 Budget

Revenues	FY 2022 Budget Approved v.03092022	Approved FY 2023 Budget	Notes
County Income	\$ 450,000	\$ 450,000	Martin County BoCC
Other Public- Income	\$ 20,000	\$ 20,000	Stuart, Indiantown
Partner Income	\$ 5,000	\$ 5,000	Associations-NPO
In-Kind Contributions	\$ 24,000	\$ 24,000	Legal Services
Program Fees	\$ 1,250	\$ 1,250	Programs and Service Fees
Sponsorship Income	\$ 25,000	\$ 45,000	
Private Sector Income	\$ 156,590	\$ 185,000	15% increase
Interest Income	\$ 100	\$ 100	
Miscellaneous Income	\$ -	\$ -	
Grants and Aids Income	\$ -	\$ -	
	\$ 681,940	\$ 730,350	
Expenses	FY 2022 Budget Approved v.03092022	Approved FY 2023 Budget	Notes
Salaries and Benefits	\$ 332,013	\$ 397,000	4 Staff Positions – ED, BDE, EDC, BPR Asst.
ED Programs & Services	\$ 30,500	\$ 20,000	Propel, Pulse and Talent
Business Development- Mktg.	\$ 67,700	\$ 53,000	Website, Collateral, FAM Tours, VIP Event, Trade Shows, Digital-Social
Occupancy	\$ 28,500	\$ 28,500	Rent, Cleaning, Electric
Outside Services	\$ 73,800	\$ 76,800	Audit-Bookkeeping-Graphic Design- PR-Payroll-HR
General Office	\$ 10,200	\$ 12,200	Copies, Storage, Supplies
Tech Communications	\$ 12,000	\$ 13,200	Office-Cell Phones, Internet
Tech Equipment	\$ 2,500	\$ 2,500	
Computer: Software	\$ 3,650	\$ 3,800	Domains, Microsoft 365
Printing and Binding	\$ 5,000	\$ 5,000	Annual Report, Other
Postage-Postal Services	\$ 1,400	\$ 1,400	Postage and Mailings
BDBMC Events-Forums	\$ 24,000	\$ 40,000	Biz Awards, Local Events
Memberships	\$ 8,210	\$ 9,960	Industry-Professional Associations, Chambers
Subscriptions	\$ 8,435	\$ 12,065	CoStar, HubSpot, Intuit +
Travel and Entertainment	\$ 6,500	\$ 11,000	EFI, Tallahassee, Industry Conferences
Insurance	\$ 5,090	\$ 5,440	Liability, D&O, WC, Crime
Professional Development	\$ 6,500	\$ 9,500	IEDC, FEDC, Other
In-Kind Services - Legal	\$ 24,000	\$ 24,000	Legal Services
Contingency (1%)	\$ 7,000	\$ 7,000	
Reserve Contribution	\$ 15,000	\$ -	
	\$ 671,998	\$ 730,350	
Net Income (Loss)	\$ 9,942	\$ 0	

A Stronger Economy is Everyone's Business.



1002 SE Monterey Commons Blvd., Ste. 207
Stuart, FL 34996
772.221.1380 | info@bdbmc.org | www.bdbmc.org

NOW'S THE time

..to **expand, invest** and **prosper**
in Martin County | Florida

Strategic Location: Midway between Miami and Orlando.

Access: I-95, Florida Turnpike, passenger and cargo rail, business jet and general aviation, only cross-state waterway

Technology: Redundant fiber-optic infrastructure

Availability: Shovel-ready sites and wide-ranging land opportunities

Readiness: Office, industrial, flex, mixed-use commercial space for lease

High quality of life: Distinctive housing, award-winning schools, world-class healthcare, philanthropic, collaborative community.

Business Climate: Strong support from local and elected leadership

Competitiveness: Ranked fourth for Overall Growth Index in Mid-sized Areas*

**Martin County in Port St. Lucie MSA, Metro Monitor 2021.*

NOW'S THE time

LET THE BDBMC ASSIST YOU WITH:

- Site selection
- Resources
- Tailored market research
- Key introductions
- Connections to capital
- Talent recruitment and retention
- Problem solving and more



772.221.1380

nowsthetime@bdbmc.org | bdbmc.org



MARTIN COUNTY TALENT INDICATORS

Number of
Jobs

72,612

Unemployment
Rate

2.6%

Number of
Job Seekers

1,072

Number of
Open Jobs

3,105

Average
Annual Wage

\$52,000

Labor Market
Participation

56.7%

Median HH
Income

\$72,736

Cost
of Living

106.2

Educational
Attainment
Bachelor's

22.8%

Educational
Attainment
Associate's

9.3%

Commuting
Time

26.9 min.

% Leaving MC
for Work

58.7%

CONTINUE THE TALENT CONVERSATION @ THE BDB TALENT ADVANCEMENT TEAM

Chair: Tammy Matthew, SVP, Treasure Coast Market Executive, Bank of America
Meetings: 3rd Monday of the Month, 1:00 p.m., Locations Vary
Key Contact: Jaymie Sardo, Economic Development Coordinator, 772-221-1380,
Jaymie@bdbmc.org.



Business Development Board of Martin County
1002 SE Monterey Commons Blvd. | Ste. 207 | Stuart, FL 34996
772.221.1380 | www.bdbmc.org
A Stronger Economy is Everyone's Business.

The Future of Work + Learning

Martin County, FL Spring 2022 Edition

THE COMMUNITY CONVERSATION

Tuesday, April 5, 2022



DR. JOHN MILLAY
Superintendent
Martin County School District



DR. ALEX ANZALONE
Campus President
JPSC Chastain



ERIN SMITH
Sr. Client Recruiter
Cleveland Clinic Martin Health



JOHN SNYDER
State Representative and CEO
ESI Works



MATTHEW GRAHAM
HR & Risk Management Director
Martin County BoCC

HOSTED BY:



PRESENTED BY:





NEW MARTIN COUNTY EDUCATION AND

- ARC Martin County
- Boys & Girls Clubs of Martin County
- Economic Council
- Helping People Succeed

Martin County entities and organizations have stepped up and and workforce capacity-building activities. Just one of the many

ARC MARTIN COUNTY

Project Search Youth, Project Search
Adult and ARC Caring Café

Website: <http://www.arcmc.org/>
Contact: Keith Muniz, President/CEO
772-283-2525

Project SEARCH Youth is an internship program providing job training to youth ages 18 to 22 with disabilities transitioning from school to work. Job seekers work with interns providing training and ultimately, job placement. Project SEARCH Adult is a similar internship program with a focus on disability-based placements of employment including Pirate's Cove Resort. Caring Café is an on-site job training site for individual with disabilities. Low-income applicants interested in acquiring skills necessary for employment in the food and hospitality industry, including food preparation, line work and deli services. The Caring Café employment training will also feature the Board's and Brand's Ambassador program.

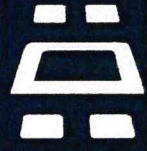


Advocates for the Rights of the Challenged



BOYS & GIRLS CLUBS
OF MARTIN COUNTY

GREAT FUTURES START HERE.



NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

STUART-MARTIN COUNTY CHAMBER OF COMMERCE

Career Connect Martin
Website: <https://www.careerconnectmartin.org/>
Key Contacts: Angela Hoffman, Director of
Operations-Workforce Development and
Gina Masters, Program Coordinator
772-287-1088

Focuses on an "earn while you learn" and "work local" approach while inspiring unemployed or under-employed residents to explore new career paths. By taking a neighborhood approach to industry exploration, Career Connect Martin targets underserved populations and with non-profit partners. The signature program – Trial Employment Opportunities (TEO) – provides paid, on-the-job training positions at no cost with participating local employers. Additionally, Career Connect Martin provides soft-skill training, professional coaching, industry specific upskilling and valuable job experience to local jobseekers who enroll in the free program



YMCA

Childcare Employment

Collaborative with IRSC

Website: <https://www.ymcatreasurecoast.org/>
Key Contact: Charlene Lyons, President/CEO,
772-286-4444

This new program is designed to help residents of Indian town obtain the proper education and training to enter an early childhood education career. The YMCA, in partnership with Indian River State College, is providing training, childcare, transportation, opportunities for practicum hours and employment once certifications are obtained. Currently, there is a large need for childcare workers throughout Martin County as the pandemic severely impacted childcare capacity with several entities closing. When additional childcare capacity is created, it is anticipated that jobseekers will be able to return to the local workforce



YMCA OF THE TREASURE COAST



MARTIN COUNTY BUSINESS
DEVELOPMENT BOARD
MARTIN COUNTY, FLORIDA



NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

- House of Hope
- Indian River State College
- Martin County Board of County Commissioners
- Martin County School District
- Project Lift
- Stuart-MC Chamber
- YMCA

are investing more than \$27 million in new talent development facilities reasons Martin County is good for business and Distinctive. By Design.

MARTIN COUNTY SCHOOL DISTRICT Career & Technical Education

cademies

<https://www.martinschools.org>

Key Contact: Lana Barros, Coordinator of
College & Career Readiness, 772-219-1200
30412

Career and technical education (CTE) program offerings in the Martin County School District feature more than 25 distinct academies to provide high school students with the competencies necessary for effective entry into an occupation. Additionally, students in CTE Academies can gain access to accelerated career and technical programs such as vocational dual enrollment offered to help local students. They can earn elective credits toward graduation and postsecondary credits toward an A.S. degree or technical certificate. The recent addition of Aerospace Technologies to Spectrum Academy is a great example of how the Martin County School District is responding to the ever-changing needs Martin County's economy.

PROJECT LIFT LEAP Program

<https://www.projectlift.org/>

Key Contact: Bob Zaccheo, CEO, 772-221-2244

The Launching Employability for the ALICE Population (LEAP) program is an intensive skilled trades apprenticeship program designed for individuals aged 25 and older who fall into the ALICE (Asset Limited Income Constrained Employed) population and are seeking to make a career change or upskill existing trades knowledge. The LEAP program features a series of 10 robust, five weeklong, hands-on training modules per year in 15 in-demand trades.

ECONOMIC COUNCIL

Aviation-Aerospace Talent Pipeline Initiative

Key Contact: Ted Astolfi, CEO, 772-288-1225

The Economic Council of Martin County has recognized the need to address the future talent development for the aviation and aerospace sectors in Martin County. Its CEO-level members have created a four-part approach to building the talent pool beginning with pre-k through elementary, middle-, high school and beyond. A new Outdoor Aviation Education Center at Witham Field and new Career and Technical Education programs by the Martin County School District in area middle and high schools and a first-of-its-kind REACH Center at Witham Field, developed by the Martin County Board of County Commissioners and its partners, are key components to this new Aviation-Aerospace Talent Initiative. It's also a sterling example of how Martin County solves problems through public-private partnerships.



PROJECT LIFT
STRONG MINDS • SKILLED TRADERS



HELPING PEOPLE SUCCEED

Workforce Initiative

<https://www.hpsfl.org/>

Key Contact: Suzanne Hutcheson,
President/CEO, 772-320-0770

Helping People Succeed's program provides participants who have disabilities, mental health diagnoses or are borderline for acceptance to general funding sources with job readiness workshops with activities such as resume writing, job searching techniques, interview preparation, travel training and access to community resources. Experienced Employment Specialists and Retention Specialists provide participants with ongoing support to increase job placement, retention, identify promotional opportunities and provide employer support as needed.



Helping
People
Succeed



BUSINESS
DEVELOPMENT BOARD
MARTIN COUNTY • FLORIDA



NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS



NEW MARTIN COUNTY EDUCATION AND TALENT DEVELOPMENT INVESTMENT HIGHLIGHTS

USE OF HOPE

eer Development and Job
ining

is://www.hohmartin.org/

Contact: Rob Ranieri, CEO, 772-286-4673

House of Hope's Career Coordinator recruits
places interns in every department, establishes
tracks employable skills training and connects
income Martin County residents to local
loyment opportunities with living wages and
fits. Local employers with full-time jobs are
uraged to connect with the House of Hope
n for potential job seekers.



IRSC INDIANTOWN WORKFORCE

CHARTER HIGH SCHOOL

<https://irsc.edu>

Key Contact: Dr. Alex Anzalone, Campus
President, IRSC Chastain Campus
772-419-5600

A \$10 million gift—the second largest individual gift
in Indian River State College (IRSC) history—has
helped establish a charter high school in
Indiantown. The school, which will be on 25-acres of
County property on Southwest Citrus Boulevard, will
focus on career and workforce education and Dual
Enrollment opportunities. Its unique educational
foundation aims to develop entrepreneurial
mindsets supporting individual and regional
economic stability and enhance pathways for
workforce and post-high school educational
opportunities. The new charter high school will be
the second that IRSC operates in Martin County and
in collaboration with the Martin County School
District. IRSC's Clark Advanced Learning Center, a
public charter high school on the College's Chastain
Campus in Stuart, opened in 2004.



IRSC PROMISES TUITION FREE

INITIATIVE FOR 2022 HIGH SCHOOL

GRADUATES

<https://promise.irsc.edu/>

Application Deadline: May 15, 2022

In response to a pandemic that has disrupted lives
and derailed plans for so many in our community,
Indian River State College recently revealed its most
significant investment ever in eliminating barriers
to higher education. The IRSC Promise Program
features tuition-free Associate degrees for
qualifying 2022 high school graduates from public
and public charter schools in Martin County and
along the entire Treasure Coast. Sponsored by the
IRSC Foundation, the IRSC Promise Program comes
at a critical time. One million fewer students are
enrolled in higher education today than two years
ago. Consumer prices are up 7.5 percent over last
January and rising. For many students and families,
the cost of college can feel out of reach. Couple that
with the fact that seventy-six percent (76%) of IRSC
students stay in the local community after
graduation, this new initiative is anticipated to help
meet the ever-changing talent needs of our local
economy.



MARTIN COUNTY BOARD OF

COUNTY COMMISSIONERS

REACH Center @ Witham Field

Key Contact: George Stokus, Assistant County
Administrator, 772-288-5400

A new talent training facility is being created by the
Martin County Board of County Commissioners at
Witham Field to help residents who lost
employment during the pandemic and others who
are seeking to change careers, acquire new skills or
upskill for better jobs. The 5,000 square foot facility
will be rehabilitated for 21st Century learning with
classes and programs provided by Indian River
State College and CareerSource Research Coast.
Initial training and programming anticipate
focusing on the growing needs of Martin County's
aviation/aerospace, marine and healthcare sectors.



Love What You Do...

**Only
\$30!**

**Six Week Business
Training Course:**

- Small Business Finance
- Business Plan Made Simple
- Access To Capital
- Magnetic Marketing
- Successful Start-Up
- Local Business Experts, Panel Discussions + More

This Business Skill Training Program is designed for those who are ready to take their business ideas or side hustle and turn them into their full-time business.

What to Expect:

- An Expert Advisory Panel Discussion and Networking
- A Raffle with an Opportunity to Win a New Business Laptop
- Opportunity to Have Your Business Registration Fees Paid for by the BDB

...And do what you love by learning and applying proven lessons from local business experts and leaders, transforming your 'Side Hustle' into your 'Main Gig.'

**Don't delay your business dream another day.
Register today!**

Tuesday Evenings: 6 - 8:30 PM

Starts: May 3rd

Ends: June 7th

Location: Virtually via Zoom

Register By May 3rd:

www.bdbmc.org/entrepreneurs/



For more information, contact Jaymie Sardo at 772.221.1380 or email jaymie@bdbmc.org

JOIN US!



**BUSINESS
DEVELOPMENT BOARD**
MARTIN COUNTY | FLORIDA

MARTIN COUNTY COMMERCIAL REAL ESTATE ROUNDTABLE



The secret is out as new and expanding businesses in key industry hubs are considering our area for investment. Attend the roundtable to hear all the latest updates and learn why "Now's the Time" to expand, invest and prosper in Martin County.

Lunch provided 12 - 12:30 pm.
Seating is limited. Reserve your seat
online at www.bdbmc.org/events

Thursday

16

June 2022

12 - 1:45 pm

Martin County REALTORS

of the Treasure Coast

3240-A SE Federal Hwy.

Stuart, FL 34997

Questions? Contact Pierre Taschereau

772.221.1380

Martin County Economic Indicators

Labor Force 1			
	Labor Force May 2022	Labor Force May 2021	% Change
Martin County	76,099	73,486	4%
St. Lucie County	154,589	150,535	3%
Florida (Millions)	10.62	10.26	4%

Commercial Real Estate Vacancy 4			
	Vacancy Rate % June 2022		Under Construction
	East	Inland	
Office	3	0	-
Industrial	1.2	12.3	61,900
Retail	3.7	2.3	37,500

Employment 1			
	Employment May 2022	Employment May 2021	% Change
Martin County	74,461	70,982	5%
St. Lucie County	150,167	143,003	5%
Florida (Millions)	10.36	9.78	6%

Commercial Real Estate Rates 4			
	Avg. Lease Rates \$ SF June 2022		
	East	Inland	
Office	\$24.58	\$15.73	
Industrial	\$14.37	\$11.38	
Retail	\$20.31	\$21.28	

Unemployment Rate 1			
	Unemploy May 2022	Unemploy May 2021	% Change
Martin County	2.2	3.4	-35%
St. Lucie County	2.9	5	-42%
FL (Millions)	2.5	4.7	-47%

Residential Real Estate - Single Family 5			
	May 2022	May 2021	% Change
Closed Sales	216	273	-21%
Active Inventory	341	276	24%
Dollar Volume	206.5	262.6	-21%
Median Sales Price	\$584,498	\$469,900	24%
Months Supply	1.70	1.1	55%

Consumer Spending (Millions) 2			
	Apr 2022	Apr 2021	% Change
Gross Sales	990.8	821.4	21%
Taxable Sales	459.3	431	7%
Total Sales Tax Collected	27.9	26.03	7%

Residential Real Estate - Townhome Condo 5			
	May 2022	May 2021	% Change
Closed Sales	113	141	-20%
Active Inventory	138	130	6%
Dollar Volume (Million)	47.5	44	8%
Median Sales Price	\$289,900	\$227,500	27%
Months Supply	1.3	1.1	18%

Tourism 3			
	Tourism April 2022	Tourism April 2021	% Change
Rooms Sold	36,525	37,147	-2%
Occupancy Rate	76.30%	78%	-2%
Average Daily Rate	174.18	153.58	13%
Bed Tax \$	\$727,573	\$538,372	35%

New Residential Unit Approvals - In Review - Under Construction (FY 2021) 6			
	Number of Approved Units	In Review	Units Under Construction
Martin County	838		
Village of Indiantown	2,488		
City of Stuart	443	396	2,184

Permits and Certificates of Occupancy (FY 2021) 6			
	Residential Permits	Residential COs	Non- Residential Permits
Martin County	510	240	37
Village of Indiantown		7	3

Sources of Data

1. FL Department of Economic Opportunity 2. FL Department of Revenue 3. MC Office of Tourism and Marketing 4. CoStar 5. Florida Realtors 6. County-Municipality (March 2022)

Martin County Commercial Real Estate Stats

Office

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	3.0% ↓ (3.1%)	\$24.58 ↑ (\$22.87)	1.3M ⇔	0
MC West	0.0% ⇔	\$15.73 ↑ (\$15.43)	46K ⇔	0

Industrial

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	1.2 ↓ (1.3%)	\$14.37 ↑ (\$13.77)	5.1M ↑	61.9k ⇔ (61.9k)
MC West	12.3% ⇔ (12.3%)	\$11.38 ↑ (\$11.23)	343K ⇔	0

Retail

	Vacancy Rate	Mkt Rent SF	Inventory SF	Under Construction
MC East	3.7% ↓ (3.9%)	\$20.31 ↑ (\$20.21)	4.5M ⇔ (4.5M)	37.5k ⇔ (37.5k)
MC West	2.3% ⇔ (2.3%)	\$21.28 ↑ (\$21.08)	172K ⇔ (172K)	0

(Source: Costar – July 14, 2022)

Community & Economic Development Department

Bi-Monthly Report

July 20, 2022

Planning and Zoning



Development Activity Summary				
Pre-Application	In Review	Approved	Under Construction	Built
Seminole Crossings 24 single-family units	River Oak ♦ 153 single-family units	Seminole Junction 28 townhomes	Biomedical Industrial Park Two-story, 22,750 square foot office/warehouse	Casa Bella
Osceola Pines 157 single family homes	Parkview Apartments ♦ 18 multi-family and 18 live/work units (two floors)	Terra Lago Master Plan 2,488 residential units; 100,000 square foot commercial space	Green Carbon Solutions 11, 670 square foot manufacturing facility	Tractor Supply
Three Little Indians 71 townhomes	RCC Construction ♦ A 25,000 square foot manufacturing facility	Terra Lago - 1A 224 single-family units		
	Grindhard * 25,000 square foot manufacturing facility			

* Upcoming DRC

♦ Re-Submittal Pending

♦ Development Order Pending

Highlights

- Certificates of Use were issued to the Law Firm of Reich & Mancini at 14984 SW Monroe Avenue and to Sweet Magnolia Creations at 14969 SW Carter Lane.
- The Village has been awarded an Environmental Protection Agency (EPA) Grant through the Treasure Coast Regional Planning Council. The total award is \$500,000.00. The Grants Administrator from the RPC will be making a presentation to the Village Council soon.
- The next meeting of the Planning, Zoning and Appeals Board is scheduled for Thursday, September 8, 2022, at 6:00 p.m. in the Village Council Chambers.

Economic Development



WEBINAR SESSION:

DESTINATION CREATION IN ANY SIZE COMMUNITY: ONE BUSINESS AT A TIME

In this webinar, Destination Business Expert Jon Schallert will show why communities large and small are refocusing their efforts to create, attract, and support Destination Businesses in their marketplaces. After the workshop, Jon will take questions from the attendees.

Attendees will learn:

- The seven (7) different types of businesses that can become Destinations for Consumers, capable of pulling both locals and out-of-town consumers to spend their dollars in your community
- The four (4) primary reasons communities prefer to have Destination Businesses in their local trade area.
- The one (1) customer-attraction tool that could be utilized by every business in your city or town but usually isn't, and why it costs your community thousands of dollars in tax revenue every year.



SPEAKER: Jon Schallert

Jon Schallert is the only consultant and professional speaker who teaches businesses and communities how to turn themselves into Consumer Destinations. Schallert speaks to thousands annually on his proprietary 14-step "Destination Business" process, which he developed over the course of twenty-four (24) years by studying and interviewing over 10,000 independent business owners in over 500 cities and towns.

Highlights

- The Small Business Tool Kit is now available on the Village website in the "Start a Business" tab. The Tool Kit is a guide for entrepreneurs interested in starting a business.
- Staff continues to advance partnerships with the Business Development Board of Martin County and Indiantown Chamber of Commerce, as outlined in the Village's "Strategic Five-Year Plan."
- Staff will be attending a webinar entitled: *Destination Creation in Any Size Community: One Business at a Time*. The Destination Business Expert Jon Schallert will show why communities large and small are refocusing their efforts to create, attract and support Destination Businesses in their marketplaces.

Code Compliance

SPECIAL MAGISTRATE HEARING DOCKET – July 19, 2022

TAB	CASE #	OWNER'S NAME	PROPERTY ADDRESS OR PIN	CODE INSPECTOR	VIOLATION(S)
1	22-066	ANDRES GABRIEL PASCUAL HERNANDEZ IRALDA MEJIA	14688 SW 170TH AVENUE	R. Perez	Sec. 67.201. Nuisances Sec. 67.201.B. Trash
COMPLIED					
2	22-067	RECYCLING SERVICES OF INDIANTOWN LLC	15803 SW FARM ROAD	R. Perez	Sec. 67.201. Nuisances Sec. 67.201.B. Trash
CONTINUANCE					
3	22-068	CSX TRANSPORTATION INC	15799 SW FARM ROAD	R. Perez	Sec. 67.201. Nuisances Sec. 67.201.B. Trash
CONTINUANCE					
4	22-069	MARIA SANTIZO	14843 SW 169TH AVENUE	R. Perez	Sec. 67.201. Nuisances Sec. 67.201.A. Weeds, undergrowth Sec. 67.201.B. Trash
COMPLIED					
5	22-070	JESUS R RODRIGUEZ ZORAYA GLASSER	21743 SW CITRUS BLVD	R. Perez	Sec. 67.201. Nuisances Sec. 67.201.A. Weeds, undergrowth Sec. 67.201.B. Trash
COMPLIED					
6	22-071	JESUS R RODRIGUEZ ZORAYA GLASSER	PIN 04-40-39-000-000120-1	R. Perez	Sec. 67.201. Nuisances Sec. 67.201.A. Weeds, undergrowth Sec. 67.201.B. Trash
COMPLIED					
7	22-072	INDIAN PLAZA LLC	PIN 06-40-39-000-00012-0	R. Perez	Sec. 67.201. Nuisances Sec. 67.201.A. Weeds, undergrowth Sec. 67.201.B. Trash
CONTINUANCE					
8	22-073	MIGUEL-FRANC ANGELINA	14824 SW 169TH AVENUE	R. Perez	12-17. Permits 21.75.4. Unlawful structure 21.75.1. Unsafe structures
CONTINUANCE					

Prepared by – Robert Perez
CED Department
July 19th, 2022

Building Permits & Inspections



Highlights

- Porto Properties, LLC was issued a Building Permit to construct a new fire pump house in the Venture Park planned unit development.
- Green Carbon Solutions continues its construction of the manufacturing facility on Fox Brown Road.

Typical Pre-Packaged Fire Pump House



Photo Credit: sppumps.com

Activities

July 2022		2021	2020	2019
Permit Applications Received	11	35	26	13
Permits Reviewed	11	35	26	13
Permits Issued	2	22	19	12
Inspections Completed	28	35	65	24

Types of Permit Applications Submitted			
Building	-	Roof	4
Electrical	2	Tent	-
Mechanical	1	Right-of-Way	2
Plumbing	1	Other	1

Prepared by: Luis Perez
CED Department
July 19, 2022

