

2020

ANNUAL REPORT

Economic Development Council of St. Lucie County

Celebrating 20 Years of Excellence in Economic Development

EDC STAFF STAND READY, WILLING AND ABLE



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President



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& Expansion



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This report was produced by the Economic Development Council of St. Lucie County, Inc. in association with Indian River Magazine Inc.

The Economic Development Council of St. Lucie County is a private 501(c)6 not-for-profit organization founded in 2000, dedicated to enriching the economic vitality of our community through the retention, expansion and relocation of businesses to St. Lucie County. We are proud to be serving our community for 20 years! The EDC is uniquely positioned to help your expanding or relocating business take full advantage of resources available.

LETTER FROM THE CHAIRMAN

Dear EDC Investors,

As the Chair of the EDC Board of Directors, let me acknowledge the challenges many of you faced in 2020 in your personal and professional lives.

The COVID-19 pandemic reshaped our world in 2020. Encouraging signs abound for a turnaround in 2021, as we build on the accomplishments achieved before the coronavirus and benefit from the deft shifts made by EDC staff to seed the ground for economic recovery. I am extremely proud to work with this talented team so committed to the well-being of our community.

Your board and executive committee are honored to serve EDC investors and the community at this time of transition. Joining me on the executive committee are officers Christopher Fogal of Carr, Riggs & Ingram, serving as Chair-Elect/Treasurer, and Richard Houghten of the FIU Center for Translational Science serving as Secretary. Also serving on the executive committee are Kate Cotner of FPL, Lauren Dudley of Lawnwood Regional Medical Center, Tim Moore of Indian River State College, Azlina Siegel of GL Homes, John Tompeck of Fort Pierce Utilities Authority, and EDC President Pete Tesch.

I want to thank Ed Massey, Past Chair, who retired after a 47-year career at Indian River State College, and Kelly Enriquez formerly of Lawnwood Regional Medical Center, both of whom served on the executive committee in 2020.

The EDC took a leadership role during the pandemic, adding tremendous benefit for St. Lucie County through attraction and expansion activities, projecting more than 581 jobs, \$52 million in capital expense and 4.7 million square feet of construction. Confronted with COVID-19, your EDC has been a critical resource for the business community. The recovery of 2021 will be hastened as the EDC works with you, the investors in St. Lucie County's future, to promote ripe business opportunities, amazing natural resources, and our safe, friendly community.

While the EDC's focus will continue to be attracting and retaining business and job creation, we have enhanced efforts to engage our investors. This report will describe some of those efforts, including workforce readiness and Strategic Doing™. What's that, you ask? Read on.

I hope this finds you healthy, and look forward to seeing you soon.

Best wishes,



Rob Lord, EDC CHAIRMAN
President Cleveland Clinic Martin Health



2020 ECONOMIC DEVELOPMENT COUNCIL OF ST. LUCIE COUNTY EXECUTIVE COMMITTEE



Kelly Enriquez*,
Lawnwood Regional
Medical Center



Chris Fogal, CPA, PA,
Carr, Riggs & Ingram, LLC;
Chair-Elect



Richard Houghten, PhD,
FIU Center for
Translational Science –
Secretary



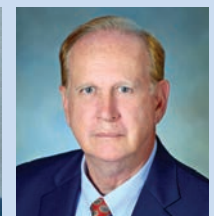
Ed Massey, PhD,
Indian River
State College*



Azlina Siegel,
GL Homes



Pete Tesch,
EDC



John Tompeck,
Fort Pierce
Utilities Authority

*Served through August 2020.

LETTER FROM THE PRESIDENT

Dear EDC Investors,

As we celebrate the EDC's 20th anniversary and journey into the next decade of economic development, there is much to be grateful for and much work to be done in the year ahead.

From my view, St. Lucie's economy in 2020 reminds me of Charles Dickens' Tale of Two Cities which would be aptly retitled as the Tale of Two Economies. "It was the best of times and it was the worst of times..." certainly characterizes much of last year.

Tragically, we've seen hundreds of small businesses experience intense economic injury in the tourism, hospitality and retail industry sectors due to the COVID-19 pandemic with significant business closures and job loss. Yet, ironically, the community has also seen historic growth in the real estate, housing construction, industrial and commercial development, manufacturing, distribution and healthcare sectors. Employers are now seeing significant labor shortages and imbalances in several sectors despite a 6.4 percent unemployment rate. The war for talent has flared up once again.

As you know, over the last several years, the EDC and our economic development partners have helped grow the economy and create sustainable high wage jobs for St. Lucie residents. As we further diversify and help rebuild from the decimating effects of the pandemic, the organization will take a leadership role in drafting an economic blueprint to accomplish this important task at hand. So, our collective new year's resolution is highlighted by taking the action steps in the "Strategic Doing™" initiatives.

Across the United States, great communities with robust and diverse economies didn't get there by chance. They all have similar characteristics: leadership, vision and execution. With all of us working together in St. Lucie, this is our collective resolution and quite possibly, 2021 could be our finest moment.

My best regards,

Pete Tesch, President

Economic Development Council of St. Lucie County, Inc.



STRATEGIC DOING™ ACTION PLAN INITIATIVE

The EDC engaged Graylan Ventures to work with leadership and stakeholders to develop a strategic action plan for future economic development in St. Lucie County that addresses four priority areas:

- Talent Development
- Great Places, Great Properties
- Entrepreneurship & Innovation Growth
- EDC Resource Development

The EDC organized a successful Strategic Doing™ Talent Development Workshop which engaged over 85 community leaders who created measurable objectives resulting in specific projects to grow the talent pipeline. As detailed work was just beginning on these projects the pandemic forced all normal business activities to a halt the EDC quickly pivoted to business assistance and recovery.

THE SHIFT

Staff began daily communications to our partners and the business community with information from the Centers for Disease Control and Prevention, federal, state and local governments, business loan programs,



non-profit assistance and food insecurity resources. EDC established a business assistance portal with pertinent COVID-19-related updates and resources, opened the Virtual Business Recovery Center with information and webinars for navigating the Coronavirus pandemic and coordinated a community outreach of 500 Calls in 5 Days to assess the needs of the business community. In addition to assisting businesses impacted by COVID-19, EDC continued its business attraction efforts, expansion projects and programs to enable St. Lucie County's growth.



ENTREPRENEURSHIP, INNOVATION AND SMALL BUSINESS CAPITAL ACCESS



Bill West
VBRC Executive
Director

Following the launch of the Virtual Business Recovery Center (VBRC) at the onslaught of the pandemic, EDC assisted with the development and promotion of St. Lucie County's Small Business Assistance Grants Program, which was funded by the CARES Act. We learned firsthand of gut-wrenching and heartbreaking stories of hundreds of small business owners who through no fault of their own, lost their businesses, employees and livelihoods all in a matter of weeks. With that in mind, EDC partnered with the Florida SBDC at Indian River State College, weVENTURES, IRSC, and others to help these folks reconfigure their business models, create a regional Revolving Loan Fund, enhance capital access, improve our efforts to supply technical assistance and foster entrepreneurship in the area.



Business assistance grant review team

The EDC, with help from CareerSource Research Coast, will survey and interview over 120 employers in the high-growth industries of health care, manufacturing and the skilled trades. The objective of this initiative is to get real-time business intelligence and input on how we can train, re-train and upskill dislocated workers to meet the human resource needs in these industry sectors.

2021 TREASURE COAST SKILLS GAP AND TALENT SURVEY

GREAT PLACES AND GREAT PROPERTIES

St. Lucie County is currently experiencing phenomenal interest by nationally prominent industrial developers seeking to build first class commerce parks and commercial facilities. This is evidenced by the Sansone Group most recently landing the Federal Express regional sorting facility in Southern Grove/Tradition. With our local governments' pro-business posture, ample properties and competitive economic environment, it is no wonder that many businesses and investors are looking at the growing and thriving communities of St. Lucie County, Port St. Lucie and Fort Pierce. The key deliverable here is to make sure we have ready-to-go sites and buildings, making it cost-effective and straight-forward to go through the permitting and regulatory processes and have it all balanced with a visually appealing, environmentally sensitive and sustainable approach.

BUSINESS RETENTION, EXPANSION AND ATTRACTION

CALENDAR YEAR 2017

| Company | Industry | Location | Project Scope | Projected New Jobs | Baseline Employment | 2020 Total Employment | Facility Square Footage |
|-----------------------------|---------------|------------------|---------------|--------------------|---------------------|-----------------------|-------------------------|
| A&G Concrete Pools | Manufacturing | Port St. Lucie | EXPANSION | 10 | 60 | N/R | 19,000 |
| ABC Home Medical Supply (I) | Headquarters | St. Lucie County | NEW | 35 | 0 | 150 | 10,000 |
| Builders FirstSource | Manufacturing | St. Lucie County | NEW | 40 | 0 | 60 | 45,000 |
| City Electric Supply/TAMCO | Manufacturing | Port St. Lucie | EXPANSION | 50 | 210 | 161 | 411,000 |
| Expert Shutter Services | Manufacturing | Port St. Lucie | EXPANSION | 10 | 31 | 82 | 24,800 |
| Maverick Boat Group | Marine | St. Lucie County | EXPANSION | 100 | 273 | 451 | 106,000 |
| Precast Specialties (I) | Manufacturing | Fort Pierce | NEW | 100 | 0 | N/R | |
| Pursuit Boats | Marine | St. Lucie County | EXPANSION | 30 | 324 | 558 | 17,000 |
| Radical Cosmetics | Manufacturing | Fort Pierce | NEW | 50 | 0 | 58 | 55,000 |
| Rocla Concrete Tie/Vossloh | Manufacturing | Fort Pierce | NEW | 42 | 0 | N/R | 22,000 |
| | | | | 467 | 898 | 1,520 | 709,800 |

CALENDAR YEAR 2018

| Company | Industry | Location | Project Scope | Projected New Jobs | Baseline Employment | 2020 Total Employment | Facility Square Footage |
|---------------------------------------|-----------------------|------------------|---------------|--------------------|---------------------|-----------------------|-------------------------|
| ABC Home Medical Supply (II) | Headquarters | St. Lucie County | EXPANSION | 100 | 77 | 150 | 7,500 |
| American Concrete Industries | Manufacturing | St. Lucie County | EXPANSION | 15 | 24 | 32 | 15,000 |
| Concrete Impressions | Manufacturing | Fort Pierce | NEW | 15 | 0 | 8 | 18 acres |
| Convey Health Solutions | Professional Services | Port St. Lucie | EXPANSION | 150 | 200 | 773 | 65,000 |
| Hypower | Professional Services | Fort Pierce | NEW | 50 | 0 | 40 | 2,000 |
| Lawnwood Regional Medical Center | Life Sciences | Fort Pierce | EXPANSION | 30 | 1,559 | 1,500 | 12,000 |
| Martin Health System | Life Sciences | Port St. Lucie | EXPANSION | 150 | 1,241 | project not started | 45,000 |
| Natalie's Orchid Island Juice Company | Manufacturing | St. Lucie County | EXPANSION | 50 | 150 | 173 | 100,000 |
| OCULUS Surgical | Manufacturing | Port St. Lucie | EXPANSION | 50 | 27 | 42 | 55,000 |
| Precast Specialties (II) | Manufacturing | Fort Pierce | EXPANSION | 25 | 0 | N/R | 12,000 |
| PlusOneAir | Aviation | St. Lucie County | NEW | 20 | 0 | 18 | 14,600 |
| The Porch Factory | Manufacturing | St. Lucie County | EXPANSION | 4 | 24 | 32 | 7,500 |
| | | | | 659 | 3,302 | 2,768 | 335,600 |

BUSINESS RETENTION, EXPANSION AND ATTRACTION

CALENDAR YEAR 2019

| Company | Industry | Location | Project Scope | Projected New Jobs | Baseline Employment | 2020 Total Employment | Facility Square Footage |
|---|-----------------------|-----------------|---------------|--------------------|---------------------|-----------------------|-------------------------|
| A-1 Roof Trusses | Manufacturing | St Lucie County | EXPANSION | 28 | 257 | 293 | 60,000 |
| ACCEL | Manufacturing | Port St. Lucie | NEW | 125 | 0 | 0 | 150,000 |
| Aerex Industries | Manufacturing | St Lucie County | EXPANSION | 10 | 25 | N/R | 10,000 |
| Amazon | Distribution | St Lucie County | NEW | 500 | 0 | 130** | 60,000 |
| AQUACO | Aquaculture | St Lucie County | NEW | 5 | 0 | 7 | 20,000 |
| Cleveland Clinic Florida Research & Innovation Center | Life Sciences | Port St. Lucie | NEW | 50 | 0 | 20 | 60,000 |
| Convey Health Solutions | Professional Services | Port St. Lucie | EXPANSION | 150 | 0 | 773 | 55,000 |
| Dirty Deeds Cleaning Service | Small Business | St Lucie County | EXPANSION | 31 | 44 | 30 | 6,000 |
| Drexel Metals | Manufacturing | Port St. Lucie | NEW | 25 | 0 | 13 | 0 |
| PlusOneAir | Aviation | St Lucie County | NEW | 25 | 0 | 18 | 25,000 |
| Pursuit Boats | Marine | St Lucie County | EXPANSION | 200 | 404 | 558 | 236,000 |
| Ross Mixers | Manufacturing | Port St. Lucie | EXPANSION | 16 | 40 | 35 | 55,000 |
| | | | | 1,165 | 770 | 1,877 | 737,000 |

CALENDAR YEAR 2020

| Company | Industry | Location | Project Scope | Projected New Jobs | Baseline Employment | 2020 Total Employment | Facility Square Footage |
|--|------------------------|---------------------|---------------|--------------------|---------------------|-----------------------|-------------------------|
| California Closets | Warehouse/Distribution | Fort Pierce | EXPANSION | 10 | 28 | 28 | 10,000 |
| Citrus Extracts | Manufacturing | City of Fort Pierce | EXPANSION | 40 | 35 | 35 | 75 ft Tower |
| FedEx | Warehouse/Distribution | Port St. Lucie | NEW | 490 | 0 | 0 | 245,000 |
| Indian River Spirits | Manufacturing | Fort Pierce | NEW | 5 | 0 | 0 | 20,000 |
| Interstate Crossroads Business Center by The Silverman Group | Industrial Development | City of Fort Pierce | NEW | 755* | 0 | 0 | 1,133,000 |
| Legacy Park at Tradition by Sansone Group | Industrial Development | Port St. Lucie | NEW | 1,970* | 0 | 0 | 3,200,000 |
| Total Truck Parts | Warehouse/Distribution | Port St. Lucie | EXPANSION | 10 | 16 | 16 | 51,780 |
| Wolfube | Warehouse/Distribution | Fort Pierce | NEW | 15 | 0 | 0 | 30,000 |
| | | | | 3,295 | 79 | 79 | 4,689,780 |

* Projected new jobs are derived from the US Energy Information Administration Energy Consumption Survey = Median square feet per worker at 1,500

CALIFORNIA CLOSETS®

CALIFORNIA CLOSETS is a manufacturer of custom closets and storage solutions for the residential marketplace. The company offers 100 showrooms across the US, Mexico, Dominican Republic, Puerto Rico and Canada, in addition to virtual design consultation services. California Closets expanded its operations from 2,000 square feet to 10,000 square feet of new warehouse and distribution space to meet regional growth needs. The company employs 38 people in the region, with 28 employees in St. Lucie County and the expansion projected to create an additional 10 new jobs.



CITRUS EXTRACTS is a premier dehydrator and manufacturer of organic and non-organic citrus peel for the food industry serving the Tea, Spice, Beverage, and Nutraceutical markets. Located in the City of Fort Pierce since 2011, the company has product lines that include flakes, granules, tea cuts and powders processed from grapefruit, lemon, orange, tangelo and tangerine citrus peel material. Citrus Extracts facility expansion is slated to add a new product offering known as CitraFiber with the addition of a new evaporation tower and associated equipment, enabling the company to process the raw material and make finished product. Citrus Extracts currently employs 35, and the expansion projects an additional 40 new jobs and capital investment in excess of \$2 million.



FEDEX is a Fortune 500 company providing customers and businesses worldwide with a broad portfolio of transportation, e-commerce, and business services. The company is establishing a new ground service regional sortation facility in Port St. Lucie which accelerates package processing per hour and quicker delivery to regional businesses and residential customers. The facility is slated for 245,000 square feet on 22 acres along I-95 in Legacy Park at Tradition and is being developed by the Sansone Group. This new FedEx Ground facility includes a capital investment of more than \$44 million and the creation of 40 full-time and 450 part-time jobs.

Indian River Spirits

INDIAN RIVER SPIRITS is a new to St. Lucie County manufacturer of Limoncello, a lemon flavor liqueur mainly produced in Southern Italy. The company is owned by local entrepreneurs who are taking their zest for the product to market here in the United States. Indian River Spirits is constructing two 10,000-square-foot facilities to serve as the company's manufacturing, packaging and distribution location. In 2020, Indian River Spirits planted more than 1,000 lemon trees on the property to begin lemon production.



INTERSTATE CROSSROADS BUSINESS CENTER by The Silverman Group is a new industrial development slated for the City of Fort Pierce. The Silverman Group is a privately owned and operated private equity and real estate development firm with a portfolio of more than 19 million square feet of industrial, flex, office, retail and aviation properties. The business center project is comprised of 1,133,000 square feet of industrial space on 132 acres located between I-95 and Florida's Turnpike. The development is focused on build-to-suit opportunities for large distribution and warehouse users from 350,000 square feet to more than 1 million square feet. Interstate Crossroads Business Center has a capital investment of more than \$60 million for construction of the project and is anticipated to create more than 750 jobs* when occupied by end users.



LEGACY PARK AT TRADITION by Sansone Group is a new industrial development slated for the City of Port St. Lucie in the Tradition Center for Commerce. The Sansone Group, a 62 year-old commercial real estate firm, specializes in property and facility management, brokerage, development and redevelopment of retail, industrial, office and multi-family properties, managing more than 150 properties and 10 million square feet. Legacy Park at Tradition is comprised of more than 3,200,000 square feet of industrial space on 300 acres located along I-95 and Becker Road, and will include new roadways and infrastructure including water, wastewater, electric, gas and fiber constructed by the Sansone Group. The development is focused on build-to-suit opportunities for large distribution, warehouse, and manufacturing users with minimum space of 245,000 up to more than 1 million square feet. Legacy Park at Tradition has a capital investment of more than \$250 million for construction of the project and is anticipated to create more than 1,900 jobs* when occupied by end users.



TOTAL TRUCK PARTS is a heavy-duty truck parts distributor specializing in aftermarket parts for owner operators, repair facilities and fleet customers. The company has been located in St. Lucie County for more than 30 years and is served by six Florida locations and more than 100 employees. Total Truck Parts is establishing a new warehouse, distribution and service facility comprised of approximately 50,000 square feet of space on 6 acres at Midway Business Park in Port St. Lucie. The company currently employs 16 people in their Fort Pierce location, with all employees residing in St. Lucie County. Total Truck Parts expansion includes a capital investment of more than \$3 million and is projected to create an additional 10 new jobs.



WOLFLUBE is a distributor of lubrication equipment with a product portfolio which includes hoses, reels and control systems. The parent company, Lupus Group, was founded more than 50 years ago and is headquartered in Italy where their manufacturing facility is located. In 2013, the company established Wolflube and began their south Florida distribution location which now serves more than 75% of the South American market in their product space. Wolflube is constructing two 15,000 square foot facilities for their distribution and manufacturing operations in Midway Industrial Park Phase III located in Fort Pierce. The company will add an additional 15,000 square foot facility for future multi-use tenants in a separate construction phase for a total of more than 45,000 square feet of heavy industrial facility space. The project is projected to create 15 new jobs.

**Projected new jobs are derived from the U.S. Energy Information Administration Energy Consumption Survey median square feet per worker at 1,500 sq. ft.*



2020 AWARDS



Jamie & Michael Heissenberg

SFMA Manufacturer of the Year Award Winner



SFMA Manufacturer of the Year Finalists

Manufacturing continues to thrive.

The Treasure Coast Manufacturers Association, staffed by the EDC, is focused on improving the talent pipeline for area manufacturers, offering career options for non-college-bound students; as well as a variety of business services, technical training, local and state government advocacy through its longstanding relationship with South Florida Manufacturers Association and FloridaMakes.

The South Florida Manufacturers Association's **Manufacturer of the Year Award** celebrates and honors operational excellence for manufacturing companies located in Miami-Dade, Broward, Palm Beach, Indian River, Okeechobee, Martin, or St. Lucie Counties.



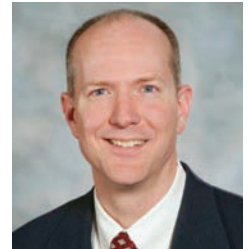
DEVELOPMENT REVIEW

The St. Lucie County Development Review Taskforce was formed 10 years ago by the EDC and the St. Lucie County Chamber of Commerce which responded to a request by the county's administrator and planning director to review its permitting and development processes for business. It was reinvigorated in 2016 when the City of Port St. Lucie was reworking its permitting processes.

Two key members of the taskforce are Terissa Aronson, president of the St. Lucie County Chamber of Commerce, and W. Lee Dobbins, a land use attorney with Dean, Mead, Minton & Zwemer. They responded to some questions about the taskforce.



Terissa Aronson
St. Lucie County
Chamber of Commerce



W. Lee Dobbins
Dean, Mead, Minton
& Zwemer

Q: What is the St. Lucie County Development Review Taskforce?

Dobbins: It is a group of people who work with our local governments (St. Lucie County, Port St. Lucie and Fort Pierce) to make the development review process go a little more smoothly. We try to find ways to streamline the processes of getting approvals from planning, building, utilities and other departments.

Q: What is the composition of the taskforce?

Dobbins: The St. Lucie County Chamber of Commerce and the Economic Development Council of St. Lucie County are probably the two most active members. It also has representatives from the Treasure Coast Builders Association, the Treasure Coast Manufacturers Association, and the Realtors Association (Broward, Palm Beaches & St. Lucie Realtors Association®). Suggestions come from the professionals on our taskforce as well as the cities' and the county's staff.

Q: How can you make sure we maintain sensible regulations?

Aronson: This is not one-sided. This is not just applicants trying to get ease of restrictions. It is really a process that can benefit both the staff and the applicant.

Dobbins: A lot of what we do is finding ways to make the process go smoothly without diluting the review. Everybody wants to see the standards maintained because that benefits all of us.

Q: Are the elected officials involved?

Aronson: Yes, but the most important people are the department heads who direct staff. The department heads really dig deep to figure out ways to work with us to make everybody's lives a little easier.

Q: What are some recent accomplishments of the taskforce's efforts to work with the local governments?

Dobbins: We worked with St. Lucie County to increase the number and types of site plans that can be approved at the staff level without having to go to the Board of County Commissioners. That can save a lot. And we worked together for a 15% cut in all permit fees including all planning, building and environmental permits, for a year starting last October 1. That was approved by the Board of County Commissioners.

Q: So you've got it all figured out now? Time to fold the taskforce?

Aronson: Not quite. It is ever-evolving. No application is the same. There are always new issues, new concerns, and new opportunities arise all the time.

"Our successful track record is due to our local government's strong leadership, vision, collaboration and most important, investment in economic development."

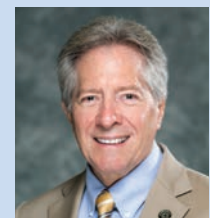
— Chris Fogal, Carr Riggs & Ingram and EDC Chair-Elect



Nick Mimms, P.E.
Fort Pierce City Manager



Howard Tipton
St. Lucie County
Administrator



Russ Blackburn
Port St. Lucie
City Manager





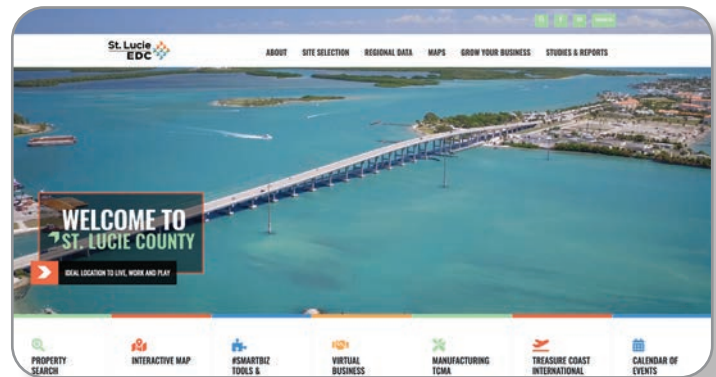
The EDC's business attraction efforts began with site consultant events connecting with the Site Selectors Guild and Enterprise Florida. To continue telling our community story to grow and expand job creation and investment in St. Lucie County, the EDC staff pivoted to a virtual model in mid-2020 through community tour offerings and development presentations to showcase the community attributes and industrial properties. The EDC participated in an array of virtual events with leading industrial, commercial and development organizations.



Through a marketing grant with Enterprise Florida, the EDC developed new strategic marketing and communication materials. This collateral included a video and interactive map of industrial properties, enhanced property search software, detailed asset mapping of workforce and training resources for manufacturing and healthcare, and a community asset micro-video.

EDC WEBSITE UPDATED FOR EASY ACCESS

Timing of the needs of a virtual world coincided with EDC's newly updated website featuring a fresh look that incorporated a video header highlighting St. Lucie County, business testimonial and industrial development videos, convenient navigation tabs to access data, demographics, community assets, events, and links to EDC investors and partners. Whether visitors to our site are from St. Lucie or researching the community for future expansion or relocation, visit <https://youredc.com>.



OTHER EDC INITIATIVES



Sarah Smith, Peter Jones and Thondra Lanese

St. Lucie participated at the Treasure Coast Business Summit with information on the **Small Business Assistance Grant Program**, for St. Lucie businesses impacted by COVID-19; and **#SMARTBIZ St. Lucie County**, designed to provide new, relocating or growing businesses with assistance and resources.



Derecktor Ft. Pierce Breaks Ground, Officially Begins Construction

Plans to convert the century-old Port of Fort Pierce into a repair and refit facility for the global fleet of megayachts and large sailing yachts are moving full speed ahead.

After a lengthy permitting and review process, Derecktor Shipyards was granted approval from the U.S. Army Corps of Engineers, U.S. Fish and Wildlife Service, Florida Department of Environmental Protection, St. Lucie County Board of County Commissioners and the City of Fort Pierce to begin construction of its newest shipyard, Derecktor Ft. Pierce.

With the yacht industry comes a significant economic and job creation opportunity for local residents to earn higher wages as highly skilled tradespeople. Economic growth is expected to increase rapidly once Derecktor's 1,500-ton mobile boat hoist comes online in spring of 2021.

Once fully operational, the shipyard will



allow Derecktor to serve new U.S. and international markets — vessels well over 200 feet in length and 1,000 tons. Derecktor played a central role in helping establish Fort Lauderdale as the “Yachting Capital of the World” decades ago. Now it’s Fort Pierce and St. Lucie County’s turn.

Indian River State College’s Advanced Workforce Training Complex will link advanced technology and leading-edge industry training in specialized technical career fields such as advanced manufacturing; automotive, aviation and marine technology; welding; and heating, ventilation and air conditioning (HVAC) systems. The 50,000 square-foot complex on the College’s Massey Campus in Fort Pierce completes a campus “triangle” of advanced learning environments critical for closing the regional skills gap and preparing residents for high-wage, in-demand careers.



“Manufacturing is reshoring across our nation at an incredible pace, and the Advanced Workforce Training Complex will make certain that our region has the highly skilled labor to meet both present and future needs. We can realize tremendous economic growth in manufacturing and industrial skilled trades, but first we need to grow the talent pipeline. IRSC’s modern complex will get the job done.”

— Dr. Timothy Moore, Indian River State College President

READY TO WORK BOOT CAMP GOES VIRTUAL



In June, COVID-19 forced the Ready to Work Boot Camp to pivot from a one-week in person program to a four-week “virtual” model. In partnership with the Boys & Girls Club of St. Lucie County, St. Lucie Public Schools and the Treasure Coast Manufacturers Association the program focused on the club’s teen groups located at two locations in Fort Pierce and one in Port St. Lucie. Each week the clubs “virtually” visited local manufacturers and warehouse distribution companies to get an inside look at the facility, daily business activities and career pathways, along with a Q&A session with company leadership to learn about opportunities available for training and employment. Industry partners included Maverick Boat Group, Freshco/Indian River Select, Radical Cosmetics, Walmart Distribution Center and A-1 Roof Trusses. Club participants were treated to Indian River Select juice for product tasting and cosmetics manufactured by Radical Cosmetics. In addition to the virtual platform activities, the Boys & Girls Club led soft skills and workforce readiness programming throughout the summer.

COUNSELOR TOURS

Now in its fourth year, we held our high school counselor industry tour with 18 educators and counselors from St. Lucie Public Schools. In February, the tour included on-site facility tours and discussion sessions with company leadership at TAMCO Group, St. Lucia River Club at Ballantrae, A-1 Roof Trusses and Chemical Injection Technologies. The educators had an opportunity to learn firsthand about local industries in manufacturing and hospitality in alignment with career and technical educational programming to form industry and academia relationships and help build our local talent pipeline. This program is in partnership with our Ready to Work Boot Camp, where counselors identify students for candidacy in the workforce readiness program with local employers.



HEALTHCARE COUNSELOR TOUR

In November, we held a virtual session to introduce healthcare and life sciences career pathway opportunities and asset mapping from high school to local post-secondary education to the workplace. The EDC developed a one-stop-shop page on our website to host the asset mapping information for educators to share with students and parents seeking to learn more about the interconnectivity of healthcare and life sciences programming and career pathways. Over 20 educators and counselors participated with presentations from local leading healthcare providers Cleveland Clinic, Lawnwood Regional Medical Center and St. Lucie Medical Center, in addition to Indian River State College, Keiser University and CareerSource Research Coast. For more information visit <https://youredc.com/workforceandtraining/healthcare>.

EXCEL PROGRAM NURTURES FUTURE LEADERS

More than 40 rising young executives and those aspiring to become executives are gaining valuable leadership lessons by participating in the **EDC EXCEL Leaders Ought to Know®**, an on-demand, e-learning management training curriculum that gives future leaders critical insights and instruction for successfully leading, motivating, communicating and building engaged, high-performing teams.

Cecilia Jaimes, vice president for commercial lending at CenterState Bank in Port St. Lucie, said “The EDC is committed to support a structured path toward our success.” Jaimes participates in EXCEL’s monthly online sessions with leadership guru Phillip Van Hooser.

Phil Doumar, EXCEL chairman and partner at Doumar Insurance and Financial Services said, “Before COVID

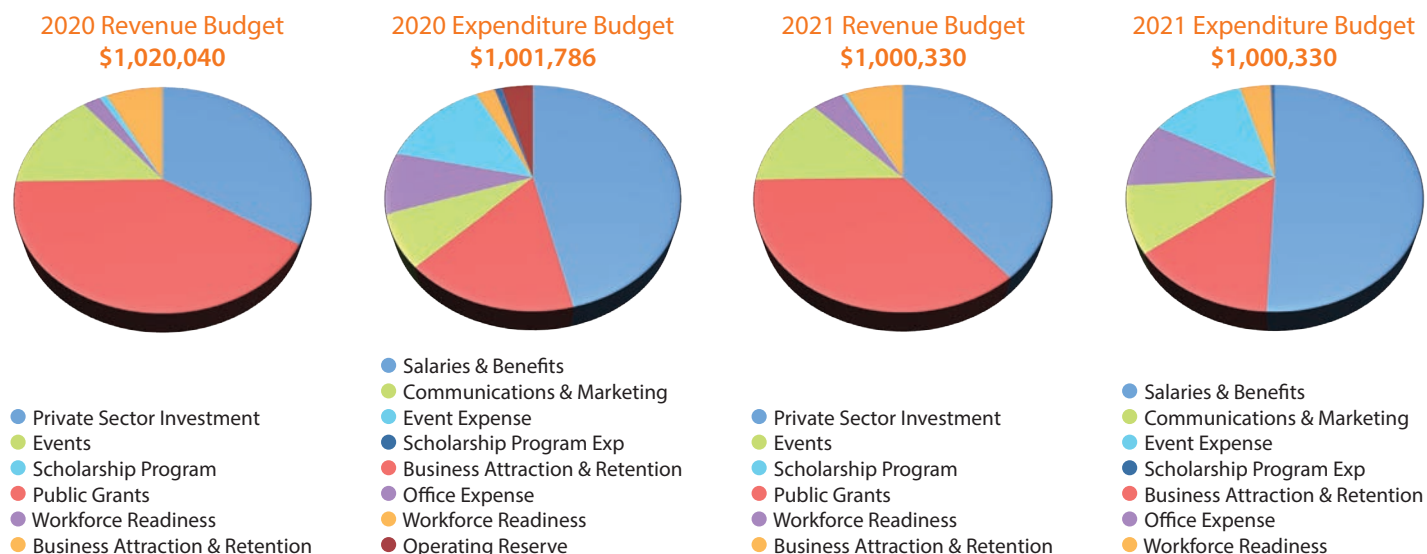
limited on-site visits, EXCEL members went on several behind-the-scenes tours led by local CEOs. We hope to renew the tours in 2021 as in-person meetings and roundtables with business and governmental leaders become the norm again.”

EXCEL’s leadership team consists of Doumar, Roxanne Peters of CenterState Bank, Lindsey Concannon of NuCO2, and Greg Iannelli of Enterprise Fleet Management.



EDC 2020/21 FINANCES

As a result of focused leadership, public and private sector investment, the financial position of the EDC continues to be on solid footing.



A SPECIAL THANK YOU TO OUR 2020 BOARD OF DIRECTORS FOR THEIR CONTINUED COMMITMENT AND LEADERSHIP

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Leaders on the Links Sponsor Dinner



Jason and Grace Baran &
Genia and Travis Leonard



Aaron Bowles and Ken Hudson



Rob Lord

Leaders on the Links



The 6th Annual Leaders on the Links was held on November 19th and 20th at the PGA Golf Club. We extend our deep appreciation to title sponsors Southern Eagle Distributing and Corona Premier, and all our generous sponsors for making this year's event another success. While COVID-19 social distancing protocol forced us to make changes, the PGA Golf Club team pulled out all the stops to make Thursday evening's exclusive sponsor dinner and Friday's golf tournament a truly memorable experience!



Philip Busch, Julia Busch, and Pete Tesch

Proceeds from Leaders on the Links help fund scholarships for local students in manufacturing, healthcare and skilled trades programs.



Kara Wood, Tom Fox, Carlos Quiñones
and Ryan Hyde



Linda Fitzpatrick, Jamie Wood,
Leslie Haviland and Leslie Kristof



SAVE THE DATE

Plans are underway for the
8th Annual Leadership Dinner
and Presentation of the
2021 Pete Hegener Leadership Award.

DETAILS COMING SOON.

UPCOMING EVENTS

We hope you will join EDC partners at monthly lunch meetings in the new year at the MIDFLORIDA Event Center, all precautions will be taken to ensure guest safety.

Business networking is easy. The challenge is getting
your message to the right people.



Share your company's message in a business-to-business setting with key decision-makers from our region. Contact Candy Marlow at 772.336.6252 or cmarlow@youredc.com to find out how.



CONTACT US

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