

St. Lucie  **EDC**

MID YEAR REPORT 2020

**CELEBRATING 20 YEARS OF
EXCELLENCE IN ECONOMIC DEVELOPMENT**



20 **YEARS**

OF EXCELLENCE
IN ECONOMIC DEVELOPMENT

LETTER FROM THE CHAIRMAN

As the 2020 Chair of the EDC Board of Directors, it is my pleasure to introduce this mid-year report. As we are all too well aware, 2020 has already been a challenging, unprecedented year.

The COVID-19 pandemic has changed our world. It is important that we not lose sight of what we accomplished prior to the coronavirus, and to recognize the exceptional efforts of EDC staff to shift their focus to economic recovery. I am very proud to work with such a talented team committed to our community's wellbeing.

Your board and executive committee are honored to serve the EDC's partners and investors during this challenging time. Christopher Fogal of Carr, Riggs & Ingram is serving as Chair-Elect; Richard Houghten, PhD. of Torrey Pines at FIU is Secretary; Ed Massey, PhD. of Indian River State College serves in the Past Chair position. Rounding out the executive committee are Kelly Enriquez of Lawnwood Regional Medical Center & Heart Institute, Azlina Siegel of GL Homes, John Tompeck, Fort Pierce Utilities Authority and EDC President Peter Tesch.

Prior to the COVID-19 pandemic, the EDC was producing tremendous results for St. Lucie County,



promoting wonderful business opportunities, the amazing natural resources, and the safe, friendly community we serve. Confronted with COVID-19, your EDC has now become a critical resource for our business community as we restart the economic engine that has brought prosperity to St. Lucie County in recent years.

While we will, of course, continue our focus on the core missions of business attraction, retention and job growth for St. Lucie County, there are now new EDC efforts related to the pandemic that also support our mission and offer our investors new opportunities for engagement. Know that your EDC is here to help.

I hope this finds you healthy, and I hope to see you soon.

A handwritten signature in black ink that reads "Rob Lord".

**ROB LORD - EDC CHAIRMAN
PRESIDENT, CLEVELAND CLINIC MARTIN HEALTH**

AS WE CELEBRATE 20 YEARS, LETS SAY THANK YOU TO OUR PAST BOARD OF DIRECTOR CHAIRPERSONS.

2000-2001	Jim McKenzie, Labor Finders of the Treasure Coast	2012-2013	Richard A. Houghten, PhD, Torrey Pines Institute for Molecular Studies
2002	Gary Cantrell, St. Lucie Medical Center	2014-2015	Tom Wilkinson, Seacoast Bank
2003-2005	Mark Robitaille, Martin Memorial Health Systems	2016-2017	Edwin R. Massey, PhD, Indian River State College
2006-2007	John Donahue, Boyle Engineering	2018-2019	Amy Brunjes, Florida Power & Light Company
2008-2009	Thom Jones, Seacoast National Bank	2019-2020	Robert L. Lord, Jr., Cleveland Clinic Martin Health
2010-2011	Dave W. Skiles, First Peoples Bank		

BUSINESS EXPANSIONS



A-1 ROOF TRUSSES

A-1 Roof Trusses is a longstanding business in St. Lucie County and a premier manufacturer of roof trusses for the construction industry in Florida and the Caribbean. The company is expanding manufacturing operations and storage capacity at their existing 100,000 square foot campus with an additional 60,000 square feet. The master site plan amendment was recently approved by the St. Lucie County Board of County Commissioners through an expedited site planning process in five short weeks. The expedited timeline was necessary to meet the requirements of site clearing deadlines due to scrub jay mating season. The \$11 million project investment will include the creation of 28 new jobs.



PURSUIT BOATS

Pursuit Boats, a leader in quality boat manufacturing, has called Fort Pierce home for over 35 years. The company is expanding manufacturing operations with a multi-phase site plan to include three new buildings totaling 536,000 square feet and a new St. Lucie County scrub jay habitat. This project involved an extensive collaboration of local and state partners including the St. Lucie EDC, St. Lucie County, Fort Pierce Utilities Authority, Army Corp of Engineers and Florida Fish and Wildlife. Pursuit Boats donated 32 acres of land to establish a countywide scrub jay habitat. The first phase of construction will include over 200,000 square feet of manufacturing space. The \$20 million project will allow for the creation of 200 new jobs.



AEREX INDUSTRIES

Aerex Industries is a manufacturer of equipment for the water and wastewater industry located in Fort Pierce. To meet the company's growth needs, Aerex is expanding operations with a new 14,000 square foot facility and expanding their outside storage area. The minor site plan amendment was recently approved by the St. Lucie County Planning Department in only four weeks.



PLUSONEAIR

PlusOneAir is a new private air charter service company at the Treasure Coast International Airport. In 2019, the company acquired two existing 14,000 square foot hangars from APP Jet Center in addition to the sublease of adjacent land for expansion capacity. PlusOneAir is currently constructing two new 14,000 square foot hangars for expanded operations. These two new hangars are the first new private investment at the airport since 2006.



OCULUS SURGICAL

OCULUS Surgical is an international medical device manufacturer located in Port St. Lucie since 2012. Currently housed in multiple facilities to meet their manufacturing, sales, operations and distribution needs, the company acquired a 10-acre parcel at Tradition Center for Commerce and is slated to build a 55,000 square foot state-of-the-art manufacturing facility and create 50 new jobs. OCULUS has completed their site planning process through the City and has begun site preparations for construction.

BUSINESS ATTRACTION

ACCEL INTERNATIONAL HOLDINGS

Accel International Holdings, a manufacturer of coated wire and cabling, selected Tradition Center for Commerce in Port St. Lucie as the location for expanding their operations in Florida. The company will construct a 150,000 square foot state-of-the-art manufacturing facility on 10 acres of land with a capital investment of over \$55 million and the creation of 125 jobs. Accel has acquired an additional 28 acres for future development activity.



CLEVELAND CLINIC LERNER RESEARCH INSTITUTE

Cleveland Clinic Florida assumed control of the former Vaccine and Gene Therapy Institute (VGTI) in the Tradition Center for Innovation, Port St. Lucie in late 2019. The facility, now renamed the Cleveland Clinic Florida Research and Innovation Center, will be home to world renowned experts in virology, immunology, genomics, population health and drug discovery with a focus on advancing patient care and improving health outcomes.



SANSONE GROUP

Sansone Group is a 62 year old nationally recognized firm seeking to acquire 300 acres of land in the Tradition Center for Commerce in Port St. Lucie. The development would consist of three million square feet of industrial distribution and multi-tenant space. The General Finance Corporation approved a Letter of Intent from the Sansone Group for acquisition of property in April, and they are currently negotiating a purchase and sale agreement. The St. Lucie EDC is working with the company on site due diligence and project assistance.



BUSINESS EXPANSION AND ATTRACTION



ST. LUCIE
COUNTY
FLORIDA



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



Tambone is proud to partner with the City of Port St. Lucie to market and sell property within Tradition Center for Commerce. Working with St. Lucie County, the City of Port St. Lucie and the EDC has given us the opportunity to see firsthand their drive and commitment to make this project a success for the community.

Richard P. Tambone
Owner - Tambone Companies, LLC

EDC'S COVID UPDATE

EDC assumed a leadership role helping our community during the Coronavirus pandemic. In early March Governor DeSantis' Executive Order declaring a state of emergency for the entire State of Florida, EDC 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 to assist individuals and families impacted by COVID-19.

EDC's COVID-19 business assistance portal was developed and continues to host pertinent information along with frequently asked questions, FAQs translated to Spanish and Creole, was marketed through multiple social media outlets.

500 Calls in 5 Days was one of the first initiatives implemented by EDC and partners, CareerSource Research Coast, the St. Lucie County Chamber of Commerce and St. Lucie County Tourism to determine what area businesses were experiencing such as closures, layoffs, and flux in revenue due to the pandemic to assess assistance needed.

EDC Business Disaster Response and Recovery Plan included working closely with economic development organizations within the Treasure Coast: Indian River Chamber of Commerce/Economic Development, Martin County Business Development Board, Treasure Coast Manufacturers Association as well as numerous area non-profit organizations. Within this plan was the creation of a Virtual Business Recovery Center in collaboration with the Florida SBDC at Indian River State College.



COVID-19

St Lucie Businesses Needing Help?

LEARN MORE.

The St. Lucie EDC is committed to supporting local businesses in St. Lucie County and we are here to assist your business and employees through these challenging times.

If you have any questions or need assistance, contact our EDC team at **(772)336-6250** or email info@youredc.com.

THE VIRTUAL BUSINESS RECOVERY CENTER (VBRC)

A FREE SERVICE TO ASSIST REGIONAL BUSINESS OWNERS

The Virtual Business Recovery Center (VBRC) is focused on those regional business owners that were economically impacted by COVID-19. Working in partnership with the Florida Small Business Development Center at Indian River State College, consultants assist entrepreneurs in every stage of the business life cycle by providing the professional expertise and tools to make sound business decisions in this complex environment.

The Florida SBDC Network also provides a comprehensive toolkit of specialized services for qualifying businesses looking to accelerate market growth, including: Growth Acceleration, Capital Access, International Trade, Government Contracting, and Business Continuation.

To learn more visit <https://youredc.com/vbrc/>



#SMARTBIZ ST. LUCIE COUNTY

Starting or expanding a business is exciting, but it can also be stressful. #SMARTBIZ St. Lucie County offers tools and resources for new, relocating or growing businesses. Chances are you'll have many questions, that's where our team of business navigators can help.

Our mission is to build strong, resilient, sustainable and business-friendly communities throughout St. Lucie County. Whether you are in Fort Pierce, Port St. Lucie or anywhere in our county, we are here for you.

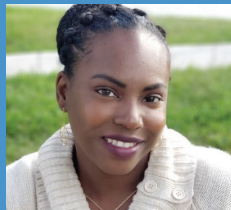
Visit <https://youredc.com/grow-your-business/smartbiz>



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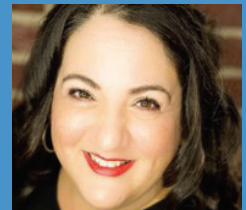
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A NEW YEAR AND A FRESH NEW LOOK YOUREDC.COM GET'S A REFRESH!



COUNSELOR TOUR

St. Lucie County's 6th High School Counselor and Career and Technical Education Teacher tour took place on February 5th. Twenty educators participated in the industry exploration day with company tours at TAMCO Group, Santa Lucia River Club at Ballantrae, A-1 Roof Trusses and Chemical Injection Technologies. The collaboration with the EDC, St. Lucie Public Schools, Treasure Coast Manufacturers and business is a continuation of building local industry and educational partnerships. This event is the start of recruiting graduating seniors for the 2020 Ready to Work Boot Camp program.



TAMCO Group

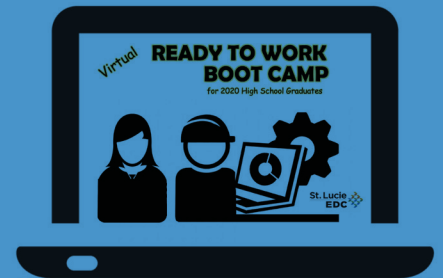


Bus Tour



Chemical Injection Technologies

2020 “READY TO WORK” BOOT CAMP



GET CONNECTED.

Our annual “Ready to Work Boot Camp” has been a successful partnership with the St. Lucie County School District, the Treasure Coast Manufacturers Association and local industry partners. This initiative is focused on identifying graduating high school seniors who are remaining local, and in lieu of college, are seeking a career pathway here in their community. These efforts also include semi-annual High School Counselor Industry Exploration Tours introducing academia and industry, connecting students and building our local talent pipeline.

This year we will be hosting a “Virtual Boot Camp” in collaboration with Boys & Girls Clubs of St. Lucie County, St. Lucie Public Schools, and Treasure Coast Manufacturers Association, offering the same program structure in a virtual format. The program will provide participants with virtual work readiness learning, industry exploration through virtual facility tours and company representation Q&A. The six-week-long program will conclude with a virtual career fair connecting employers and participants with career pathway employment opportunities.



STRATEGIC DOING™

AN ACTION PLAN INITIATIVE

The EDC engaged Graylan Ventures to work with its leadership and stakeholders to develop the next strategic action plan for the future of St. Lucie County's economic development. The nine-month strategic action planning process is based upon the principles of Strategic Doing™ and addresses the EDC's four priority areas:

- Talent Development – Filling the Skills Gap for Treasure Coast Employers
- Great Places, Great Properties
- Entrepreneurship & Innovation
- EDC Resource Development

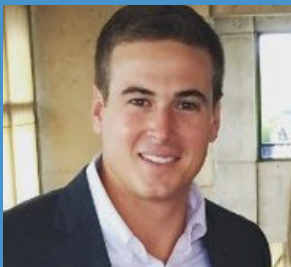
The strategic plan provides the EDC with an actionable foundation to move the organization to its next level of success and impact as St. Lucie County's lead economic development organization. Key to this success is conducting collaborative and inclusive engagements of the EDC leadership and community stakeholders to build a shared organizational and community vision and collectively work on key initiatives to achieve this vision. The result will provide a real-time strategic action plan for St. Lucie County's economic development future.



LEADERSHIP DEVELOPMENT PROGRAM

EDC EXCEL (Engaging Executive Community Entrepreneurial Leaders), was established to further groom today's emerging business leaders, accelerate their career path, gain meaningful business connections and help grow St. Lucie County. EXCEL partners continue to develop programming for 2020-2021. Contact Jenn Dubey at excel@youredc.com or (772) 336-6256 to learn more.

EXCEL LEADERSHIP TEAM



Phil Doumar
Doumar Insurance

Chair



Lindsey Concannon
NuCO2 LLC

Chair Elect



Greg Iannelli
Enterprise Fleet Management

Events & Corporate
Relations



Roxanne Peters
CenterState Bank

Professional
Development &
Outreach

EMPLOYEE TRAINING GRANTS NOW AVAILABLE!

Are you seeking to upskill your current workforce? Need to cross train employees in these lean times? Learn more about how the St. Lucie EDC can assist you with an Incumbent Worker Training (IWT) Grant, reimbursing companies up to 75% of training costs to help you grow and prosper.

Call Jill Marasa at (772) 336-6257 to learn more.

2020 BOARD OF DIRECTORS



EXECUTIVE COMMITTEE



ROB LORD
Cleveland Clinic Martin Health - Chair



KELLY ENRIQUEZ
Lawnwood Regional Medical Center



CHRIS FOGAL, CPA, PA
Carr, Riggs & Ingram - Chair-Elect



RICHARD HOUGHTEN, PHD
Torrey Pines at FIU - Secretary



ED MASSEY, PHD
Indian River State College



ALZINA SEIGEL
GL Homes



PETE TESCH
President



JOHN TOMPECK
Fort Pierce Utilities Authority

BOARD OF DIRECTORS

Mike Adams, Adams Ranch
Terissa Aronson, SLC Chamber of Commerce
Brian Bauer, CareerSource Research Coast
Russ Blackburn, City of Port St. Lucie
Eric Camehl, RE/MAX Masterpiece Realty
Ian Cotner, AT&T Florida
Kate Cotner, Florida Power & Light Co.
Lee Dobbins, Esq., Dean, Mead, Minton & Zwemer / TCMA
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Rod Kennedy, Engineering Design & Construction
Richard Kolleda, FACHE, Spherion

Leslie Kristof, MBA, Keiser University
Tammy Matthew, Bank of America
Nick Mimms, City of Fort Pierce
Cara Perry, Florida Atlantic University
Roxanne Peters, CenterState Bank / EXCEL
Staci Storms, Broward, Palm Beaches and St. Lucie Realtors®
Richard Tambone, Tambone Companies
Howard Tipton, St. Lucie County
Shrita Walker, MIDFLORIDA Credit Union
Jeremy Wiernasz, PGA Golf Club
Amber Woods, Treasure Coast Lexus

BOARD OF DIRECTORS

MEET THE EDC'S NEWEST MEMBERS



RODERICK J. KENNEDY, P.E.

President and founder of Engineering Design and Construction, Inc. (EDC) specializing in land development projects. After serving in a U.S. Army Military Intelligence Unit, Rod came back to Florida and earned his degree in engineering from the University of Central Florida. Rod is a licensed and registered Professional Engineer in the State of Florida with over 25 years of civil engineering experience and is LEED®AP Certified. EDC has grown to over 30 employees since its inception in 2003, offering civil engineering, surveying, environmental consulting & planning services.



TAMMY MATTHEW

Tammy is a Senior Vice President for Bank of America's Local Markets Organization. Along with the Market President, she leads Bank of America's strategy in the local market which includes Indian River, Martin and St. Lucie Counties. Throughout her daily interactions with business leaders, employees & community stakeholders, she works to advance the Bank of America brand and reputation. She supports the local senior leadership team in delivering one company, driving responsible growth, improving the financial lives of their customers and clients, and strengthening our communities.



ROXANNE PETERS

Vice President for CenterState Bank where she specializes in commercial lending for St. Lucie County. She focuses on working with business owners to provide financing needs to help their business grow. Roxanne is also a founding member of the EDC EXCEL established to connect the next wave of leaders, decision-makers, business drivers, and entrepreneurs to leaders in the region, to further cultivate leadership skills and career path development and to make meaningful business connections. Roxanne grew up in St. Lucie County and is proud to serve in the community that provided economic growth for her family many years ago.



SHRITA WALKER

MIDFLORIDA Credit Union Vice President and Area Manager of the Treasure Coast, Shrita has been in the financial services industry for over 19 years and holds an M.B.A. with a concentration in Management. She served our country and is a U.S. Army Reserves Veteran. Shrita serves on the Board of Directors of The St. Lucie County Chamber of Commerce, Education Foundation of St. Lucie County, PACE Center for Girls and is a member of the Port St. Lucie Business Women. Shrita is involved in the Teacher of the Year Sponsorship, the Young Floridian Scholarship Program & the Boys & Girls Club. She enjoys being active in the community and looks forward to continuing to serve the Treasure Coast!

NEW PARTNER INVESTMENT

BOARD OF ADVISOR LEVEL

Fort Pierce Utilities Authority (upgrade)

LEADERSHIP LEVEL

Quest Contracting

CORPORATE LEVEL

Derecktor Shipyards
Florida Development Finance Corporation

Jaguar Land Rover Treasure Coast
TAMCO Group

AMBASSADOR LEVEL

Campbell Creative
Clear SEM Solutions
Graylan Venures
Hawkins and Company, LLC
Journaventure Travel & Tours
King's Landing
Kasper Electrical

Kirby Employee Benefits
Marketing Alliance
Northside Nursery
PACE Center for Girls
Place of Hope
Premier Wellness Centers
Somerset Career Academy
Port St. Lucie

SpeedPro Imaging
St. Lucie Habitat for Humanity
Tradition Electric
Treasure Coast Regional
Planning Council
United Way of St. Lucie County, Inc.
WPBF 25 / Hearst Television

**THE EDC IS LOOKING FOR VOLUNTEERS TO JOIN OUR EVENTS COMMITTEE.
CALL CANDY MARLOW AT (772) 336-6252 TO LEARN MORE.**



DR. MASSEY GOES OUT ON TOP

EDC bids farewell to iconic community leader, Edwin R. Massey, president of Indian River State College (IRSC) and former chairman of the EDC Board of Directors (2016-2017). Dr. Massey was the first recipient of the Pete Hegener Leadership Award presented at the EDC's inaugural Leadership Dinner in 2013 for his vision, commitment, accomplishments and economic impact to the region.

Dr. Edwin R. Massey was appointed IRSC's third President in 1988. Dr. Massey came to the college in 1973 as a biology professor and held several administrative positions prior to becoming President. Dr. Massey earned his Ph.D. in Zoology, with an emphasis in Marine Biochemistry, from the University of Southern Mississippi and completed post-graduate studies in Evolutionary Biochemistry at Duke University.

In April 2019, Dr. Massey's legacy continued as IRSC was named as the top community college in the nation by the Aspen Institute for its affordability, student performance, and the college's culture of putting students first.

Pete Tesch stated, "Under his leadership IRSC has been one of the most important tools in our area's economic development toolkit for many years. Program support, leadership, collaboration, training, innovation and so much more, have been provided to my organization and so many others by the college. It is this long-standing, focused effort that has reshaped and invigorated the economy of our region."

Congratulations, Ed. We will miss your inspiration and excellence!



“Dr. Ed Massey’s rich legacy of education achievement and economic prosperity will provide hope and opportunity for many generations to come. His vision has transformed the Treasure Coast into an economic powerhouse with an even brighter future still ahead. We are forever grateful for his outstanding service and leadership to our community, state and nation.”

Ken Pruitt
Former State Senator, State Representative &
St. Lucie County Property Appraiser



LEADERS *on the* **LINKS**

SAVE THE DATE

LEADERS ON THE LINKS

Thursday, November 19th
Leaders on the Links Reception
6:00–9:00 p.m.

Friday, November 20th
Leaders on the Links Golf Tournament
7:30 a.m.
PGA Golf Club
1916 Perfect Drive, Port St. Lucie



EDC'S 8TH ANNUAL LEADERSHIP DINNER

Due to the Coronavirus pandemic social distancing protocol, the EDC rescheduled this event and the presentation of the Pete Hegener Leadership Award to March 25, 2021 at Harbour Ridge Yacht & Country Club.



YOUR EDC STAFF STAND READY, WILLING AND ABLE

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 including:

- Site selection
- Permitting assistance
- Incentive programs information
- Demographics and market research
- Workforce development assistance
- Connections to public/private resources
- Training Grants



PETE TESCH
President



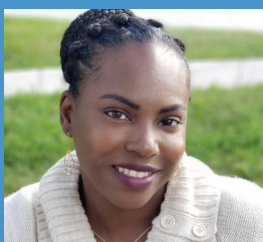
JENNIFER DUBEY
Business Manager



JILL MARASA
VP Business
Retention & Expansion



CANDY MARLOW
Member Services



SARAH SMITH
Economic Development
Coordinator



STACI STORMS
Business Development



JESSICA TAYLOR
Market Research &
Business Development
Coordinator



BILL WEST
VBRC Executive Director

CONTACT US



ECONOMIC DEVELOPMENT COUNCIL OF ST. LUCIE COUNTY, INC.

500 NW CALIFORNIA BOULEVARD | BUILDING F-109 | PORT ST. LUCIE, FL 34986
(LOCATED AT INDIAN RIVER STATE COLLEGE)

(772) 336-6250 | YOUREDC.COM