



St. Lucie  EDC

Economic Development Council of St. Lucie County

2021  
*A year like no other*

# Helping DELIVER **ECONOMIC VITALITY** for St. Lucie County

## 2021 EDC of St. Lucie County Executive Committee



**Rob Lord**  
**EDC Chairman**  
Cleveland Clinic  
Martin Health



**Chris Fogal, CPA, PA**  
**EDC Chairman-Elect  
& Treasurer**  
Carr, Riggs & Ingram, LLC



**Richard Houghten, PhD**  
**EDC Secretary**, FIU Center  
for Translational Science



**Lauren Dudley**  
Lawnwood Regional  
Medical Center



**Azlina Siegel, Esq**  
GL Homes-Riverland



**Tim Moore, PhD**  
Indian River  
State College



**Pete Tesch**  
Economic Development  
Council of St. Lucie County

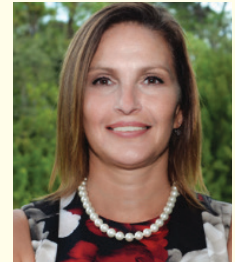


**John Tompeck**  
Fort Pierce  
Utilities Authority

## EDC Professionals



**Pete Tesch**  
President



**Jill Marasa**  
VP Business Retention  
& Expansion



**Candy Marlow**  
Investor Services



**Jenn DuBey**  
Business & Incentives  
Manager



**Maureen Saltzer**  
Communications &  
Outreach Director



**Staci Storms**  
Business Development

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

**Economic Development Council of St. Lucie County, Inc.**  
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772.336.6250 | [www.yourEDC.com](http://www.yourEDC.com)

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Visit us at [LinkedIn.com/company/economic-development-council-of-st-lucie-county/](https://www.linkedin.com/company/economic-development-council-of-st-lucie-county/)

Dear EDC Investors,

I wrote the following in my letter for the 2020 annual report:

*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 can be our finest moment.*

I don't have a crystal ball, but I am happy to report that this prediction has undeniably come true; 2021 has truly been the EDC's finest year to date – a year like no other in the organization's history.

Just some of the extraordinary advances for economic development in St. Lucie County this past year included the groundbreaking for Legacy Park at Tradition, the Amazon first-mile fulfillment center at Midway Business Park, SL Industrial Partners' Interstate Crossroads Business Center, Maverick Boat Group's Phase 2 expansion, and Accel International.

Then, we had the opening of the \$44 million FedEx Ground facility, the erection of the world's largest boat lift by Derecktor Ft. Pierce, the retrofit of Indian River Packers facility for Contender Boats, along with significant project announcements by Cheney Brothers, D&D Welding, Chandler Bats, Jansteel, Tambone at Tradition, Stonemont Financial Group, JBL Asset Management and Seefried Industrial Properties.

None of this would have been possible without the energy and efforts of all those who make up our county's economic development partnership: the elected officials and staff members of St. Lucie County and the cities of Fort Pierce and Port St. Lucie, our board, our investors and partners, and the EDC staff.

There are two people in particular who have provided determined leadership for the EDC for many years. We will be bidding one farewell in January and welcoming the other to an even greater leadership role.

Outgoing EDC chairman Rob Lord Jr. is retiring from his many years of leadership on behalf of the healthcare needs of the residents of St. Lucie and Martin counties. In 2012, as a senior vice president for Martin Health System, Rob was tasked with overseeing the construction of Tradition Hospital, St. Lucie County's first new major medical facility in 20 years. In 2017, more stories were added to the building, doubling its size. Meanwhile, Rob had not only been promoted to president of the health system, but he was also instrumental in bringing Cleveland Clinic to the Treasure Coast and helping establish its Florida Research & Innovation Center in Port St. Lucie.



Pete Tesch, Rob Lord and Chris Fogal

Far from resting on his considerable laurels during the last two years, Rob became chairman of the EDC early when the 2019 chair retired. At the same time, he took on a pivotal role in the battle against COVID-19 in St. Lucie and Martin counties. There is no doubt in my mind that Rob's steadfast leadership helped save lives.

EDC chairman-elect Chris Fogal is also retiring from his distinguished career as a CPA at Carr, Riggs & Ingram. A long-time EDC board member, Chris has not only served as chair-elect for an extended term, he also did double-duty as our treasurer. While Chris may be retiring from his "day job," he is doubling down on his community and missionary service and the EDC will be one of the fortunate organizations to continue to benefit from his principled passionate leadership.

Will 2022 match the phenomenal economic progress we've seen in 2021? With the talents and commitment of our county, city, EDC and partners' leadership, I think it might.



With best regards,

**Peter J. Tesch**

President

Economic Development Council of St. Lucie County, Inc.



**Amazon** began construction on a 1.1-million-square-foot first-mile fulfillment center on 110 acres in the Midway Business Park in August, with completion expected third quarter 2022. The center will employ at least 500 full-time. Seefried Industrial Properties is developing the \$100 million facility which is used to sort and ship bulky items for the online retailer.



**Chandler Bats** has leased a 17,000-square-foot facility in Port St. Lucie and is relocating its headquarters and manufacturing operations from Pennsylvania. The premier manufacturer of wood bats used in major league and international baseball will employ 11.



**Chemical Technologies Holding**, a manufacturer of wood coatings and treatment for lumber and plywood, acquired a 15,000-square-foot existing facility in Fort Pierce. The company plans to occupy approximately 8,000 square feet for manufacturing and production operations, and create five new jobs.



**Cheney Brothers**, the South Florida based broadline food distributor, chose Legacy Park at Tradition as the home for its newest distribution center. The 427,000-square-foot facility will be built on 55 acres fronting I-95 and will create more than 300 new jobs. Construction is expected to begin in early 2022.



**Contender Boats** is expanding its Florida operations and retrofitting the former 100,000-square-foot Indian River Packers facility on Midway Road in Fort Pierce for boat manufacturing operations. The premium sportfishing boat manufacturer plans to hire 200.



**D&D Welding**, a full-service structural steel and metals fabrication and erection company, is expanding its Fort Pierce operations, adding a 33,000-square-foot facility to its existing 30,000-square-foot manufacturing, assembly and distribution facility.

# PROJECTS



**FA Precast**, a premier manufacturer of architectural and artisan precast concrete, has relocated its manufacturing, assembly and distribution operations into an existing 15,000-square-foot facility in Fort Pierce to complement their business operations.



**FedEx Ground** broke ground in the spring and opened its new \$43 million southeast regional sortation center at Legacy Park at Tradition for operations in November. More than 490 employees will work at the 245,000-square-foot facility.



**Freshco/Indian River Select**, a premium brand orange and grapefruit juice producer, expanded operations with the lease of an additional 15,000-square-foot facility in Fort Pierce for additional production and distribution capabilities.



**Jansteel**, an Israel-based chassis manufacturer, chose a seven-acre parcel at Midway Business Park for its expansion into the U.S. The company will be constructing a 45,000-square-foot facility and employing approximately 55.



**Maverick Boat Group**, manufacturer of the Maverick, Pathfinder, Cobia and Hewes brands, is completing Phase 2 of its expansion plans, adding an additional 106,000 square feet of production space and 150 new jobs. This expansion brings the company's headquarters and manufacturing footprint to over 300,000 square feet in Fort Pierce.



**SRS Distribution**, one of the nation's largest distributors of roofing materials, acquired an existing 30,000-square-foot facility in Fort Pierce. The company began local operations in December and is projected to create 11 new jobs.

# Industrial DEVELOPMENT



## Legacy Park at Tradition

Nationally prominent industrial and commercial developer The Sansone Group broke ground for the first Legacy Park at Tradition tenant, FedEx Ground, in April. Development is currently underway for two Class-A speculative industrial facilities, a 520,000-square-foot cross-dock building and a 168,000-square-foot rear-load building, slated for spring 2022 completion. Cheney Brothers is expected to begin development for the company's newest distribution center in 2022.



## Tambone at Tradition

The Tambone Companies, serving as the City of Port St. Lucie's master developer to market 84 acres of land within Tradition Center for Commerce, announced a purchase and sale agreement in November for 25.25 acres in the commerce center. Warehoms Precision LLC of Miami plans to develop up to 414,000 square feet of industrial facilities, or up to 276,000 square feet of buildings for research and development, office or retail on the property. In August, the Tambone Companies announced an agreement with Traditions Commerce Park, LLC to develop 40 adjacent acres in the commerce center for industrial, manufacturing, distribution or office uses.



## Interstate Crossroads Business Center

SL Industrial Partners is constructing a speculative 550,505-square-foot cross-dock industrial facility at Interstate Crossroads Business Center, south of Okeechobee Road between I-95 and Florida's Turnpike slated for delivery in early 2022. Build-to-suit options are available with additional facility capacity up to a total of 1.133 million square feet.



## Interstate Commerce Center

Hollywood, Florida based JBL Asset Management will be developing an up to 225,000-square-foot facility fronting I-95 south of Okeechobee Road, slated for delivery in 2023. The facility will be ideal for a single user or multiple mid-sized tenants.



## Kings Logistics Center

Seefried Industrial Properties is developing a speculative-build a 650,000-square-foot Class-A cross-dock warehouse facility on 65 acres off Orange Avenue at the I-95 interchange, with visibility and frontage along the highway. The facility is slated for mid-2022 delivery and will be ideal for warehouse, distribution, last-mile or manufacturing uses.



## South Florida Logistics Center 95

Stonemont Financial Group is developing two facilities on 103 acres fronting Orange Avenue at Kings Highway ideal for warehouse, distribution, last-mile, and manufacturing uses. Building A is planned to be 1.1 million square feet and Building B 200,200 square feet, slated for delivery in 2023.

# Business ATTRACTION



While the EDC offered multiple virtual tours and participated in virtual trade shows during 2021, it was great to get back to meeting site selectors and development executives in person.

In September, Jill Marasa and Jenn DuBey attended NAIOP CRE Converge, the commercial real estate development association's annual conference in **Miami**. In addition to meeting and greeting contacts in person, the duo created a clever video tour of St. Lucie County for social media.

Jill and Jenn attended the Commercial Industrial Association of South Florida 2021 Industrial Event, also in **Miami** in October. The topic was "Lack of Land: A Threat and Opportunity for Industrial Development" – a perfect opportunity to promote St. Lucie County's new commerce parks and Class-A tilt-wall construction availabilities from 168,000 square feet to over 1 million square feet ready for delivery in 2022.

Then, Jill and Jenn flew west to **San Antonio, Texas** to talk logistics and distribution center opportunities with International Warehouse Logistics Association (IWLA) members. With recent major location announcements by FedEx Ground, Cheney Brothers and Amazon, there was plenty of news to share.

In November, Jill represented St. Lucie County at NAIOP's I.CON East conference in **New Jersey** touting St. Lucie County's more than 2 million square feet of new Class-A spec and build-to-suit facilities slated for 2022 delivery and the Port St. Lucie metro area's top 25% ranking among the "Top Boomtowns in America" by SmartAsset and as one of "America's Best Performing Cities" by the Milken Institute.

Other business attraction outreach included attendance at the Site Selectors Guild Conference in **Orlando** in June as well as several virtual presentations, and both virtual and in-person updates for Florida CCIM (commercial real estate) East Coast District, Realtor roundtables and a trade booth at the Select Florida Expo, Enterprise Florida's first-ever virtual event for foreign direct investment.



The IWLA conference began on the Day of the Dead and exhibitors celebrated the spirit of the occasion.



Jill at NAIOP in New Jersey



Jill Marasa pictured in the EDC's virtual booth at the Select Florida Expo

# Groundbreakings Grants



**APRIL** – Groundbreaking ceremonies were held at **Legacy Park at Tradition** for the industrial park’s first tenant, **FedEx Ground**, in April. The 245,000–square-foot facility opened for business in November. The facility was the first of a projected 5.4 million square feet of single- and multi-tenant Class-A light industrial and distribution facilities to be developed by **The Sansone Group** at the park. Two speculative buildings – a 520,000–square-foot cross-dock building and a 168,000–square-foot rear-load building – are currently under construction at Legacy Park, slated for a spring 2022 completion.



**MAY** – **Maverick Boat Group** announces the second major expansion of its Fort Pierce campus, adding an additional 106,000 square feet of production space and 150 new jobs. The expansion, expected to be completed by January 2022, will increase production in the newer of the group’s two production facilities by over 30%, to more than 16 boats per week.



**AUGUST** – Land clearing and development are underway on **SL Industrial Partners Interstate Crossroads Business Center’s** 132 acres between Florida’s Turnpike and I-95 (with direct frontage and visibility). The industrial park is developing up to 1.1 million square feet of Class-A industrial facilities on the site.



**SEPTEMBER** – **D&D Welding**, a structural steel and metals fabrication and erection company, broke ground for a new 33,000–square-foot facility to join the company’s existing 30,000–square-foot manufacturing, assembly and distribution facility in Fort Pierce.

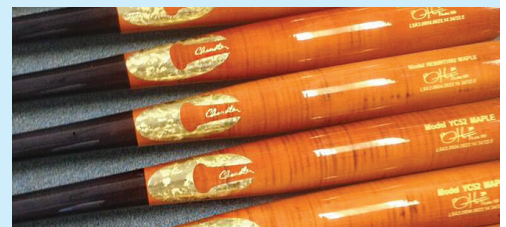


**DECEMBER** – **Accel International Holdings** held a groundbreaking ceremony on the company’s 40 acres in the Tradition Center for Commerce on Dec. 9. The company will manufacture high-performance wiring and conductors in a new \$55 million, 150,000–square-foot facility and plans to employ at least 125.

## GRANTS

The City of Port St. Lucie received a \$3.5 million State of Florida Job Growth Grant in August for infrastructure improvements in the Tradition Center for Commerce. The funds will pay part of the cost of roadway and utilities, opening access to additional parcels for development in the Jobs Corridor. In 2017, a similar state grant helped fund a ½-mile of road in the commerce center.

The EDC and the Treasure Coast Sports Commission assisted Chandler Bats in obtaining a trade grant to offset the cost of the company’s international certification. The EDC is available to assist St. Lucie County employers with workforce training grants from the State of Florida.







The EDC's vice president business retention and expansion, **Jill Marasa**, was named one of North America's Top 50 Economic Developers in January by Consultant Connect, an organization that offers education, events, and connections between economic development professionals and site selection consultants.



The expansion of the **Pursuit Boats** campus in Fort Pierce won the 2020 Economic Impact Deal of the Year Award, presented in 2021 by the South Florida Chapter of NAIOP (the commercial real estate development association). Pursuit's \$20 million expansion will ultimately add almost 240,000 square feet of production space for the boat builder, creating 200 additional jobs. The first phase of 182,000 square feet was completed fall 2020.

The South Florida Manufacturers Association recognized **Freshco-Indian River Select** in Fort Pierce as runner-up for its South Florida Manufacturer of the Year award in the 31-75 employee category. **Katie Sterling** was named SFMA 2021 Employee of the Year in the supervisory category. Katie was hired as Freshco's human resources manager six weeks before COVID hit Florida. Besides managing all of the complexities that came with her pivotal role during a global pandemic, she also managed a full rebranding of the company's product, and assumed leadership of Freshco's food safety and quality assurance departments.



In August, the South Florida Manufacturers Association selected **Aquaco Farms** as a 2021 GrowFL Florida Companies to Watch finalist. Founder **Joe Cardenas** raised private funding to design, construct and open a 20,000-square-foot aquaculture facility on eight acres north of Fort Pierce in 2019. The farm is designed to sustainably produce 1 million pounds of pompano a year from just 100 fish caught in the wild. The GrowFL awards program honors impressive second-stage companies from throughout the state. The winners will be announced in February 2022.



The EDC team took home two awards from the Florida Economic Development Council in October. The **FedEx Ground** project was acclaimed as the state's 2021 Urban Deal of the Year. The award recognizes outstanding achievement in the location/expansion of business in urban communities within the state of Florida. While the location of the 245,000-square-foot facility in Tradition's Southern Grove area and the hundreds of new jobs FedEx is bringing to the City of Port St. Lucie were important factors for the award, the most significant element of the business recruitment project was that it kickstarted **Legacy Park at Tradition**. The EDC also won an FEDC innovation in marketing award for its website update. Working with Marketing Alliance, EDC staff utilized a \$7,500 Team Florida grant to improve the site's graphics, navigation, content and tools.

# Marketing St. Lucie

In addition to virtual and in-person trade shows and tours, the EDC reached out to economic development prospects with a variety of social media, video, digital and print campaigns during 2021.



The EDC helped coordinate a 33-page sponsored content section in *Florida Trend's* March issue that focused exclusively on St. Lucie County. The section covered our wealth of amenities, positive growth, job opportunities, education options, vibrant workforce and more.



In May, we promoted the multiple industrial development opportunities emerging in the county's new commerce parks in *Site Selection* magazine, an internationally circulated business publication covering corporate real estate and economic development.



Starting in June, St. Lucie County became the first South Florida region to be promoted in the Florida First for Business Hub offered through the *Business Journals*. This unique digital platform not only offered an opportunity to showcase the county's assets for a six-month period through video links, photos and stories, our content was also pushed out on the *Business Journal's* social media to Atlanta, Austin, Dallas, Orlando and Miami.

A two-page advertorial spread ran in *Florida Trend's* annual *Business Florida* publication, directly following the magazine's Around the Southeast section, which also prominently featured a number of St. Lucie economic development successes.

Catering to the distribution/logistics sector, the EDC funded an enhanced listing in the *IWLA Directory/DC Velocity*. Locally, we ran quarterly advertising in *Treasure Coast Business* magazine promoting our WorkLocal initiative and keeping the public informed about projects in progress.



Last but not least, digital outreach through Facebook and LinkedIn played a huge part in our marketing efforts throughout the year with some of our more popular posts reaching tens of thousands of users. One of the new social media tools used this year was the development of short videos about the county, industrial development, building business and more. The videos are featured on our website and promoted via links in social media posts by the EDC and our partners. Enterprise Florida sponsored a post to their targeted audience using a trailer from our industrial video in November.

▲ Short videos allowed the EDC to promote St. Lucie County's amenities and development opportunities.

# WORKFORCE INITIATIVES

Continuing its mission to ensure that the Treasure Coast is able to offer existing and new employers a high-quality skilled workforce, the EDC works closely with partners CareerSource Research Coast, Indian River State College, Keiser University, St. Lucie Public Schools and others to address skills gaps and connect employers with talent. The primary focus is on healthcare, manufacturing, logistics/distribution, marine industries and skilled trades.

## Priming the Talent Pipeline >

Since 2017, the EDC has been leading **in-depth employment skills gap studies**, drilling deeper into issues with each iteration, and identifying opportunities throughout the Treasure Coast for **collaboration between employers, educators, trainers and trade associations**. In 2021, the EDC focused on **targeted hiring initiatives** in the healthcare and marine industries sectors. A rapid deployment hiring initiative supported the immediate hiring needs of Derecktor Ft. Pierce, to be used as a model for the needs of the region's marine industry employers. The talent pipeline for the region's healthcare industry was significantly impacted by the pandemic. The announced **expansion of the Indian River State College nursing program** will help close the gap. A six-step action plan has been developed to guide ongoing efforts to close skills gaps.



The EDC worked with Derecktor Ft. Pierce on hiring initiatives



A state study issued in March found that 62% of St. Lucie County's workforce commutes outside the county for work each day. In response, and in keeping with recommendations of the skills gap study, the EDC undertook an ongoing marketing campaign using print, outdoor and social media to raise awareness with county residents that great jobs are available here at home. Weekly Facebook and LinkedIn posts highlighted real-time job opportunities on the EDC's WorkLocal webpages, EDC partners ran digital billboards highlighting careers in marine mechanics, CDL local delivery, welding, and machine operating. The WorkLocal web pages were updated in the fall and now highlight multiple current career opportunities and provide live links to a variety of local employers.



One of five different digital billboards promoting the EDC's WorkLocal web pages

## Job Fairs >

EDC staff assisted with and promoted multiple job fairs and hiring events for local employers during 2021, including the Walmart Distribution Center, FedEx Ground, Derecktor Ft. Pierce, and Indian River Select. Some of the events attracted hundreds of local applicants.

Walmart Distribution Center's hiring event was just one of the events the EDC assisted with in 2021 >



## Boot Camps and Counselor Events >



The St. Lucie County Ready to Work Boot Camp was back in person this year, although enrollment had to be limited due to COVID restrictions. Thirteen recent high school graduates attended the program in June and spent five days touring local manufacturers and distributors as well as learning about resume and interview preparation, personal finance, workplace roles, and more. The participants toured local manufacturing and distribution operations and ended the week with a "signing-day" hiring event. The EDC partners with St. Lucie Public Schools and the Treasure Coast Manufacturers Association on the boot camps. The Treasure Coast Builders Association hosted a skilled trades boot camp this year as well.

◀ Four boot-campers received jobs at California Closets

High school counselor tours continued to be virtual. Two tours were offered – one for the marine industries and the other for distribution/logistics – plus the EDC worked with the school district on St. Lucie SALTZ videos which provide deep dives into career opportunities with local boat builders, marine repair and refurbishing operations and even boat rentals.

# Partnerships & Ventures



## Port St. Lucie Referendum

The EDC played an integral role in the public information campaign for the renewal of the Port St. Lucie City Council's ability to offer time-limited tax abatements to targeted industry employers making substantial capital investments and bringing higher-paying jobs to the city. This vital economic development tool must be reauthorized by the voters every 10 years, according to state statute. The EDC developed talking points, a detailed website, collateral materials and assisted with video messaging and presentations, as a complement to the efforts of the city council and city staff. The last time this issue came before the voters, the abatement authority was approved by 56% of the voters; this time 59% voted yes.

## Treasure Coast Manufacturers Association

The Treasure Coast Manufacturers Association, staffed by the EDC, enjoyed upgrades of its website and its newsletter in 2021. The multi-page newsletter is now being published inside *Treasure Coast Business* magazine twice yearly, as well as being available online. The association's website, [www.TCMAMfg.com](http://www.TCMAMfg.com), was completely redesigned and now offers an in-depth directory of TCMA members, which can include detailed descriptions, contact information and multiple photos, plus a job posting page free to members.



## EDC EXCEL Program

The EDC's EXCEL program for rising young executives offered both virtual and in-person activities in 2021. Many members completed Philip Van Hooser's "Leaders Ought to Know" e-learning management training series. A highlight of the year was the group's roundtable with Indian River State College President Timothy Moore. The group is looking forward to several company tours, roundtables, and starting a podcast club in 2022.

◀ EDC Excel members enjoyed a holiday gathering at PopStroke

## Access to CAPITAL INITIATIVE

The Treasure Coast Regional Planning Council, Indian River State College, the Small Business Development Center at IRSC, and the EDC are partnering with regional financial institutions in an effort to create a revolving loan fund for local small businesses that have difficulty accessing capital through traditional means. More than 50% of the small businesses surveyed on the Treasure Coast reported availability of credit was either a serious or fairly serious problem. The group plans to apply for a federal grant to start a loan fund after raising a 20% local match.

**Better Access to Quick Financing**  
**Aid with Website Development & Advertising**  
**Make Small Businesses Appealing to Lenders (Incentive programs, etc.)**  
**Moving Away From a "Collateral Focus"**  
**Help with Navigating Process (Consultants, Tools, Etc.)**  
**Workshops, Classes, & Accelerator Programs**  
**Lenders Need to Understand Small Business & Local Communities**  
**Simplification of the Process. "Meet them where they're at"**  
**Funding & Loan Programs Geared Specifically to Small Businesses**  
**Small Business Incubator or Other Organization**  
**Banks Loosening Requirements & Improving SBA Loans**  
**Diversify Personnel at Lending Companies**



**Howard Tipton**  
St. Lucie County  
Administrator



**Russ Blackburn**  
Port St. Lucie  
City Manager



**Nick Mimms, P.E.**  
Fort Pierce  
City Manager

“  
*Our successful track record is due to the strong leadership, vision, collaboration and investment of our local government officials – both elected and appointed – in economic development.*  
 ”

– Chris Fogal, EDC Chair-Elect

# The EDC: In the NEWS

Perhaps the most telling indication of the growing media interest in St. Lucie County and EDC projects played out in the pages of Florida Trend's annual Business Florida edition. In 2020, just a single St. Lucie County project received a mention. In 2021, the "Around the Southeast" section mentioned seven separate St. Lucie projects or initiatives.

Since we started keeping track in June, at least 90 stories related to the EDC or its projects ran in newspapers, magazines, on news websites, in newsletters, on television, podcasts, and the radio.

**ST. LOUIS BUSINESS JOURNAL**  
**Second phase of Sansone Group's spec industrial park in Florida is under construction**  
BY GLORIA LLOYD, ST. LOUIS BUSINESS JOURNAL | AUG 26, 2021 | 1:47 PM.



**BUSINESS**  
**JOB GROWTH**  
**Amazon center at Midway Business Park to employ 500**

**DEVELOPMENT**  
**ST. LUCIE COUNTY UNDERGOING TREMENDOUS BUILDING BOOM ALONG COMMERCIAL CORRIDORS**

**Regional Round-Ups SOUTHEAST**

**Southeast**  
 Nobody likes a show-off. But when you're the Florida region with the largest population, largest labor pool, longest ocean coastline, most seaports, closest to Latin America, home to three national parks and the world's busiest cruise port, it's hard not to brag. With ready proximity to global markets, a multicultural/multilingual workforce, outstanding educational institutions and an incomparable quality of life, Florida's Southeast is an easy choice for where to...

**Comunidad**  
**St. Lucie EDC gana premios estatales**  
 Edición Virtual [www.elhispanoparatodos.com](http://www.elhispanoparatodos.com)  
El pasado 14 de octubre, el Consejo de Desarrollo Económico del Condado de St. Lucie (EDC) recibió un reconocimiento estatal por los esfuerzos de la organización para llevar el nuevo Centro Regional de Clasificación de FedEx Ground a Port St. Lucie.

- All Things Treasure Coast
- Bloomberg.com
- Christian Science Monitor
- Commercial Observer
- Commercial Property Executive
- FloridaPolitics.com
- Florida Trend
- Great American Senior Show
- El Hispano
- Hometown News
- MyTreasureCoastNow.com
- Palm Beach Post
- Port St. Lucie City Managers Report
- St. Lucie Voice
- Trade & Industry Development
- Treasure Coast Brief
- Treasure Coast Business
- TreasureCoast.com
- Treasure Coast Newspapers/TCPALM
- WFLX
- WPBF
- WPEC
- WPSL
- WPTV

**TREASURE COAST BUSINESS**  
 SERVING ST. LUCIE, MARTIN, INDIAN RIVER AND DEECHOOBEE COUNTIES

**St. Lucie EDC wins statewide awards**

**The Treasure Coast Brief**  
**High-performance cable manufacturer connects with Tradition**  
DEC 9, 2021 3:58 PM EST

**DISTRIBUTION**  
**FedEx Ground** is hiring 700 package handlers for its 245,000-sq-ft, sorting facility that opened in October in Legacy Park at Tradition in Port St. Lucie. The facility will employ a total of 900.

**The Treasure Coast Brief**  
**Florida food service company to build distribution center in Tradition**  
JUN 2, 2021 6:35 PM EDT

**Study shows St. Lucie County economy growing by more than \$1.8 billion**  
 A recent analysis by the Economic Strategy Center (ESC) calculated that economic output in St. Lucie County was under development now," said Trygve Vigmoestad, ESC director. "Your future looks bright. Very few..."  
 The city of Port St. Lucie was cited Nov. 3 as one of "Top Boomtowns in America" by SmartAsset.

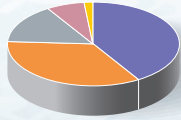
**TCPalm.**  
**Here's why Port St. Lucie has put past economic development failures behind it | Opinion**

# EDC 2021/22

## Finances and Leadership

Focused leadership plus robust public and private sector investment ensure that the financial position of the EDC continues on solid footing.

2021 Revenue Budget  
**\$863,830**



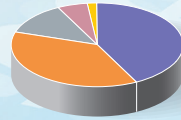
- Private Sector Investment
- Public Grants
- Events
- Business Attraction & Retention
- Workforce Readiness

2021 Expenditure Budget  
**\$825,097**



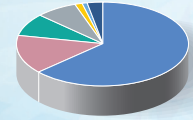
- Salaries & Benefits
- Business Attraction & Retention
- Communications & Marketing
- Event Expense
- Office Expense
- Workforce Readiness
- Scholarship Program Expense

2022 Revenue Budget  
**\$1,248,491**



- Private Sector Investment
- Public Grants
- Events
- Business Attraction & Retention
- Workforce Readiness

2022 Expenditure Budget  
**\$1,074,435**



- Salaries & Benefits
- Business Attraction & Retention
- Communications & Marketing
- Event Expense
- Office Expense
- Workforce Readiness
- Scholarship Program Expense



**SPECIAL THANKS**  
to our 2021 Board of Directors for their commitment and leadership

- Mike Adams, Adams Ranch
- Michael Ansoerge, OCULUS Surgical
- Nicolas Apfelbaum, Esq., Apfelbaum Law
- Terissa Aronson, SLC Chamber of Commerce
- Robert Barfield, Seacoast Bank
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# Leaders *on the* Links

The EDC's premier networking event, the 7th annual Leaders on the Links reception and golf tournament, was held on November 18 and 19 at the PGA Golf Club. On Thursday, guests enjoyed great company in a cocktail party atmosphere, chef-attended carving stations with accompaniments, passed hors d'oeuvres, sweet bites and musical entertainment all evening. On Friday, golfers played the PGA championship Ryder Course with breakfast, lunch, beer stations, a hole-in-one shootout with prizes ranging from \$25,000-\$500,000, and tee gifts valued over \$125.

**THANK YOU** to all our sponsors and volunteers for making this event the highlight of our year!

**TITLE SPONSORS – Southern Eagle Distributing, Corona Premier, and A&G Concrete Pools.**  
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*The Southern Eagle Distributing Team*



*Pete Tesch, SLC Commissioner Linda Bartz & Justin Beard*



*Will Armstead & Judy Cruz*



*Azlina Goldstein, Alex Slaton, Blaine Isbell & Adrian Ocampo*



*Winning team: Derecktor Ft. Pierce*



*Closest to the pin shoot-out contestants*



*Mike DiFrancesco: somewhere under the rainbow*



*Jenn DuBey & Robert Barfield*



**8<sup>th</sup>**  
**Annual Pete Hegener Leadership Dinner**

**20 FEB. 10**  
**22 THURSDAY**  
**6-9 p.m.**

MIDFLORIDA Event Center

**JOIN the EDC** for our monthly partner luncheons at the MIDFLORIDA Event Center on the second Tuesday of most months at 11:30 a.m. **SPONSOR a lunch** and get your message to the right people, call Candy Marlow at **772.336.6252** to reserve.



Attracting and assisting employers that provide quality jobs for St. Lucie County residents is an important part of the EDC's mission. Visit [www.youredc.com/worklocal](http://www.youredc.com/worklocal) to explore great opportunities with local employers.

## CONTACT US

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*(Located at Indian River State College)*

772.336.6250 | [www.yourEDC.com](http://www.yourEDC.com)  

