

REACHING NEW HEIGHTS

ST. LUCIE'S ECONOMY RAPIDLY RISING



2024

St. Lucie  EDC

MID-YEAR REPORT

Excitement in the air at TCIA | Project Updates & Milestones
Focus on Workforce Readiness | and much more!

A LETTER FROM THE CHAIR



Dear EDC Investors & Stakeholders,

It has been an exhilarating and productive initial six months of this first year serving as the chair of our EDC Board of Directors.

I am immensely grateful for our dedicated board members, our engaged Executive Committee members, and our hard-working and talented staff. The successes highlighted in this report would not be possible without the invaluable support of our elected officials and local government staff, whose steadfast commitment to progress has significantly contributed to the advancement of St. Lucie County as the Can-Do County!

One of my goals for this year has been to diversify and expand the experiences the EDC offers to our partners and investors – to mix things up a little and set new standards. Notably, we held board meetings at some of our partners' impressive facilities, collaborated on a special lunch with our Martin County counterparts at the Hutchinson Shores Hotel & Spa, and our upcoming August lunch is scheduled to be hosted by our St. Lucie Public Schools at their District Office. And there's more planned for later this year.

Fueled by our existing momentum and unwavering commitment to achieve more with and for our investors and stakeholders, we have the potential to surpass our past accomplishments in the coming months and years. On Page 18, you can read about our most recent Strategic Doing™ initiative, which aims to further harness the energy and resources available within

the EDC and our partners to generate even more substantial change, economic growth, and prosperity in our county.

I encourage you to carefully review this Mid-Year Report and utilize it as a catalyst for your ideas on how we can achieve even more in the second half of 2024. Together, we will go far and accomplish remarkable things. We are not only turning ideas into breakthroughs but also effecting transformative changes both within the EDC and across our community, with the EDC serving as a pivotal partner in numerous projects throughout the county. I eagerly anticipate the incredible journey that lies ahead!

Azlina Goldstein, Board Chair
Economic Development Council of St. Lucie County





A LETTER FROM THE PRESIDENT



Dear EDC investors & partners,

What half-year we've had at the EDC!

We started the year off with our largest announcement yet – Costco Wholesale will be relocating its Depot from Palm Beach County to Port St. Lucie. The project, codenamed Project Everest, is for 1.87 million SF of cold/dry storage and distribution facilities to be constructed in two phases. Sitework is underway now for the 595,000 SF first phase which will employ 265 of our residents at a wage of \$55,350 plus benefits.

We also celebrated the openings of Cheney Brothers and Accel International in the first half of the year – these projects represent millions of dollars of investment in Port St. Lucie and St. Lucie County as well as hundreds of great-paying jobs! And the Treasure Coast Food Bank broke ground on a state-of-the-art multiuse facility that will allow the regional nonprofit to consolidate operations, enhance programming and hire more than 50 new staff members.

With development complete at many of our new Class A industrial facilities along I-95 in Fort Pierce and Port St. Lucie, the EDC has been assisting with numerous leasing inquiries. In fact, there are currently six new companies leasing these buildings already, plus BroadRange Logistics, a fast-growing national company just contracted for the million-square-foot Interstate Crossroads Logistics Center. This transaction was

the largest industrial lease in the entire state of Florida – read more about it on Page 4 of this report.

Treasure Coast International Airport has been another hotspot for investment interest this year. Just last month, EDC and County staff worked with Florida Power & Light Company to add two airport commerce park sites to the Florida First Sites program -- a certification program for project-ready industrial sites. These sites are two of only nine in the entire state that made the cut for this program.

As you'll read on Page 13, we haven't been just fielding calls, we've been actively promoting all our county has to offer. So far this year, we've taken our story on the road to the north and south, telling the St. Lucie County story at some of the most prestigious commercial real estate gatherings in the state – and we have more on the calendar for the second half of the year.

Just a handful of years ago, we were helping prospective new companies find us on a map, today St. Lucie County is the talk of the commercial/industrial real estate industry thanks to the efforts of the EDC, our investors, our partners and our business-friendly, employment-friendly elected officials. I hope you'll take the time to read through this report to discover just how far we've come.

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



APP JET CENTER

Treasure Coast International Airport's Fixed Base Operator, APP Jet Center, is expanding and renovating its airport facilities, adding five private, high-end 3,600 SF hangars as well as six T-hangars totaling 30,000 square feet of new space, all scheduled to be available for occupancy this summer. The APP team broke ground on the new hangars in February. The renovations include a remodel of the executive terminal's interior as well as improvements to the parking lot and landscaping.



BROADRANGE LOGISTICS

BroadRange Logistics is a fast-growing national third-party logistics warehousing and service provider with more than 7 million SF of space in Florida, Georgia, Indiana, Texas and Pennsylvania. BroadRange provides warehousing, transloading, distribution, ecommerce fulfillment and more. The company serves businesses of all sizes, from Fortune 500 corporations to small enterprises. In May, the 1 million SF Interstate Crossroads Logistics Center along I-95, developed by SL Industrial Partners, was leased to BroadRange in a transaction which was the largest industrial lease in Florida to date.



COSTCO DEPOT

In January, the EDC made its largest single project announcement to date. Costco will be bringing hundreds of jobs to St. Lucie County as the company develops a multi-phased cold and dry storage depot at the Sansone Group's Legacy Park at Tradition. The global company's depot will ultimately include two facilities totaling 1.87 million square feet and employ more than 500. The first phase for what had been dubbed "Project Everest" consists of a 595,000 SF cold and dry storage facility and will employ 265 people.



LIGHTBRIDGE ACADEMY

Lightbridge Academy broke ground in April 2023 for the national educational childcare center's first Florida location. The 11,000+ SF facility with extensive outdoor play areas in Port St. Lucie near PGA Village was developed by Dragonfly Investments. Currently enrolling infants, toddlers and pre-K children, the academy opened this spring and held its official grand opening celebration in June. The academy also offers a summer camp with a learning-through-play theme. Lightbridge Academy is planning a second center in Tradition for 2026.



P1 MOTOR CLUB

Probably the most unique EDC project to date is the P1 Motor Club, the world's ultimate motorsports community. The developers of the Monticello Motor Club in New York are in the permitting stage for a 629-acre motor club in western unincorporated St. Lucie County that will include two performance paved racing circuits, a kart circuit, off-road course, skid pad, events pavilion, large garage condos, clubhouse, residential community, R&D park and large vehicle storage. The facilities would employ more than 100.





PROJECT BEARS - A global manufacturer and distributor of steel and wood products is seeking to expand to Port St. Lucie. The company plans to build a 250,000 SF state-of-the-art manufacturing facility, creating 200 local jobs with an investment of \$22.5 million.



PROJECT EAGLE - An aviation training school affiliated with a major airline is seeking to lease an existing facility at Treasure Coast International Airport. The project includes renovation of existing airport hangar facilities and construction of a new hangar. Training would begin in early 2025.



PROJECT EBENEZER - Project Ebenezer is proposing to build a professional sporting venue stadium and mixed-use district that benefits the local community while creating a go-to tourism destination in Port St. Lucie. Plans include a 5,000 fixed-seat capacity multipurpose stadium to open in the spring of 2026.



PROJECT HAMMY - Headquartered in Fort Pierce, Project Hammy opened in 2015, has four distribution centers throughout the country and services retail stores in all 50 states. The company is the leading nationwide distributor of sports nutrition and health products and is seeking to expand its headquarters and wholesale distribution operations by construction of a \$2.2 million, 25,000 SF facility, which would enable the company to expand its existing 13-person workforce by another 30 workers.



PROJECT KING - One of the country's largest grocery retail and food service wholesale and distribution companies is seeking to relocate to Port St. Lucie. The estimated capital investment will be \$33 million for the facility and another \$48 million for equipment. The company plans to ultimately employ 88 people.



PROJECT PALM TREE - A foreign company wants to establish its first US manufacturing facility to produce PVC-O pipes and fittings here. The company is looking at building a 45,000 SF manufacturing facility with a capital investment of \$16-\$20 million and would initially employ 50 people at an average salary of approximately \$74,000/year.



PROJECT PILLOW - This wholesale company which assembles, embroiders, stores and distributes home goods is planning to relocate from South Florida, moving 25 existing jobs to Port St. Lucie and hiring an additional 20 positions locally. The company will locate in a newly constructed 68,000 SF warehouse in the Tradition Center for Commerce, make an \$8.7 million capital investment for its facilities and another \$500,000 for equipment.



PROJECT SANDWICH - An existing industry-leading manufacturer of materials used in the production process of multiple industries, Project Sandwich is seeking to relocate within the county to a 50,000 SF facility. The expansion would create a capital investment of \$5 million and allow the company to increase its current workforce of 8 by another 25.



PROJECT SMILE - A childcare provider with schools in 19 states and close to 1,500 employees is planning to construct a new 20,000 SF corporate headquarters and childcare center in St. Lucie County with an investment in the land and building totaling \$5 million. Locating the company's headquarters here would create 35 new jobs.



TRADITION ENTERTAINMENT DISTRICT - Gustavo Lumer is currently developing a 5-acre parcel in Southern Grove for dining and shopping and is also planning to create an entertainment district on two additional parcels for a total of 350,000 SF of shopping, entertainment facilities, restaurants and other accommodations.



PROJECT SPOTLIGHTS



P1 MOTOR CLUB

Ari Strauss, founder of the Monticello Motor Club, and Al Guibord, CEO and president of the P1 Motor Club, are developing a motorsports community in unincorporated western St. Lucie County similar to the world's premier motor club in Monticello, New York. The project is in the permitting phase.

Plans for the P1 Motor Club include two racing circuits totaling 7.7 miles, a 1.2 mile karting circuit, an off-road course, clubhouse, event pavilion, a 400,000 SF R&D park, 125 residences, 590 “garagemahals,” a 4.6-acre skid pad, and more on 629 acres of former citrus groves. Club membership is limited to 1,200.

The projected value of the improvements to the property is \$32,000,000 plus another \$75,000,000 for the homes (most of which will be second residences) and garagemahals. The club is anticipated to employ 126 at an average wage of \$77,000, with a target of 90% of the jobs to be held by St. Lucie County residents.



P1 Motor Club Development Plan



Monticello Motor Club, NY



COSTCO DEPOT

The EDC started 2024 right, on January 13, with our largest new project announcement yet – Costco Wholesale’s development of a multi-phased cold and dry storage depot at the Sansone Group’s Legacy Park at Tradition.

At completion, the global retailer’s Port St. Lucie depot will include two facilities totaling 1.87 million square feet and ultimately employing more than 500. The site plan for Project Everest was approved in just 75 days from submittal by the Port St. Lucie City Council. The first phase consists of a 595,000-square-foot cold and dry storage facility which will employ 265 people at an average wage of \$55,350 plus benefits. Sitework is currently in progress on this phase.



SECTOR HIGHLIGHTS

AVIATION



1

As St. Lucie County continues its pursuit of an FAA certificate for scheduled commercial flights, there is a great deal of other activity taking off at Treasure Coast International Airport.

- The county-owned Airport West Commerce Park and the airport industrial property owned by USREE of Florida are in the process of being added to **FPL's Florida First Sites**, the first regional industrial site certification program in the state of Florida, created to minimize risk and accelerate speed to market. Each site undergoes a rigorous screening process developed by Quest Site Solutions, offering an objective, third-party analysis to ensure the sites are ready for development. To date, only nine other sites in the state have this designation.
- Both **APP Jet Center** and **Plus One Air** are developing new hangars, and APP is also renovating its fixed base operation terminal. **Aviator College** is expanding its existing partnership with JetBlue, joining the airline's Gateway University pilot development program, and opening future career opportunities to Aviator College graduates.
- The EDC is currently working with five active code-named projects at the airport and Airport West Commerce Park, including Project Eagle, an aviation training school affiliated with a major airline. And, in April, St. Lucie County issued two Request for Proposals seeking qualified applicants to develop and operate aeronautical facilities on one or more parcels of 61 acres of land at the airport commerce parks.



2

1 | TCIA terminal 2 | APP Jet Center is developing multiple hangars and renovating its FBO facility. 3 | Air traffic control tower at Treasure Coast International Airport (FPR) 4 | APP ground services 5 | Plus One Air is building a new hangar.



3



4



5



SECTOR HIGHLIGHTS

LIFE SCIENCES



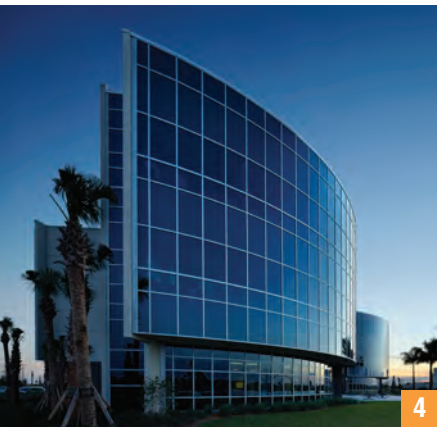
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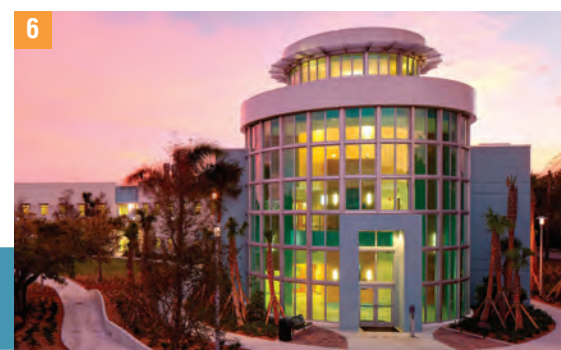
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4



5



6



7

St. Lucie County is home to cutting-edge research facilities focused on human health, aquaculture, agriculture, our ocean and rivers. Hundreds of scientists and their staffs live, work and make important discoveries here.

The **Cleveland Clinic Florida Research & Innovation Center (FRIC)** in Port St. Lucie, led by Dr. Michaela Gack, is a cutting-edge research institute dedicated to advancing medicine and saving lives through groundbreaking research, discovery and innovation. Researchers work to expedite the timeline of translating basic science discovery to treatments that can extend human life and improve the efficiency of healthcare delivery. Currently, more than 100 scientists and staff are employed at FRIC, investigating the mechanisms and manifestations of infectious and inflammatory diseases and designing novel cancer therapeutics that are urgently needed.

The **Florida International University Center for Translational Science (CTS)** is a biomedical research center in Port St. Lucie focusing on lung, vascular & airway disease (COPD, congenital heart disease); brain injury & aging (Alzheimer's, multiple sclerosis, brain tumors); inflammation, infection, & immunity; bioinformatics; and metabolism. CTS had 13 labs and 75 employees in 2023 and ultimately plans to expand to 25-30 labs and employ 250-300 scientists and staff. FIU offers local high school and Indian River State College students research opportunities through summer internship and undergraduate programs.

Florida Atlantic University Harbor Branch Oceanographic Institute (HBOI) in Fort Pierce is one of the nation's premier oceanographic centers. HBOI is home to approximately 200 ocean scientists, staff and students and drives innovation in marine ecosystem conservation, ocean health, human health, aquaculture and national defense. One of the institute's areas of research of particular importance to the Treasure Coast and other coastal communities is on harmful algal blooms and their impact on human health and ocean health. The Marine Biomedical & Biotechnology Research Program uses marine biotechnology to improve the human condition through the discovery of natural products useful in the development of improved medicines.

The **University of Florida Institute of Food and Agricultural Sciences Indian River Research and Education Center (IRREC)** and the **US Department of Agriculture Agricultural Research Service** have facilities in Fort Pierce. IRREC studies aquaculture, aquatic science, citrus horticulture, entomology, plant pathology, plant root biology, postharvest technology, smart irrigation and soil and water science. Today, IRREC is known internationally for cutting-edge research, extension programs, and as a research source for graduate students.

1 | Aquaculture tank at Harbor Branch 2 | Dr. Michaela Gack 3 | FIU's Center for Translational Science offers research opportunities to local students. 4 | Cleveland Clinic Florida Research & Innovation Center 5 | UF/IFAS Indian River Research & Education Center 6 | FAU's Harbor Branch Oceanographic Institute 7 | Florida International University Center for Translational Science



MILESTONES



Treasure Coast Food Bank broke ground in February for a 132,000 SF warehouse and distribution center in Fort Pierce. When completed, the facility will allow the nonprofit to consolidate its operations, add programs, and hire an additional 53 people.



Cheney Brothers celebrated the opening of its 367,000 SF distribution center and food service warehouse at Legacy Park at Tradition in January with a lavish party featuring the broadline food distributor's food and libations. Cheney Brothers started 2024 with more than 200 employees on staff and many more in the hiring pipeline.



Having completed interior buildout and begun equipment installation during the latter part of 2023, Accel International began hiring for the company's advanced manufacturing facility. The EDC assisted with three days of job fairs in January which drew hundreds of applicants.



BROADRANGE
LOGISTICS

In May, CBRE announced that the 1 million SF Interstate Crossroads Logistics Center along I-95 in Fort Pierce had been leased to BroadRange Logistics, a fast-growing national third-party logistics warehousing and service provider. The transaction was the largest industrial lease in Florida to date. The EDC has been fielding a significant number of leasing inquiries on behalf of the multiple Class A facilities recently completed in our county. Other industrial leases have been to Ferguson, Florida Forklift, Next Plumbing Supply, Ox Flooring, Town & Country Industries and Heritage.





Construction is progressing on the manufacturing facility for **OCULUS Surgical** in the Tradition Center for Commerce.



Also in February, the **Treasure Coast Food Bank** broke ground for its 132,00 SF multifunctional warehouse and distribution facility at the Orange 95 Commerce Center in Fort Pierce.

UNDER CONSTRUCTION



In February, **APP Jet Center** at Treasure Coast International Airport broke ground on 30,000 SF of new hangars and an extensive renovation of the fixed base operator's facility. **Plus One Air** is also planning to add a 15,600 SF hangar to its TCIA footprint.



Tenet Healthcare's 54-bed **Florida Coast Surgical Hospital** is under construction on Becker Road at Florida's Turnpike, photos from March, at left, and May.

Also under construction:

- Dragonfly Commerce Park
- Glades Commerce Center
- LactaLogics interior buildout & equipment installation
- Legacy Park at Tradition cold storage facility
- Pursuit Boats expansion
- Tradition Commerce Park
- Twin Vee expansion



COMPLETED PROJECTS



The **Glades Logistics Park** by Seefried Industrial Properties is at the intersection of Midway Road and LTC Parkway. Two buildings, one 195,200 SF and one 161,700 SF, are available for lease.



The two buildings that make up the **South Florida Logistics Center 95** by Stonemont Financial were completed in early 2024. The 245,511 SF building is under contract and the 1.14 million SF building, St. Lucie County's largest building, is available for lease.



The 520,000 SF office and cross-dock warehouse facility by the Sansone Group in **Legacy Park at Tradition** was completed in early 2024 and is currently leasing with space divisible from 150,000 SF.



Total Truck Parts opened their new 5,000 SF showroom, parts and service facility on Glades Cut Off Road in Port St. Lucie this spring and the company is planning a grand opening celebration in July. This is the South Florida based company's largest facility and increases by 300% Total Truck Parts' ability to service their Treasure Coast customers.

Also completed in the first half of 2024 were the **Arcosa Meyer Utility Structures** facility in unincorporated St. Lucie County, built by Proctor Construction and Wolflube Equipment's warehouse. Arcosa Meyer manufactures utility poles. **Wolflube Equipment** provides comprehensive solutions in fluid handling and offers international distribution of its equipment from its new 30,000 SF warehouse, distribution center and headquarters in Fort Pierce.

Newspapers, TV, radio, magazines, trade press and newsletters, podcasts, online Coverage related to the EDC broke records with more than 86 stories reported from January through May of this year. Florida Trend published a 25-page special report on St. Lucie County, calling us a “symbol of economic prosperity.” Hometown News suggested that the EDC deserved to take “a victory lap.” Site Selection magazine noted we were a “market to watch” in its story about talent attraction.

- American Journal of Transportation
- Aviation Online
- Business Facilities
- City Biz
- Commercial Observer
- Commercial Property Executive
- Florida Trend/Business Florida
- El Hispano
- Hometown News
- LBM Journal
- NAIOP South Florida newsletter
- Next Stop Fort Pierce podcast
- Port St. Lucie City Manager's newsletter
- RE Business Online
- St. Lucie Voice
- Site Selection magazine
- SpotonFlorida.com
- Trade & Industry Development
- TreasureCoast.com
- Treasure Coast Business
- Treasure Coast Newspapers/TCPALM
- WFLA Orlando
- WIOD 610 News Radio
- WPBF
- WPEC/CBS 12
- WPTV
- WQCS radio

Florida Trend
FLORIDA'S BUSINESS AUTHORITY

EDC and Project LIFT partner up for workforce readiness

BUSINESS FACILITIES

Costco To Develop Cold, Dry Storage Depot In Port St. Lucie, FL

Florida Trend
FLORIDA'S BUSINESS AUTHORITY

LOGISTICS

Costco will employ more than 500 at 1.87-million square foot cold and dry distribution facility plans for Sansone Group's Leg Park at Tradition after receiving government incentives.

WPTV
WEST PALM BEACH

Hundreds of jobs coming to Port St. Lucie with development of new Costco facilities

By Wicker Peris

Less than six years in, the Southern Grove 'jobs corridor' in Port St. Lucie is almost full

St. Lucie County

By Jeff Ziser

Conveniently located between South and Central Florida, St. Lucie County has become a symbol of economic prosperity. With ample developable land, an able and educated workforce, business and regulatory friendly leaders, growing tech and health sectors, a thriving tourism and cultural scene, and an unparalleled lifestyle found in few other Florida communities, this center of Florida's "Treasure Coast" has become the new home for many business owners, managers and families alike and increasingly calling this center of Florida's "Treasure Coast" their home. For this and many other reasons, St. Lucie County is open for business.

WPTV
WEST PALM BEACH

Richard Tambone wins EDC's Hegener Leadership Award

WPTV
WEST PALM BEACH

Treasure Coast Food Bank breaks ground on new multi-functional facility

12 NEWS

As Port St. Lucie's population grows, the city's economic landscape is transforming

ST. LUCIE VOICE

Cleveland Clinic lab approaches 100-worker goal well ahead of schedule

Florida Trend

Hundreds of jobs coming to Port St. Lucie

COMMERCIAL OBSERVER

Silverman Group Secures 1M SF in Major Florida Industrial Lease

WQCS 89.5 FM

APP Jai Center Announces Further Expansion at Treasure Coast International Airport

BUSINESS FACILITIES

PPL Firm Enters South Florida With 1 MSF Lease

BUSINESS FACILITIES

SL Industrial Partners broke ground on Interstate Crossroads Logistics Center in 2021. Image courtesy of CBRE

St. Lucie News Tribune

Tambone

BUSINESS FACILITIES

SOUTH FLORIDA VENTURE CAPITAL - LactaLogics Closes \$82M Financing

EDC OF SLC

EDC of SLC takes well-deserved victory lap

CITYBIZ

SOUTH FLORIDA VENTURE CAPITAL - LactaLogics Closes \$82M Financing

TRADE & INDUSTRY DEVELOPMENT

Fl Costco Cold and Dry Storage Depot to Bring More Than 500 Jobs to St. Lucie County

WPTV
WEST PALM BEACH

Cheney Brothers distribution center opens in Port St. Lucie, set to create 700-800 new jobs

Commercial Property Executive

Enters South Florida With 1 MSF

EDC IN THE NEWS



TELLING THE ST. LUCIE COUNTY STORY



On the road and at home, the EDC took advantage of multiple opportunities to showcase the benefits of doing business in St. Lucie County.

In May, the EDC sponsored the spring SIOR (Society for Industrial and Office Realtors®) in Fernandina Beach. Pete Tesch, Kadian Knight and Rachel Savela promoted St. Lucie County's abundant Class A industrial options.



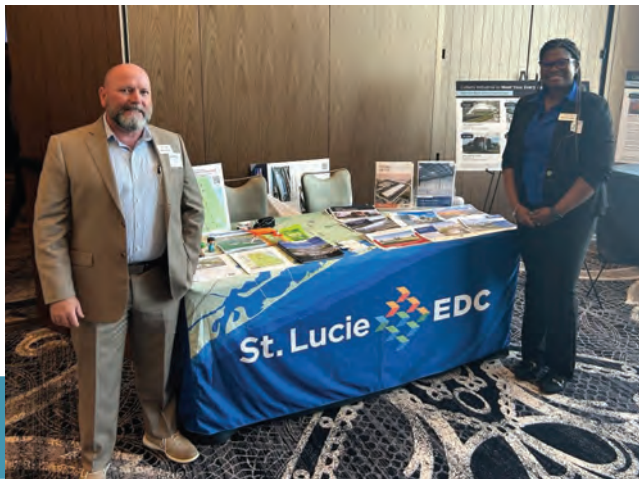
NAIOP's now annual Treasure Coast update was well attended. Wes and EDC board member Jill Marasa were guest speakers and Maureen Saltzer and Kadian manned our well-appointed booth.



Pete was a featured speaker at a sold-out CREW (Commercial Real Estate Women) Network luncheon in Martin County in May.

In February, Maureen assisted Elijah Wooten in answering City of Port St. Lucie residents' questions about economic development and business growth (as well as plugging the EDC's #WorkLocalStLucie program) during the annual Citizens Summit.

Over the last six months, the EDC also made numerous presentations to the new HR and Business Leaders Council of Florida, Marine Bank, Seacoast Bank, Associated Builders & Contractors, and the St. Lucie County Citizens Academy.



In March, Wes McCurry and Kadian attended the Commercial Industrial Association of South Florida's Industrial Event and Trade Show in Coral Gables.



TELLING THE ST. LUCIE COUNTY STORY

ADVERTISING & MARKETING



10th Annual PETE HEGENER LEADERSHIP AWARD

This prestigious award is presented annually to a dedicated business leader who has made significant contributions to St. Lucie County's economy and quality of life. The recipient of the award exemplifies the qualities of a visionary, a trusted role model and leader whose inspiration and achievements inspired the quality of life creation and economic vitality. Pete Hegener was a pillar of the community, having played a key role in the development of western St. Lucie County and Tradition. He passed away in 2012, but his legacy is recognized through this award.

On April 18, 2024, the Economic Development Council of St. Lucie County had the honor of presenting the 10th Annual Pete Hegener Leadership Award to Richard Tambone.

The Tambone Companies, led by Richard Tambone and Lori Blais Tambone, P.E., served as the master developer for the City of Port St. Lucie after the city acquired the 1,200-acre Southern Grove Jobs Corridor. Selected as a joint venture partner for an initial 84 acres, Richard's understanding of the market for commercial and industrial property, his extensive connections with potential buyers and developers, and his marketing expertise surpassed the expectations of the city's leaders. At the start of Richard's involvement, the Tradition Center for Commerce vacant land, Richard was also instrumental in the location of Chaney Brothers' project in 2022, more than 10 new projects had been announced for the site at all the northern end of the Jobs Corridor. Additionally, Richard's outreach was vital when the city and county were seeking voter authorization to extend job growth incentives. Today, Richard and Lori are developing the 61-acre Orange 95 Commerce Center in Fort Pierce, future home to a new state-of-the-art facility for the Treasure Coast Food Bank.

FINALISTS			SEMI-FINALISTS		

St. Lucie EDC
www.yourEDC.com

The Economic Development Council's **SUCCESS** is only possible with the help and support of our investors and partners. The time, talents and resources contributed by the EDC's Board of Advisors, Chairman and President level partners are essential to our mission of enriching the economic vitality of St. Lucie County.

Partnership is not a posture but a process - a continuous process that grows stronger each year as we devote ourselves to common tasks.

— John F. Kennedy

IMPOSSIBLE **POSSIBLE**

Board of ADVISORS

Chairman-Level INVESTORS

President-Level INVESTORS

The EDC is proud to play a role in building business in St. Lucie County. For more information about how the EDC can help your business or to learn about becoming part of the EDC, visit www.YourEDC.com

DISCOVER St. Lucie County, Florida

Home to Port St. Lucie, the #10 fastest-growing large city in the U.S.
— U.S. Census Bureau July 2020 - July 2021

6+ million square feet of Class A industrial space with almost 4 million available for immediate occupancy

EXPLORE these great facilities here

Regional workforce of 315,000+

St. Lucie EDC
www.yourEDC.com

2023 EXCELLENCE IN ECONOMIC DEVELOPMENT AWARD WINNER

St. Lucie County, Florida WELCOMES ACCEL INTERNATIONAL

a global provider of high-performing conductors to our growing manufacturing community.

Accel International joins A-1 Industries of Florida, Advanced Machine & Tool, Contender Boats, LactaLogics, Maverick Boat Group, OCULUS Surgical, Pursuit Boats, TAMCO and many more

Why St. Lucie?

- Fast-growing regional workforce of 315,000+
- Public schools offer 58 career & technical programs
- In 2023, 3,151 high school seniors graduated with 3,404 certifications
- Aspen-award-winning state college graduated 80+ career & technical programs
- Florida's newest most technologically advanced workforce training center recently opened to support the demand for trained manufacturing employees
- Class A industrial space available now for immediate occupancy

St. Lucie EDC
72.324.2014 | www.yourEDC.com



TELLING THE ST. LUCIE COUNTY STORY

ADVERTISING & MARKETING

Class-A Industrial in the ❤️ of SE Florida

6 MILLION SF with immediate access to I-95 & Turnpike

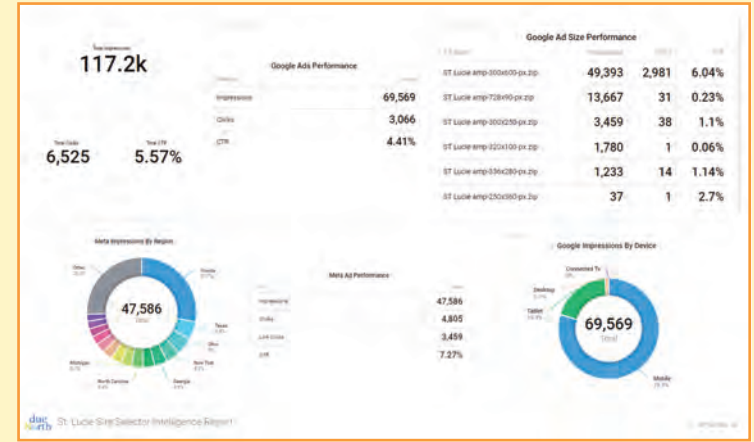
St. Lucie EDC

[Learn More](#)

“This is one of the best campaigns I’ve ever seen!”

– Trade & Industry Development sales representative

Once again, the 3-month digital extension advertising on Trade & Industry Development’s website broke records for click-thru rates. These ads followed visitors to the magazine’s website around on Google and Facebook and served up 117,200 impressions.



The EDC posts on Facebook and LinkedIn make big impressions. The Hegener Award nominee post for Will Armstead of the Boys & Girls Clubs of St. Lucie County had 8,100 Facebook impressions and 523 on LinkedIn. The post congratulating CBRE on the lease for the Interstate Crossroads Logistics Center had 3,076 on LinkedIn and 1,500 on Facebook.

Economic Development Council of St. Lucie County
Published by Maureen Saltzer · May 20 at 1:09 PM · 🌐

🎉 Congratulations to CBRE’s Robert Smith, Kirk Nelson, Jeffrey Kelly, David J. Murphy and Monica Wonus for signing [BroadRange Logistics](#) to a lease at the 1-million-square-foot Interstate Crossroads Logistics Center in Fort Pierce!

According to Commercial Property Executive, this deal was the largest industrial commitment this year in the entire State of Florida! 🌟

Read more at: <https://www.commercialsearch.com/.../3pl-firm-enters.../>

#3... See more

Economic Development Council of St. Lucie County
Published by Maureen Saltzer · April 5 · 🌐

The Economic Development Council of St. Lucie County will present the Pete Hegener Leadership Award on April 18, 2024.

While this prestigious annual award goes to only one person, we wanted to take this opportunity to introduce all 10 of this year’s nominees in social media posts between April 4 and April 17. Each of these nominees inspire us and they’ve all made significant contributions to the St. Lucie County community.

Will Armstead, Chief Executive Officer, Boys & Girls... See more



CANDY'S LAND

For 20 years, Candy Marlow was the heart of the EDC. Working under three presidents, through good times and not-so-good times, Candy always provided world-class service to our investors, organized amazing events and provided wise guidance to us all. But, there was one event that (miraculously) took her by surprise – her going-away party on December 13. Candy's co-workers, EDC board members past and present, friends and family sent her into retirement in style, along with a trip for two to Iceland.



INSIDE THE



The EDC added to its collection of awards in April. Our update of www.YourEDC.com received statewide recognition with the top innovation in marketing award for websites from the Florida Economic Development Council. Fun fact: We also won this award in 2021 for our previous website update.



The **Jenn DuBey Career & Technical Education Scholarship Fund** has raised more than \$75,000 so far and made its first grants this spring, funding students taking CDL courses through the Treasure Coast Food Bank's program. The \$4,500 granted from the fund paid for six students to take the CDL licensing exam. To donate to the fund, scan the QR code or visit <http://bit.ly/3VxdEy0>.





WE'RE MIXING IT UP!

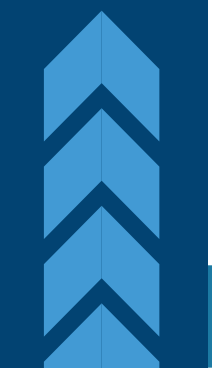
Under the leadership of the EDC's new chair, Azlina Goldstein, we've made a few changes to EDC investor events. Instead of holding our May board meeting remotely, we invited the EDC directors to an in-person event to conduct a little bit of business and then celebrate the opening of Accel International, an EDC project that will employ 125 in a new state-of-the-art manufacturing facility at the Tradition Center for Commerce. And, our June lunch was held in collaboration with the Business Development Board of Martin County and the Economic Council of Martin County with a program presented by Bank of America that brought the bank's senior investment strategist, David Koh, to the Treasure Coast for an exclusive program on Opportunities and Risks on the Economic Horizon. Our June board meeting was held at BBL's Courtyard by Marriott, followed by cocktails and conversation at the Recovery Sports Grill. Our August 6 partners lunch will be held at the district offices of St. Lucie Public Schools.



ON THE MOVE

The EDC relocated from our longtime home at Indian River State College's Pruitt Campus to a suite of new offices above Seacoast Bank on Gatlin Boulevard in Port St. Lucie. Our phone number also changed to 772-324-2014 (we chose 2014 because it's the year Pete Tesch became the EDC's president). Special thanks to Project LIFT for assisting with the move, Robert Barfield and Seacoast Bank for making their offices available, and Comcast's Neil Morgan who worked hard to get our internet services connected (which wasn't as easy as we thought it would be).





STRATEGIC DOING™ 2024

The EDC's board of directors and a few important guests met for a half-day in May on a new iteration of Strategic Doing™. This time the group explored the question "As we envision the future of our St. Lucie EDC, what are the most impactful ways our board's unique assets could grow our influence our effectiveness as the community's economic development thought leader and champion for quality jobs, bolster our advocacy for critical community support systems, and strengthen our investor appeal." Multiple breakout groups are currently working on opportunities around these issues.



CAREER & TECHNICAL EDUCATION

Over the last six months, the EDC has been able to significantly increase its engagement with St. Lucie Public Schools. Thanks to our new team member Anita Fischer, a loaned executive from Project LIFT, we were able to assist the district with two extremely successful student career fairs plus spearhead multiple tours of the district's outstanding Career & Technical Education (CTE) program. The student career fairs introduced more than 1,000 juniors and seniors to 85 local employers.

The CTE tours flipped the script a little from our counselor tours, which brings high school counselors and CTE teachers to local businesses. This time we brought the businesses to the schools so employers could experience the variety and depth of the career training available through our school district. The businesses visited Port St. Lucie, Treasure Coast and Centennial high schools. One employer was so impressed he hired a student after meeting him during a tour of the Marine Outboard Training Program.



#WORKLOCALSTLUCIE

The #WorkLocalStLucie initiative continues to grow. We are constantly adding employers to the career exploration section of our website and our weekly featured job posts make an impression – in some cases thousands of them. Our social media post in April for machine operators for Accel International was seen by more than 8,000 people. A June post for a sales manager for A-1 Industries of Florida reached more than 1,100.



2024 PETE HEGENER LEADERSHIP AWARD



Award finalists Richard Tambone, Peter Crane representing the late Anthony F. Sansone Sr., and Travis Leonard.

Presented by:
BANK OF AMERICA 

The recipient of the Pete Hegener Leadership Award exemplifies the qualities of the Tradition developer who passed away in 2012: a visionary, a trusted role model and leader whose inspiration and achievements impact the quality of job creation, economic vitality and business growth.

In 2024, the tenth annual award was presented to Richard Tambone, president of the Tambone Companies and the master developer for the City of Port St. Lucie's jobs corridor. The Leadership Dinner, presented by Bank of America, was celebrated on April 18 at Harbour Ridge Yacht & Country Club.

Selected by the City of Port St. Lucie as a joint venture partner for an initial 84 acres in Southern Grove, Richard's understanding of the market for commercial and industrial property, his extensive connections and his marketing expertise surpassed expectations. At the start of Richard's involvement, the Tradition Center for Commerce had just one tenant. By 2022, more than 10 new projects had been announced for the once vacant land. Richard was also instrumental in the location of Cheney Brothers' new facility. Today, the Tambone Companies are developing the 61-acre Orange 95 Commerce Center in Fort Pierce.



Dennis Corrick from Dean Mead poses with the nominee poster of his colleague Lee Dobbins, a Hegener Award semi-finalist.



Hegener Award finalist Travis Leonard gets a kiss from his wife, Genia, during the screening of the finalists' video.



Ed Massey, first recipient of the Hegener Leadership Award, with his wife Jo during the pre-dinner cocktail party.



The Bank of America table



Richard Tambone holding the Hegener Leadership Award, his wife Lori Bliss Tambone, PE, is on the left; with Bank of America's Tammy Matthew (far left) and Susan Rabinowitz (far right)



A & G Concrete Pools Table

EXCEL UPDATE

LEADERSHIP TEAM



Phil Doumar
Chair
Doumar Insurance



Roxane Peters
Professional Development/Outreach
SouthState Bank



Greg Iannelli
Events & Corporate Relations
Enterprise Fleet Management



Doug Gordon
Banyan Development Partners



Crystal Perez
TD Bank



Rachel Savelle
St. Lucie EDC



Jessica Taylor Storey
Taylor Realty Advisors



Logan Wellmeier
Dean, Mead, Minton & Moore

EDC EXCEL was established to connect the next wave of leaders, decision makers, business drivers and entrepreneurs with established leaders in the region, further cultivating participants' leadership skills, career path development and meaningful business connections.



EDC EXCEL SPORTING CLAY TOURNAMENT

The third annual tournament held at Quail Creek Sporting Ranch in January, with Hi-Tide Boat Lifts as the title sponsor, was another sold-out success! Proceeds from the event help defray the costs of presenting the EXCEL Speaks leadership seminars.



1



2



3



4

1 | Top scoring team, from Remnant Construction 2 | Ross Tucker checking out the auction items 3 | Kelly Johnson, top scoring female shooter 4 | The Hi-Tide Boat Lifts team

TOURS

In May, EXCEL members toured Project LIFT's main facility in Palm City. Project LIFT also operates a program in Fort Pierce. The nonprofit's mission is to change the lives of at-risk teens through counseling, mentoring and vocational skills training.



In June, the emerging leaders set sail with FAU Harbor Branch for a private wildlife experience on the Indian River.



UPCOMING EVENTS

SEPT. 17 | The EXCEL Speaks Series continues with **Achieving Infinite Influence: How Leaders Engage, Empower and Retain a Diverse, High-Performing Team** with inspirational speaker and author Alyson Van Hooser. Reserve today at <http://bit.ly/3KsJSUj>

JAN. 24 | The fourth annual EDC EXCEL Sporting Clay Tournament



BOARD OF DIRECTORS

- Mike Adams, *Adams Ranch*
- Michael Ansorge, *OCULUS Surgical*
- Nicolas Apfelbaum, Esq., *Apfelbaum Law*
- Will Armstead, *Boys & Girls Club of St. Lucie County*
- Terissa Aronson, *St. Lucie County Chamber of Commerce*
- Robert Barfield, *Seacoast Bank -- Chair-Elect*
- Brian Bauer, *CareerSource Research Coast*
- Chirag Choudhary, MD, MBA, *Cleveland Clinic*
- Javier Cisneros, PE, *Fort Pierce Utilities Authority*
- Ian Cotner, *AT&T Florida*
- Peter Crane, *Sansone Group*
- Marshall Critchfield, *Florida Power & Light Co.*
- Lee Dobbins, Esq., *Dean, Mead, Minton & Moore/TCMA*
- Phil Doumar, *Doumar Insurance/EXCEL*
- Chris Fogal, CPA, *Carr, Riggs & Ingram -- Past Chair*
- Azlina Goldstein, Esq., *GL Homes -- Chair*
- Canieria Gardner, MBA, *Incubate Neighborhood Center*
- Laura Hamel, *BBL Hospitality*
- Justin Horoszko, MBA, *FIU Center for Translational Science*
- Rod Kennedy, PE, *Engineering Design & Construction*
- Richard Kolleda, *FACHE, Spherion*
- Ken Krasnow, *Colliers International*
- Leslie Kristof, MBA, *Keiser University*
- George Landry, *St. Lucie County*
- Rob Lord, Esq. - *Chair Emeritus*
- Jill Marasa, *Ashley Capital*
- Alex Masmela, MBA, *HCA Florida Lawnwood Hospital*
- Tammy Matthew, *Bank of America*
- Jesus Merejo, *City of Port St. Lucie*
- Nick Mimms, *City of Fort Pierce*
- Neil Morgan, *Comcast Business*
- Brandon Nobile, *Remnant Construction*
- Cara Perry, *Florida Atlantic University*
- Roxanne Peters, *SouthState Bank*
- Jonathan Prince, PhD, *St. Lucie Public Schools*
- Michael Rem, PE, *JBL Asset Management*
- Staci Storms, *Broward, Palm Beaches & St. Lucie Realtors®*
- Richard Tambone, *Tambone Companies*
- Peter Tesch, *Economic Development Council*
- Andy Treadwell, *Indian River State College -- Secretary*
- Shrita Walker, *MIDFLORIDA Credit Union -- Treasurer*
- Jeremy Wiernasz, *PGA Golf Club*
- Kara Wood, *Hi-Tide Boat Lifts*
- Bob Zaccheo, *LMHC, Project L.I.F.T.*

EXECUTIVE COMMITTEE



Azlina Goldstein, Esq.
Chair
GL Homes – Riverland



Robert Barfield
Chair-Elect
Seacoast Bank



Shrita Walker
Treasurer
MIDFLORIDA Credit Union



Andrew Treadwell
Secretary
Indian River State College



Chris Fogal
Immediate Past Chair
Carr, Riggs & Ingram



Pete Tesch, President
Economic Development Council



Rob Lord, Esq.
Chair Emeritus



Chirag Choudhary, MD, MBA
Cleveland Clinic



Javier Cisneros, PE
Fort Pierce Utilities Authority



Alex Masmela
HCA Florida Lawnwood Hospital



Jonathan Prince, PhD
St. Lucie Public Schools



Bob Zaccheo, LMHC
Project L.I.F.T.





Will Armstead

Will Armstead leads an organization that has 25 locations around the county and serves more than 16,000 youth annually, the Boys & Girls Clubs of St. Lucie County. Will has been at the forefront of community development and youth empowerment for many years. In 2015, he assumed the position of CEO, steering the organization with a passion for nurturing the potential of young individuals and fostering

positive change within our community. Under Will's dynamic leadership, the nonprofit has flourished and currently employs more than 200. Will's commitment to creating a supportive and empowering work environment has led to the organization receiving the prestigious "Best Places to Work" award for multiple consecutive years.



Chirag Choudhary, MD, MBA

On March 1, 2024, Dr. Chirag Choudhary was appointed vice president and chief medical officer at Cleveland Clinic Tradition Hospital. He previously worked as an ICU intensivist at Cleveland Clinic's main campus in Ohio and had leadership roles in critical care during the pandemic, successfully standardizing critical care practices across Ohio and Florida.

Dr. Choudhary's experience includes 15 years in healthcare leadership at Cleveland Clinic, including as chief medical officer of Euclid Hospital, director of critical care for the Ohio East Region, associate medical director of ICU operations for Ohio and Florida, medical director of respiratory therapy at Marymount Hospital, and medical director of the ICU at Marymount Hospital.



Canieria Gardner, MBA

As chief executive officer of the Incubate Neighborhood Center (INC) since 2021, Canieria Gardner leads this nonprofit organization designed to revitalize distressed communities of color through a community hub model that implements multi-generational entrepreneurial, workforce, and home-ownership programs with the goal of building community wealth and

economic self-sufficiency. INC's Workforce Reimagined program connects Lincoln Park residents to pipelines of education, workforce training and employment opportunities. Prior to joining INC, Canieria served as, first, program manager and then executive director of Up Against Poverty in Fort Pierce. She also volunteers as vice president with Impact 100 St. Lucie and holds an MBA from Nova Southeastern University.



Laura Hamel

Laura Hamel is vice president of operations and regional manager for BBL Hospitality. BBL owns and operates three businesses in Tradition – the Courtyard by Marriott Port St. Lucie, Homewood Suites Port St. Lucie and the Recovery Sports Grill – and also owns land currently under development. BBL Hospitality is a multi-brand hotel and restaurant company

that owns, operates, and develops facilities along the east coast of the United States, including 21 hotels and the Recovery Sports Grill chain of sports-themed restaurants with 13 locations in five states. Laura previously served as a board member on the Treasure Coast Sports Commission, working to promote our region as a destination for sporting events.





Jill Marasa

While EDC board director is a new role for Jill Marasa, she has been an integral part of our organization since late 2016 when she joined the EDC as vice president of business retention and expansion. In April 2022, Jill accepted the position of director of development – Treasure Coast with Ashley Capital, one of the largest privately held real estate investment companies in the United States. Prior to joining the EDC,

Jill worked for the Business Development Board of Martin County as business development and finance manager. Jill also serves on the board of the Stuart/Martin County Chamber of Commerce and is a past board member of the Marine Industries Association of the Treasure Coast, Florida Economic Development Council, and Junior Achievement of the Palm Beaches and Treasure Coast.



Justin Horoszko, MBA

Justin Horoszko is the senior director of finance and administration for the Florida International University Center for Translational Science in Tradition. Justin has more than 20 years of experience leading and managing large research operations departments/ centers and teams. His expertise involves in-depth direct management of finances, human resources, community/ marketing/ philanthropy

development, facilities operations, environmental health and safety compliance and research grant funding mechanisms. The FIU Center for Translational Science is an important part of the university's focus on training the next generation of scientists and doctors and conducts research in lung disease, brain injury and aging, inflammation, infection, metabolism and more.



Ken Krasnow

Ken Krasnow serves as vice chairman of institutional investor services for the Florida region for Colliers International. He is responsible for developing key client relationships, leading major projects and transactions, and recruiting new talent. Ken brings more than 30 years of expertise in the commercial real estate industry, offering an exceptional level of on-the-ground

market knowledge. Since joining Colliers as market leader in 2015, Ken has overseen the tremendous growth of the business from fewer than two dozen professionals to more than 150. Ken has been recognized by Real Estate Weekly as one of the Top 50 Leaders in Commercial Real Estate, as one of the Next Great Leaders by Real Estate Forum and listed as one of Florida Trend's Florida 500 Most Influential Business Leaders.



Michael Rem, PE

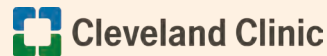
At JBL Development, Michael Rem is responsible for diligence, underwriting, entitlement, design, financing, procurement, construction, and leasing. His experience in the industry provides credibility with construction trade contractors. And, he is a licensed Professional Engineer, providing the same credibility with design professionals. Michael leverages

15+ years of experience in the development industry to deliver complex projects on schedule and on budget, including the Interstate Commerce Center in Fort Pierce. He has implemented a wide variety of projects throughout his career, including neighborhood creation and redevelopment, ground-up building construction, heavy infrastructure, and public open space. From 2012-2014, Michael was an executive with the New York City Economic Development Corporation.



INVESTORS & UPGRADES

BOARD OF ADVISORS



CHAIRMAN-LEVEL INVESTORS



NEW INVESTORS & UPGRADES*

BOARD OF ADVISORS LEVEL

- Project LIFT (upgrade)
- Seacoast Bank (upgrade)

CHAIRMAN LEVEL

- Colliers International
- Engineering Design & Construction (upgrade)
- JBL Asset Management (upgrade)
- Stonemont Financial Group (upgrade)

PRESIDENT LEVEL

- Dragonfly Investments
- Keiser University (upgrade)

LEADERSHIP LEVEL

- Kosan Associates (upgrade)
- The Silverman Group
- Underwater Engineering Services, Inc.

CORPORATE LEVEL

- 8th Avenue Studios
- Bray Commercial Services, LLC (upgrade)
- Boys & Girls Clubs of St. Lucie County (upgrade)
- CBRE (upgrade)
- Chase Bank (upgrade)
- C.W. Roberts Contracting (upgrade)
- Clear SEM Solutions (upgrade)
- Creative Catering (upgrade)
- Dale Sorensen Real Estate
- Enterprise Fleet Management (upgrade)
- EP Café, LLC
- Florida Community Health Centers (upgrade)
- Grace Way Village (upgrade)
- Holiday Inn Express & Suites (upgrade)
- Incubate Neighborhood Center
- Indrio & I95 Development
- Level 4 Telecom
- Lightbridge Academy of Port St. Lucie
- The Porch Factory
- REG Architects, Inc.
- Sandpiper Bay Resort (upgrade)
- Staybridge Suites of Vero Beach (upgrade)
- Synovus (upgrade)
- Treasure Coast Lexus (upgrade)
- UES (upgrade)
- Victory Musical Instruments
- YMCA of the Treasure Coast

AMBASSADOR LEVEL

- Planning & Economic Strategies
- Websuited

*New investors and upgrades June 22, 2023 – June 14, 2024





EDC Partner Lunch Meetings

Most held at the MIDFLORIDA EVENT CENTER | 11:30AM-1PM

- August 6 | St. Lucie County School District Office
- September 17
- October 8
- December 3
- January 7, 2025

Leaders on the Links

PGA Golf Club, 1916 Perfect Drive, Port St. Lucie

Thursday, October 24 | Reception & Auction | 6-9PM

Friday, October 25 | Golf Tournament | 7:30AM

EDC EXCEL

2024 Speaker Series Seminar

September 17 | 7:30AM-11:30AM

Featuring speaker, author, and leadership expert

Alyson Van Hooser

MIDFLORIDA Event Center,

9221 SE Civic Center Place, Port St. Lucie

4th Annual Clay Shoot

January 24, 2025

Quail Creek Sporting Ranch, 12399 NE 224th Street,
Okeechobee

EDC'S 11TH ANNUAL LEADERSHIP DINNER

May 8, 2025

Featuring presentation of the Pete Hegener Leadership Award

Nomination forms will be available in early 2025

Harbour Ridge Yacht & Country Club,

12600 Harbour Ridge Blvd., Palm City

PAST HEGENER AWARD WINNERS

- **Ed Massey**, *Indian River State College*
- **Tom Wilkinson**, *Seacoast Bank*
- **Mark Robitaille**, *Martin Health System*
- **Michael Minton**, *Dean, Mead, Minton & Moore*
- **Alto "Bud" Adams**, *Adams Ranch*
- **Ken Pruitt**, *State Senator, State Representative, and Property Appraiser*
- **Tammy Roncaglione**, *CenterState Bank*
- **Rob Lord**, *Cleveland Clinic Martin Health*
- **Russ Blackburn**, *City of Port St. Lucie*
- **Richard Tambone**, *Tambone Companies*



The Economic Development Council of St. Lucie County, Inc. 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 and expansion of existing businesses and attraction of new businesses to St. Lucie County, in partnership with



The EDC is uniquely positioned to help your expanding or relocating business take full advantage of available resources, including:

- Site Selection
- Permitting Assistance
- Incentive Programs
- Demographics & Market Research
- Workforce Development Assistance
- Connections to Public/Private Resources
- Training Grants

CONTACT US

Economic Development Council
of St. Lucie County, Inc.
1790 SW Gatlin Boulevard, Suite 202
Port St. Lucie FL 34953
(located on the second floor of Seacoast Bank)

772-324-2014 **WWW.YOUREDC.COM**

Photos of Treasure Coast International Airport courtesy of St. Lucie County



Pete Tesch,
President



Wes McCurry,
Sr. Vice President



Maureen Saltzer,
*Director Communications
& Outreach*



Rachel Savela,
*Director Investor
Engagement*



Kadian Knight,
Business Manager



Anita Fischer,
*Director Workforce
Readiness*



Staci Storms,
*Investor Development
Consultant*

