



Economic Impact Analysis

2017 - 2024

Report to Investors

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Introduction

This analysis computes the economic impact of the Economic Development Council, EDC of St. Lucie County for 8 years from 2017 through 2024 for new and retained jobs from 64 projects. The economic impact of future jobs from commercial and industrial parks is also included.

Economic impacts were computed by an Input/Output (I/O) model created for St. Lucie County. The model is based on IMPLAN® data. IMPLAN® is the most widely used system in the USA to compute impacts. Impacts accumulate each year through 2024 and data is shown in 2025 dollars.

Tax revenue impacts do not include reductions in revenue due to tax abatements but do include all the indirect and induced tax revenue as jobs multiply through the community. Tax revenue may be reduced through tax abatements, but these incentives create the jobs that create much larger indirect and induced impacts than just the project itself.

New and retained jobs are based on company responses to confirm projected total employment for each project announced over the past 8 years. Future jobs are based on space available in parks and a forecast of what industries will be attracted based on the EDC's 8 years of history.

Economic impacts include “direct, indirect, and induced” impacts. The “direct” impact is the number of jobs created, or retained. “Indirect” impacts come from the purchase of goods and services, business-to-business. As all those impacted by the jobs spend their earnings, there are “induced” impacts. **Table 1** shows that economic impacts are measured by: jobs, income, value added, and output (business activity). Impacts also include spending, savings, and taxes.

**Table 1: Annual Total Economic Impact
New, Retained, and Estimated Future Jobs
\$2025**

Impact Measure	64 Projects	Future Jobs
Jobs	21,721	6,981
Income	\$1,232,307,745	\$348,971,627
Value Added	\$1,870,544,897	\$534,358,425
Output	\$4,364,437,882	\$1,143,711,134
Disposable Income	\$1,080,733,892	\$306,048,117
Consumer Spending	\$992,113,713	\$280,952,171
Savings Deposit Potential	\$47,552,291	\$13,466,117
St. Lucie County Tax Revenue	\$25,405,443	\$8,477,363
St. Lucie County - Municipalities Tax Revenue	\$20,116,746	\$6,713,828
St. Lucie County - Special Districts Tax Revenue	\$30,284,450	\$10,104,893
State of Florida Tax Revenue	\$57,277,690	\$18,848,886

Source: NCDS ESC Input/Output model for St. Lucie County, Florida.

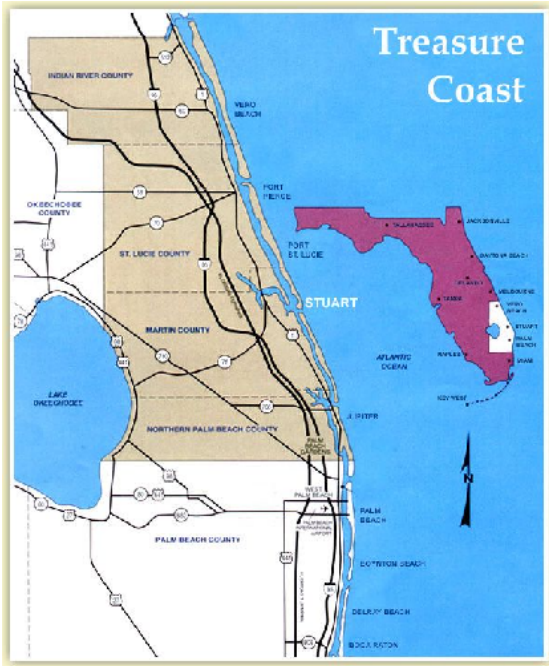
Executive Summary

- There are 153,325 persons employed in St. Lucie County and the total output (total business activity) in the County is \$25,417,427,700. Over the past 8 years, the business attraction and retention programs of the EDC helped create \$4,364,437,882 of output. Future jobs, based on available square feet in commercial and industrial parks, are forecast to create an additional \$1,143,711,134 of output. The total output from EDC attracted, retained and future jobs is then \$5,508,149,016, and this is 21.7% of the total output of St. Lucie County. Very few economic development programs have this amount of impact on a county.
- By 2024 St. Lucie County, Port St. Lucie and Ft. Pierce are receiving \$75,806,639 in taxes from jobs created and retained each year (not including reductions due to tax abatements), while special tax districts, like school and fire are receiving \$30,284,450.
- Retail sales and employer establishments confirm that St. Lucie County with 38.8% of retail sales and 37.3% of employer establishments, will receive more indirect and induced spending impacts than the other 3 adjacent counties, but Martin County is a close 2nd with 31.6% of retail sales and 32.9% of employer establishments.
- The ripple effect of new and retained jobs is computed based on multipliers. The EDC helped companies create and retain 12,997 jobs which created income of \$864.1 million, value added of \$1.2 billion and new output of \$3.0 billion. These are the initial and “direct” impacts. Then as indirect and induced impacts accumulate, the initial impacts multiply to create 21,721 new jobs, a multiplier of 1.67, and \$1.2 billion of new income, a multiplier of 1.43. Value added multiplied by 1.59 to total \$1.9 billion and output by 1.46 to total \$4.4 billion.
- Annual new income of \$1,232,307,745 from jobs is creating new disposable income, spending and savings. By 2024 new income was creating disposable income of \$1,080,733,892. Disposable income was creating \$992,113,713 in consumer expenditures and \$47,552,291 in savings deposit potential.
- The projected impact of new jobs is increasing consumer expenditures in the St. Lucie County area, a benefit to all businesses. Housing with \$324.4 million leads the list of 10 major spending categories, followed by transportation, food, and personal insurance and pensions. Health care and entertainment are in the middle, followed by cash contributions, apparel and services, and education. Personal care ranks last among 10 major categories.
- The model computed total output for 293 business sectors adjusted to 2025 dollars. Real estate, with \$143.0 million in new output leads the list of Top 10 sectors, followed by housing, with \$106.0 million in new output. Employment services, wholesale appliances, and electric power are all in the top 5. Truck transportation ranks 6th in total output, followed by accounting offices, full-service restaurants, and lessors of non-financial assets. Offices of physicians is 10th.
- The St. Lucie County EDC worked on 64 projects that created and retained 12,997 jobs by the end of 2024. In addition, the EDC worked to help create 11 commercial and industrial parks and 2 spec buildings in the Legacy Park at Tradition. The 11 parks and 2 spec buildings total 6,826,848 square feet (s.f.) and based on square feet available an estimated 4,467 jobs could be attracted. The transportation and warehousing sector ranks first among the forecasted sectors with 1,318 of the 4,467 estimated jobs. Manufacturing is 2nd with 1,069 jobs, and retail trade is 3rd with 925 (see **Table 12, Chart 3**). The 4,467 jobs are estimated to multiply to create 6,981 new jobs, \$349.0 million of new income, value added of \$534.4 million and output of \$1.1 billion.

Economic Impact Analysis

A. St. Lucie County

The Economic Development Council, EDC of St. Lucie County is a non-profit membership organization working to enrich the economic vitality of the County by creating more, high paying jobs for residents. The EDC is a collaboration between public and private partners who promote the retention and expansion of existing businesses, as well as attracting new ones to St. Lucie County.



St. Lucie County’s EDC partners span the full spectrum of public and private investors, including both major municipalities in the county, as well as organizations representing education, workforce training, and other business and industry interests.

This analysis uses St. Lucie County data for its economic model. St. Lucie County is in the middle of Florida’s “Treasure Coast” (see map).

Employment increases in St. Lucie County are the direct impacts that generate additional indirect, business-to-business impacts. Then spending creates more induced employment, income and business activity. A central question is, “where will these impacts occur?” Neighboring counties will receive some indirect and induced impacts, and population and employment data are good indicators of how impacts will be distributed.

County and each of the three adjacent counties, which includes Okeechobee County to the west of the Treasure Coast.

Table 2 shows the population, population change, and total employment for St. Lucie

Table 2: St. Lucie and Adjacent Counties Population and Employment

County	Population Estimates July 1, 2023	Population % Increase Since 2010	% of 4-County Population	Total Employment 2022	% of Total Employment
Martin	163,315	11.6%	21.9%	64,841	33.5%
St. Lucie	373,586	34.5%	49.9%	70,616	36.5%
Indian River	169,795	15.9%	22.7%	50,149	25.9%
Okeechobee	41,427	3.6%	5.5%	7,858	4.1%
Total	748,123		100%	193,464	100%

Source: U.S. Census. Population percent change, April 1, 2010 to July 1, 2023.

St. Lucie and Martin County make up the official St. Lucie County Metropolitan Statistical Area MSA, but the other two counties adjacent to St. Lucie County, Indian River and Okeechobee, are important to the MSA's economy. Indian River is part of the Sebastian-Vero Beach MSA.

As shown in **Table 2**, 3 counties border St. Lucie County which has 49.9% of the 4 county population, and 36.5% of total employment in the 4 county area. St. Lucie County, with a 34.5% also has the largest increase in population since 2010. St. Lucie County's 36.5% percent of total employment is larger than the other counties, but Martin County has 33.5% and Indian River County has 25.9%.

Population and employment data can help determine where impacts from new employees and spending will occur, but retail sales and employer data is another way to measure these impacts because this data measures many of the indirect and induced impacts from more jobs. **Table 3** shows retail sales and employer establishments for each of the 4 counties in **Table 2**.

**Table 3: St. Lucie and Adjacent Counties
Retail Sales**

County	Retail Sales (\$1,000) 2017 *	% of 4-County Area	Total Employer Establishments 2022	% of 4-County Area
Martin	\$3,089,758	31.6%	6,296	32.9%
St. Lucie	\$3,794,883	38.8%	7,121	37.3%
Indian River	\$2,267,749	23.2%	4,789	25.1%
Okeechobee	\$625,128	6.4%	906	4.7%
Total	\$9,777,518	100%	19,112	100%

Source: U.S. Census.

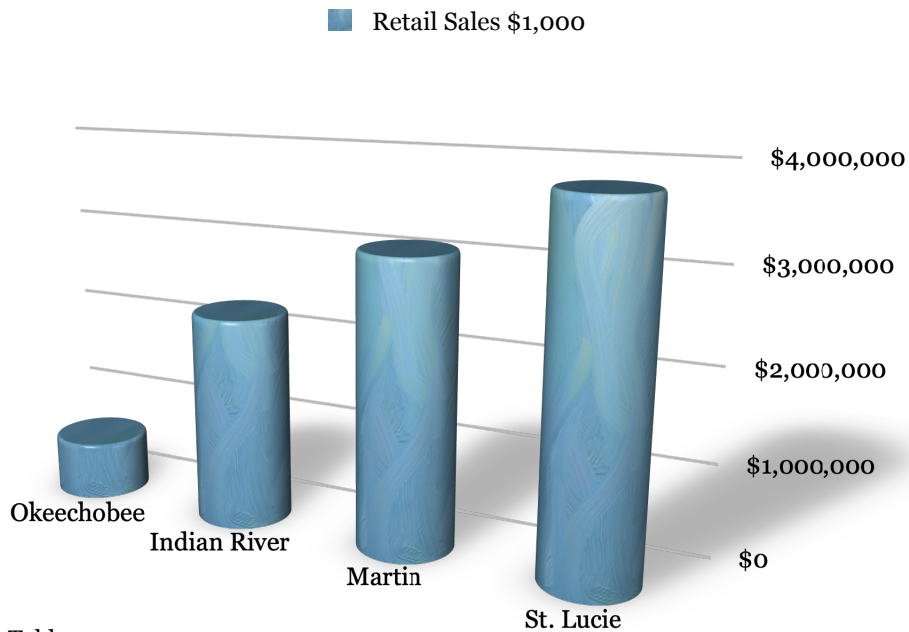
Note: * 2017 is latest available retail sales.

Retail sales and employer establishments confirm that St. Lucie County with 38.8% of retail sales and 37.3% of employer establishments, will receive more indirect and induced spending impacts than the other 3 adjacent counties, but Martin County is a close 2nd with 31.6% of retail sales and 32.9% of employer establishments.

This means that while all direct impacts from EDC projects and jobs will occur in St. Lucie County, indirect and induced impacts will tend to occur in St. Lucie County but will also include Indian River and Okeechobee counties, and especially Martin County.

Chart 1 illustrates retail sales for each of the four counties.

**Chart 1: St. Lucie and Adjacent Counties
Retail Sales**



Source: Table 2.

B. The Input/Output Model

This analysis quantifies the economic impacts of the EDC’s work with companies and developers. Employment increases in certain sectors are the direct impacts (inputs) that generate additional indirect and induced employment, income and business activity in many other sectors.

The Input/Output model computes sector-to-sector trade flows in St. Lucie County. Socio-economic data was assembled to create the “*St. Lucie County Input/Output Model*”, in other words, the “Input/Output” or I/O model shown in **Table 4**. The model, summarized in **Table 4** is based on 2023 data for IMPLAN® released in December 2024. New data is always developed the previous year (see **Appendix I**).

IMPLAN® is the most widely used system to compute impacts. This analysis incorporates revisions of IMPLAN® to increase industry details and incorporate newly released data. It also incorporates revisions to the National Income and Product Accounts, and new data from the Census Bureau. The IMPLAN® system has 528 possible sectors.

IMPLAN® is a popular system to compute impacts compared to RIMS II and REMI PI+ because its’ software easily calculates impacts by industry, while RIMS II just provides multipliers requiring complex calculations. IMPLAN® also estimates tax impacts on; counties, municipalities, special tax districts, states, and the federal government, and RIMS II does not. In addition, RIMS II does not allow for multi-regional modeling. REMI PI+ is too complex and expensive for many applications, because it adds econometric modeling techniques and forecasting to basic Input/Output models. REMI PI+ is a leading provider of state, local, and national macroeconomic policy analysis models.

Employment increases in certain sectors are the direct impacts (inputs) that generate additional indirect and induced employment, income and business activity in many other sectors.

Economic impacts are measured by: jobs, income, value added, and output. Income includes both wage and salary income from direct and indirect jobs, and proprietor income to those owners and self employed persons affected by indirect and induced spending. Value added includes labor income and indirect business taxes, like sales taxes. Value added also includes other income, such as rent.

**Table 4: St. Lucie County
Input/Output Model
Summary**

Model Year ¹	2023
Gross Domestic Product ²	\$13,849,940,202
Total Output ³	\$25,417,427,700
Total Personal Income	\$19,874,589,159
Total Employment	153,325
Total Possible Sectors	528
Number of Sectors in Model	307
Number of Sectors with New Output	293
Land Area (square miles)	572
Population	373,586
Total Households	142,599

Source: NCDS ESC Input/Output model for St. Lucie County, Florida. IMPLAN®

- Note:
- 1) Data was released December 2024 for model year 2023.
 - 2) Gross domestic product is the market value of the goods and services produced by labor and property located in the county.
 - 3) Output measures the value of all sales of goods and services, therefore it is the sum of final purchases and intermediate inputs, which results in the double counting of intermediate purchases. Output is the only way to measure impacts on all businesses, including suppliers of OEMs. Output is always larger than gross regional product, approximately 2 times as large.

Output* is the total of value added (e.g. labor) and the value of all goods used in production. Impacts also include spending and savings from disposable income, and new federal, state and local taxes.

Output measures the value of all sales of goods and services at every level. Therefore it is the sum of final purchases and intermediate inputs. This results in the double counting of intermediate purchases, e.g. suppliers for OEMs, which is correct when describing every business transaction, but it is different than “Gross Regional Product”. **Gross Regional Product is the final market value of the goods and services produced by labor and property, without the intermediate sales. Output is always more than gross regional product (see **Table 4**).*

The model computed total new output for 293 of 307 sectors in the model. Sectors in the model are defined by groups of NAICS codes, the *North American Industry Classification System*. The I/O model contains all the linkages (trade flows) in the economy.

C. EDC New and Retained Jobs: 2017 - 2024

During the past 8 years the EDC worked with 64 projects where companies invested over \$1.4 billion that built over 6.1 million square feet in St. Lucie County. **Table 5** shows that these investments added 6,727 new jobs and retained an additional 6,270 jobs, for a total of 12,997 jobs.

Table 5 is a summary by year showing jobs, investment and facility square footage. The details of 64 projects are shown in **Appendix II** that also shows the sectors that define the company’s product or service for each of the projects. Sectors with jobs are used as inputs to the I/O model that measures impacts from jobs.

Maverick Boat Builders



Some sectors in **Appendix II** were changed in order to run the model. Sectors need to be changed when the county data has no recorded employment in a sector that would normally be selected to describe the project. A sector with no recorded employment cannot be used because there will be no outputs (impacts) if it is used as an input. The change to another sector that can also describe the project, and has employment will create outputs.

Sectors that would normally be selected in the county database with no employment happen when companies fill out various census forms and select a sector which is not accurate.

**Table 5: St. Lucie Economic Development Council
Business Attraction and Expansion Activity
Jobs, Investment and Square Feet
2017 - 2024**

Year	New Jobs ¹	Jobs Retained ²	Capital Investment	Facility Square Footage
2017	345	625	\$75,047,000	709,800
2018	509	3,102	\$188,400,000	270,600
2019	1,015	770	\$147,000,000	707,000
2020	565	79	\$50,300,000	336,780
2021	1,287	664	\$196,150,000	1,856,375

Year	New Jobs ¹	Jobs Retained ²	Capital Investment	Facility Square Footage
2022	1,014	804	\$264,154,845	634,516
2023	65	191	\$83,000,000	215,456
2024	1,927	35	\$397,347,240	1,362,010
Total	6,727	6,270	\$1,401,399,085	6,092,537
Total Jobs	12,997			

Source: St. Lucie EDC.

Notes: 1) New jobs = jobs estimated by companies.
 2) Jobs retained are typically from an expansion that retains existing jobs.

Table 5 shows that 6,727 jobs were created, and 6,270 jobs were retained as companies invested over \$1.4 billion in facilities covering over \$6 million square feet that now employ 12,997.

When all 64 projects were entered into the Input/Output model by sector, there were large impacts on jobs, income and business activity. These are described in **Section D** which follows.

D. Impact of New and Retained Jobs

The economic impact of EDC projects where companies created and retained jobs is measured by additional jobs, income, value added and output. Projected jobs are the best estimates by companies.

LactaLogics - Port St. Lucie



As shown in **Table 5**, from 2017 through 2024, the St. Lucie EDC worked on 64 projects that created 6,727 new jobs and retained 6,270 jobs for a total of 12,997

IMPLAN® sectors are different than NAICS sectors. There are 528 IMPLAN® sectors and each of these sectors is defined by a group of NAICS codes that define hundreds of sub-industries. There are many more NAICS codes than IMPLAN® sectors. Some IMPLAN® sectors were used more than once in the model, and sectors were used with total new and retained jobs for each project.

Table 6 shows a summary of the impacts created by these jobs. **Table 6** shows the “direct” job totals and the total of “direct, indirect, and induced” impacts.

The direct impact is the 12,997 jobs created and retained from **Table 5**. Indirect impacts come from the purchases of goods and services, business-to-business. As all those impacted by the new jobs spend their earnings, there are “induced” impacts.

Direct, indirect and induced impacts in **Table 6** are measured by: jobs, income, value added, and output. Income includes both wage and salary income from direct and indirect jobs, and proprietor income to those owners and self employed persons affected by indirect and induced spending. Value added includes labor income and indirect business taxes, like sales taxes. Value added also includes other income, such as rent. Output is the total of value added (e.g. labor) and the value of all goods used in production.

The ripple effect of new jobs is computed based on multipliers. These multipliers show the impacts of sales, income, and spending, which in turn increase the employment and earnings of other business sectors. **Table 6** shows that 12,997 direct jobs created income of \$864.1 million, value added of \$1.2 billion and new output of \$3.0 billion.

These are the initial and “direct” impacts. Then as indirect impacts accumulate through business-to-business purchasing, and all those affected spend new income (induced impacts), the initial impacts multiply to create 21,721 new jobs, a multiplier of 1.67, and \$1.2 billion of new income, a multiplier of 1.43. Value added multiplied by 1.59 to total \$1.9 billion and output by 1.46 to total \$4.4 billion.

**Table 6: Annual Total Impacts
New and Retained Jobs
St. Lucie EDC Projects: \$2025**

Impact Type	Jobs	Income ⁴	Value Added ⁵	Output ⁶
Direct Impact¹	12,997	\$864,140,786	\$1,174,759,286	\$2,997,962,039
Indirect Impact²	5,748	\$243,996,945	\$406,577,773	\$879,470,605
Induced Impact³	2,976	\$124,170,014	\$289,207,837	\$487,005,238
Multiplier⁷	1.67	1.43	1.59	1.46
Total Impact	21,721	\$1,232,307,745	\$1,870,544,897	\$4,364,437,882

Sources: NCDS ESC Input/Output model for St. Lucie County, Florida. County data IMPLAN®.

- Notes:
- 1. Direct Impact:** Impact generated directly from the jobs created.
 - 2. Indirect Impact:** Changes in employment, income, and output (business sales) in various industry sectors of the local economy supplying goods and services to the companies that expanded.
 - 3. Induced Impact:** The ripple effect of increased income as employees spend.
 - 4. Income:** Employee compensation + proprietor income (owner wages).
 - 5. Value Added:** Labor income + indirect business taxes + other property type income.
 - 6. Output:** Value Added + intermediate inputs (goods used in production) = total business.

E. Spending and Savings

Annual new income of \$1,232,307,745 from jobs is creating new disposable income, spending and savings. **Table 7** shows that by 2024 new income is creating disposable income of \$1,080,733,892.

Table 7 also shows that disposable income is creating \$992,113,713 in consumer expenditures and \$47,552,291 in savings deposit potential.

**Table 7: St. Lucie EDC Projects
New and Retained Jobs and Payrolls Generate
Annual Spending & Savings: \$2025**

Total New Income	\$1,232,307,745
Disposable Personal Income¹	\$1,080,733,892
Consumer Expenditures²	\$992,113,713
Savings Deposit Potential³	\$47,552,291

Sources: NCDS ESC Input/Output model for St. Lucie County, Florida. County data, IMPLAN®, 2023. DPI, consumer spending, and savings deposit percent of income, Bureau of Economic Analysis BEA, November 2024.

- Notes: **1. Disposable Personal Income:** Personal income less taxes. Latest percent, BEA.
2. Consumer Expenditures: Disposable personal income less interest, personal transfer payments, and personal savings. Latest percent, BEA.
3. Savings Deposit Potential: Personal savings rate x disposable income. Latest percent = 4.4%, BEA.

The projected impact of new jobs is increasing consumer expenditures in the St. Lucie County area, a benefit to all businesses. **Table 8** shows the top 10 spending categories, led by housing.

Table 8 shows that housing with \$324.4 million leads the list of 10 major spending categories, followed by transportation, food, and personal insurance and pensions. Health care and entertainment are in the middle, followed by cash contributions, apparel and services, and education. Personal care ranks last among 10 major categories.

For detailed spending by category, please see **Appendix IV**.

**Table 8: St. Lucie County EDC
New and Retained Jobs
Annual Spending by Category: \$2025**

Rank	Spending Category	Spending in Millions
1	Housing	\$324.4
2	Transportation	\$177.6
3	Food	\$128.0
4	Personal insurance and pensions	\$119.1
5	Health care	\$81.4
6	Entertainment	\$44.6
7	Cash contributions	\$29.8
8	Apparel and services	\$25.8
9	Education	\$20.8
10	Personal care	\$12.9

Sources: NCDS ESC Input/Output model for St. Lucie County, Florida. Bureau of Labor Statistics, Consumer Expenditure Survey, South, 2023. Data released September 2024. See **Appendix IV**.

F. Output by Sector

The St. Lucie County EDC’s projects created and retained 12,997 direct jobs, which multiplied to 21,721 total jobs. The projects also created \$4,364,437,882 in total output, which is “business activity”.

Detailed outputs from new jobs come from the I/O model built for St. Lucie County. Output by sector differs from spending categories due to definitions and the way data is collected and structured. For example, housing is the largest spending category with \$324.4 million (**Table 8**) based on Bureau of Labor Statistics BLS, surveys, but housing owner-occupied ranks 2nd in output, with \$106.0 million (**Table 9**), based on the way the National Income and Product Accounts (NIPAs) are assembled and what is included in “housing”. The definitions of “housing spending” and “housing output” are much different. Housing spending as defined by the BLS is much larger than output because it includes spending for utilities, operations, supplies, furnishings and equipment.

The model computed total output for 293 business sectors adjusted to 2025 dollars. Sectors in the model are defined by groups of NAICS codes. **Table 9** shows the “top 10” sectors impacted.

Sectors with direct impacts (inputs) from new jobs are not included in **Table 9** or **Appendix IV** because they are used to compute indirect and induced impacts, the very important business-to-business impacts. See **Appendix IV** with 38 input sectors from **Appendix II** that are shaded.

**Table 9: St. Lucie County EDC
Projected and Retained Jobs Create New Annual Output
Top 10 Sectors: \$2025**

Rank	Output Category	Output in \$ Millions
1	Real estate	\$143.0
2	Housing - owner occupied	\$106.0
3	Employment services	\$58.8
4	Wholesale - appliances, electrical	\$37.6
5	Electric power transmission	\$35.8
6	Truck transportation	\$31.8
7	Accounting offices	\$28.2
8	Full-service restaurants	\$26.3
9	Lessors of non financial assets	\$23.5
10	Offices of physicians	\$22.3

Sources: NCDS ESC Input/Output model for St. Lucie County, Florida. See **Appendix V**.

Real estate, with \$143.0 million in new output leads the list followed by housing, with \$106.0 million in new output. Employment services, wholesale appliances, and electric power are all in the top 5. Truck transportation ranks 6th in total output, followed by accounting offices, full-service restaurants, and lessors of non-financial assets. Offices of physicians rounds out the “top 10”.

Appendix V lists many other sectors with new business output (business activity).

G. Tax Impacts from Jobs

As jobs multiply through the economy, taxes are generated for St. Lucie County, St. Lucie County municipalities, and special tax districts, like schools and fire.

Table 10 shows that in 2025 dollars, St. Lucie County is receiving \$25,405,443 in new taxes each year, while County municipalities are receiving \$20,116,746 each year. Special tax districts are receiving \$30,284,450. While St. Lucie County and its taxing units are receiving \$75,806,639 in new annual taxes, the State of Florida is receiving \$57,277,690. The federal government is receiving the most, with \$314,458,359 in new taxes primarily from social security and income taxes. The \$75,806,639 estimate of taxes received does not include reductions due to tax abatements.

Excluding federal tax receipts, **Table 10** and **Chart 2** shows how annual new taxes are distributed among the State of Florida, St. Lucie County and St. Lucie County taxing units.

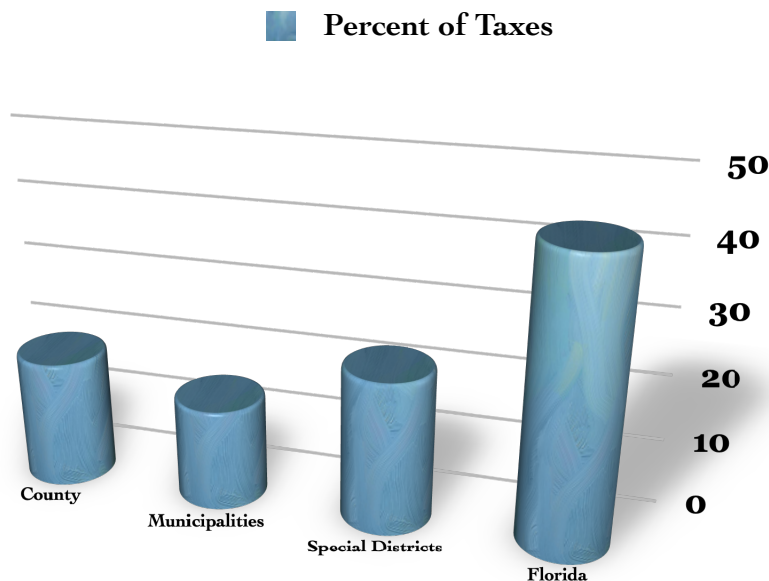
The State of Florida is receiving 43.0% of these taxes, while St. Lucie County is receiving 19.1%. County municipalities are receiving 15.1%, and County special taxing districts 22.8%.

**Table 10: Annual Taxes Received by 2024
St. Lucie County, St. Lucie County Municipalities,
St. Lucie County Special Taxing Districts, Florida and Federal: \$2025
(not including reductions due to tax abatements)**

Government Unit ¹	Total	Percent of Total (Not Federal)
St. Lucie County	\$25,405,443	19.1%
St. Lucie County municipalities	\$20,116,746	15.1%
St. Lucie County special tax districts, e.g. schools	\$30,284,450	22.8%
Sub-Total	\$75,806,639	
State of Florida	\$57,277,690	43.0%
TOTAL	\$133,084,329	100.0%
Federal Government	\$314,458,359	

Source: NCDS ESC Input/Output model for St. Lucie County, Florida.

**Chart 2: State of Florida
St. Lucie County, County Taxing Units
Share of New Annual Taxes: \$2025**



Source: Table 10

H. Future New jobs

The St. Lucie County EDC worked on 64 projects that created and retained 12,997 jobs. In addition, the EDC worked to help create 11 commercial and industrial parks and 2 spec buildings in the Legacy Park at Tradition. These are shown in **Table 11**, which follows.

The largest park in the Southern Grove jobs corridor is Legacy Park. The Southern Grove jobs corridor is approximately 1,247 acres and is approved for a mix of uses, including office, retail, industrial, multi-family residential, recreational/entertainment, and other developments. See **Table 11**.

In the Spring of 2021 the Sansone Group and its partners celebrated the development of Legacy Park at Tradition. This park includes over 400 acres and is one of the largest master-planned industrial parks in the state of Florida. It includes a FedEx Ground Sortation Center, a 245,000 s.f. facility. In addition to the FedEx project, Legacy Park includes a 427,000 s.f. regional hub for food services distributor Cheney Brothers of West Palm Beach Another large project is the new Amazon Delivery Station. Also, the first phase of a 1.87 million s.f. Costco Warehouse Depot is under construction there.



The Tradition Center for Commerce is in the northern part of the Southern Grove jobs corridor and includes OCULUS Surgical, Keiser University, Accel International, Tradition Commerce Park, and Dragonfly Commerce Park with a focus on manufacturing, distribution and office facilities.

**Table 11: Industrial and Commercial Parks
Location, Jobs, and Square Feet Remaining
By Year Reported**

	Year Reported	Project	Location	Jobs ¹	Square Feet
1	2020	Legacy Park at the Tradition Center for Commerce ²	Port St. Lucie	1,602	2,347,315
2	2020	Interstate Crossroads Business Center ³	Fort Pierce		(1,133,000)
3	2021	Kings Logistics Center ⁴	St. Lucie County	433	650,000
4	2022	Legacy Park Spec A	Port St. Lucie	112	168,000
5	2022	Legacy Park Spec B	Port St. Lucie	347	520,000

	Year Reported	Project	Location	Jobs ¹	Square Feet
6	2022	Glades Commerce Center ⁵	Port St. Lucie	192	287,500
7	2022	Glades Logistics Park ⁶	Port St. Lucie	236	354,200
8	2022	Interstate Commerce Center ⁷	Fort Pierce	138	207,458
9	2023	Legacy Park Cold Storage (Sansone Group, Victory Construction)	Port St. Lucie	253	378,521
10	2023	Accel Industrial Park (at Tradition Commerce) ⁸	Port St. Lucie	138	389,000
11	2023	Dragonfly Commerce Park ⁹	Port St. Lucie	270	405,508
12	2023	Orange 95 Commerce Center ¹⁰	Fort Pierce	391	587,000
13	2023	Tradition Commerce Park at the Tradition Center for Commerce ¹¹	Port St. Lucie	355	532,346
		Total		4,467	6,826,848

Source: EDC of St. Lucie County.

- Note:
- 1) Projected new jobs are derived from the US Energy Information Administration Energy Consumption Survey = median square feet per worker at 1,500, and some additional adjustments.
 - 2) Legacy Park at Tradition – This park started with 1,970 projected jobs and 3.2 million s.f. Job potential is now 1,602, and 2.3 million s.f. is still available. The park has been successful locating: the Amazon Delivery Station, Legacy Cold Storage (see #9 above), Costco Phase I, and Marine Digital Integrators. Legacy spec A and B have also reduced the total available (see #4 and #5 above). In addition the original reported 1,970 jobs and 3.2 million s.f. does not include the 490 jobs and 245,000 s.f. reported for FedEx that same year, even though FedEx is part of Legacy Park. So Legacy Park’s actual footprint as a whole is 3.4 million s.f. and 2,460 jobs.
 - 3) 2020 - Interstate Crossroads Business Center at 1,133,000 s.f. and 755 projected jobs. This facility was leased in full by BroadRange Logistics (2024) and all of the projected jobs moved over to BroadRange’s listing. The square footage is still shown in the 2020 Interstate Crossroads listing because it’s a lease to BroadRange and not a sale, but the 1,133,000 s.f. is not included in the total of available s.f.
 - 4) 2021 – Kings Logistics -- building is finished but has no users
 - 5) 2022 – Glades Commerce Center – buildings are not constructed.
 - 6) 2022 – Glades Logistics – buildings are complete but have no users.
 - 7) 2022 – Interstate Commerce Center – building is finished and has several users but none of these users have been reported as projects. Employment numbers are not available.
 - 8) 2023 – Accel Industrial Park – one building almost fully leased.
 - 9) 2023 – Dragonfly Commerce Park – some buildings are under construction but none are complete.
 - 10) Orange 95 Commerce Center shows 391 jobs and 587,000 s.f., but it is also home to the Treasure Coast Food Bank. Like with Legacy Park and FedEx, since both were reported in the same year, the Commerce Center jobs and s.f. reported in 2023 does not include the Food Bank. If the Food Bank s.f. and jobs are added back in, the actual footprint of Orange 95 is 719,000 s.f. and 444 jobs (515 jobs if the Food Bank’s retained jobs are included).
 - 11) 2023 – Tradition Commerce Park – buildings are not constructed.

The 11 parks and 2 spec buildings shown in **Table 11** total 6,826,848 square feet (s.f.) and based on square feet available and other adjustments, an estimated 4,467 jobs could be attracted. The s.f. totals shown are the net s.f. because the EDC tracks what is remaining after projects are completed.

The number of jobs projected for the 13 parks and spec buildings are derived from the US Energy Information Administration Energy Consumption Survey which estimates the median s.f. per worker at 1,500. Adjustments to some parks results in 4,467 estimated future jobs.

These 4,467 jobs are projections for the future. In order to calculate the impacts of these jobs it is necessary to assign IMPLAN® sectors to these jobs. This requires a forecast that can predict what industries and sectors will be affected in the future. Econometrics is a branch of economics that uses statistics and mathematics to predict the future based on historic and current data. The same approach can be used to predict the sectors most likely to be impacted by the 4,467 jobs.

We can look at the past 8 years of history to predict the future. **Table 12** which follows, shows the total jobs that were created in the 2-digit NAICS (*North American Industry Classification System*) industry sectors. IMPLAN® sectors in the model are defined by groups of NAICS codes.



Jobs in **Table 12** total 6,727 because only jobs created are used to predict the future. The number of retained jobs per project will not be known until a project is identified. Total jobs in **Table 12** are derived from **Appendix III** which allocates jobs from all 64 projects to the 20 broad 2-digit NAICS industries.

Table 12 computes the percent of jobs by 2-digit NAICS industry that total 6,727 jobs in the 10 NAICS industries where jobs have been attracted. This percentage is used to allocate the projected 4,467 future jobs by 2-digit NAICS. Then an Implan sector is assigned to each 2-digit NAICS industry.

Transportation and warehousing created the most jobs in St. Lucie County during the past 8 years with 29.5% of all 6,727 jobs. This percentage was then used to show that 1,318 of the 4,467 estimated future jobs are projected to be in the transportation and warehousing industry. Manufacturing is 2nd in **Table 12** with 23.9% of jobs and this means that 1,069 manufacturing jobs are projected in the future.

Table 12 includes estimated jobs for all 10 2-digit NAICS industries, and also shows that IMPLAN® sectors were selected for each of the 2-digit NAICS industries. The Input/Output model uses 4-digit sector codes, so the IMPLAN® sectors selected are general sectors such as “other” or “miscellaneous” to represent the broader NAICS 2-digit industries.

**Table 12: St. Lucie EDC Success
History of Jobs Forecast Future
By NAICS* 2-Digit Industry
2017 - 2024**

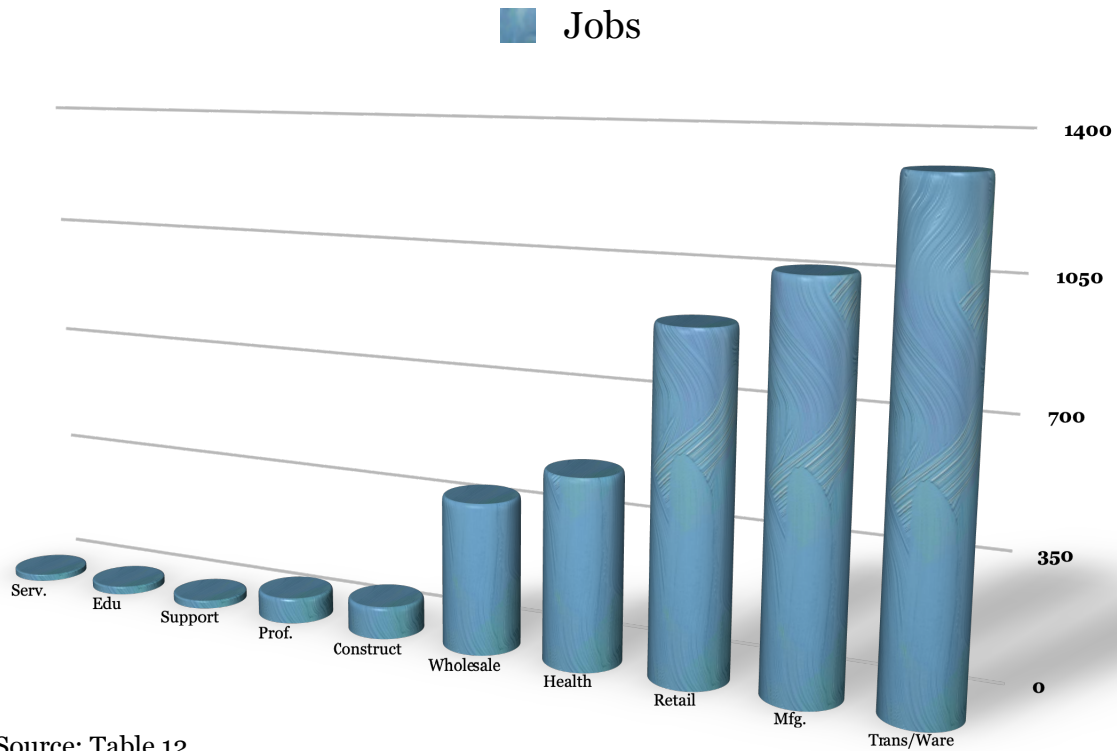
Rank	NAICS* 10 Sectors and 2-digit codes With EDC Jobs	Total New Jobs	% of Total	Future Jobs	IMPLAN® Sector	IMPLAN® Sector Defined
6	Construction – 23	136	2.0%	89	54	Construction of other new residential structures
2	Manufacturing – 31-33	1,611	23.9%	1,069	374	All other miscellaneous manufacturing
5	Wholesale Trade – 42	627	9.3%	415	379	Wholesale - Other durable goods merchant wholesalers
3	Retail Trade – 44-45	1,395	20.7%	925	395	Retail - Miscellaneous store retailers
1	Transportation and Warehousing – 48-49	1,980	29.5%	1,318	404	Warehousing and storage
7	Professional, Scientific, and Technical Services – 54	110	1.6%	71	450	All other miscellaneous professional, scientific, and technical services
8	Administrative and Support and Waste Management and Remediation Services – 56	31	0.5%	22	455	Business support services
9	Educational Services – 61	30	0.5%	22	464	Other educational services
4	Health Care and Social Assistance – 62	780	11.6%	518	472	Hospitals
10	Other Services (except Public Administration) – 81	27	0.4%	18	502	Other personal services
	Total	6,727	100.0%	4,467		

Source: Tables 5 & 11.

Note: * = North American Industry Classification System.

Chart 3 illustrates how projected jobs range from a low of 18 for “other services” to 1,318 for transportation and warehousing.

**Chart 3: St. Lucie EDC Success
History of Jobs Forecast Future
By NAICS 2-Digit Industry
2017 - 2024**



Source: Table 12

I. Impact of Future Projects

When the 10 IMPLAN® sectors from the 2-digit NAICS industries and 4,467 corresponding future jobs were entered into the Input/Output model, there were impacts on additional jobs, income and output (business activity).

The direct impact is the 4,467 jobs created and retained from **Table 11**. Indirect impacts come from the purchases of goods and services, business-to-business. As all those impacted by the new jobs spend their earnings, there are “induced” impacts.

Direct, indirect and induced impacts in **Table 13** are measured by: jobs, income, value added, and output. Income includes both wage and salary income from direct and indirect jobs, and proprietor income to those owners and self employed persons affected by indirect and induced spending. Value added includes labor income and indirect business taxes, like sales taxes. Value added also includes other income, such as rent. Output is the total of value added (e.g. labor) and the value of all goods used in production.

The ripple effect of new jobs is computed based on multipliers. These multipliers show the impacts of sales, income, spending and saving, which in turn increase the employment and earnings of other business sectors. **Table 13** shows that 4,467 direct jobs created income of \$246.7 million, value added of \$341.9 million and new output of \$769.3 million.

These are the initial and “direct” impacts. Then as indirect impacts accumulate through business-to-business purchasing, and all those affected spend new income (induced impacts), the initial impacts multiply to create 6,981 new jobs, a multiplier of 1.56, and \$349.0 million of new income, a multiplier of 1.41. Value added will multiply by 1.56 to total \$534.4 million and output by 1.49 to total \$1.1 billion.

**Table 13: Annual Total Impacts
Projected Future Jobs
\$2025**

Impact Type	Jobs	Income ⁴	Value Added ⁵	Output ⁶
Direct Impact¹	4,467	\$246,746,249	\$341,885,446	\$769,289,912
Indirect Impact²	1,669	\$66,934,827	\$110,280,676	\$236,018,639
Induced Impact³	846	\$35,290,551	\$82,192,302	\$138,402,583
Multiplier⁷	1.56	1.41	1.56	1.49
Total Impact	6,981	\$348,971,627	\$534,358,425	\$1,143,711,134

Sources: NCDS ESC Input/Output model for St. Lucie County, Florida. County data IMPLAN®.

- Notes:
- 1. Direct Impact:** Impact generated directly from the jobs created.
 - 2. Indirect Impact:** Changes in employment, income, and output (business sales) in various industry sectors of the local economy supplying goods and services to the companies that expanded.
 - 3. Induced Impact:** The ripple effect of increased income as employees spend.
 - 4. Income:** Employee compensation + proprietor income (owner wages).
 - 5. Value Added:** Labor income + indirect business taxes + other property type income.
 - 6. Output:** Value Added + intermediate inputs (goods used in production) = total business.

*Note: Details for future impacts on income, spending, taxes and output not shown because future jobs are estimates. See **Table 1** for estimated total future impacts.*

J. St. Lucie County EDC Impact on County Business

The St. Lucie EDC work with companies on 64 projects created and retained jobs which multiplied to more jobs, income and output. In addition the EDC helped developers create 11 commercial and industrial parks and 2 spec buildings in the Legacy Park. Estimates of jobs to be created in the parks and spec buildings forecast additional jobs, income and output. Output is business activity and the key measure of impacts from jobs..

Output measures the value of all sales of goods and services at every level. This results in the double counting of intermediate purchases, e.g. suppliers for OEMs, which is correct when describing every business transaction, but it is different than “Gross Regional Product”. **Gross Regional Product** is the final market value of the goods and services produced by labor and property, without the intermediate sales. Output is always more than gross regional product.

There are 153,325 persons employed in St. Lucie County and the total output in the County is \$25,417,427,700 as shown in **Tables 4** and **14**. **Table 14** also shows that in 8 years the business attraction and retention programs of the EDC helped create \$4,364,437,882 of output, and future jobs in parks are forecast to create \$1,143,711,134 of additional output.

As shown in **Table 14** the total output from EDC attracted, retained and future jobs is \$5,508,149,016, and this is 21.7% of the total output of St. Lucie County. So the EDC work to create and retain jobs over the past 8 years and a forecast of future jobs is equal to 21.7% of all business activity in the County, a significant impact. Very few economic development programs have this amount of impact on a county.

**Table 14: St. Lucie County EDC
Impact on Total Business Activity**

	Output
Jobs Attracted and Retained	\$4,364,437,882
Future Jobs in Commercial and Industrial Parks	\$1,143,711,134
Total	\$5,508,149,016
St. Lucie County	\$25,417,427,700
Total Output from jobs/St. Lucie County Output	21.7%

Source: NCDS ESC Input/Output model for St. Lucie County, Florida.

APPENDIX I

IMPLAN® 2023 Data

2023 data from IMPLAN® is now available and incorporates a number of important updates from data collecting and publishing agencies. All data used for IMPLAN® lags the calendar by one year, and new IMPLAN® data: fills gaps in raw data, balances data across all geographic areas, includes methodological improvements, and allows users to create more accurate reports.

First, 2023 data includes new Bureau of Economic Analysis, BEA Benchmark Input-Output (I-O) tables that are only updated every 5 years. Second, the updates include changes to IMPLAN®'s sectors that now include 528 sectors, down from 546 in 2022. Third, IMPLAN® staff use supplemental tables to allocate data to appropriate sectors, like separating a casino from combined hotel and casino data. Supplemental tables are also used to adjust margins for retailers, wholesalers and producers.

Fourth, 2023 data includes the 2022 revision of NAICS codes (North American Industry Classification System). IMPLAN® sectors in the model are defined by groups of NAICS codes which are only updated every 5 years. Fifth, new 2023 data captures economic activity for a “new normal” economy. Since COVID in 2019, most spending patterns have returned to normal but some spending is being accepted as a “new normal”. Non-store retailing is a great example of big increases due to COVID-19 that are continuing as a “new normal”.

Finally, 2023 data includes new trends such as: increasing employment in solar power, decreasing employment in fossil fuels, and increasing industry profits since COVID-19. The IMPLAN® sector with the largest employment increase in 2023 is sector 418, “data-processing, hosting, and related services.”

APPENDIX II

St. Lucie Economic Development Council Business Attraction and Expansion Activity New and Retained Jobs IMPLAN® Sectors 2017 - 2024

#	Name of Firm/ Project	New Jobs ¹	Jobs Retained ²	Capital Investment	Facility Square Footage	Implan Sector	Sector Defined
2017							
1	A&G Pools	10	60	\$2,500,000	19,000	199	Other concrete product manufacturing
2	ABC Home Medical Supply Company I	35		\$250,000	10,000	390	Health and personal care stores
3	Builders FirstSource	40		\$3,500,000	45,000	388	Retail - Building material and garden equipment and supplies stores
4	City Electric Supply/TAMCO	50	210	\$38,000,000	411,000	376 ³	Wholesale - Professional and commercial equipment and supplies
5	Expert Shutter Services	10	31	\$2,100,000	24,800	388	Retail - Building material and garden equipment and supplies stores
6	Maverick Boat Group I	100	324	\$6,697,000	106,000	344	Boat building
7	Precast Specialties I	100		\$8,500,000	25 acres	199	Other concrete product manufacturing
	Sub-Total	345	625	\$75,047,000	709,800		
2018							
8	ABC Home Medical Supply Company II	100	77		7,500	390	Health and personal care stores
9	American Concrete Industries	15	24	\$1,400,000	15,000	199	Other concrete product manufacturing
10	Concrete Impressions	15		\$1,000,000	18 acres	197	Concrete block and brick manufacturing
11	Hypower	50		\$1,000,000	2,000	439	Architectural, engineering, and related services

12	Lawnwood Regional Medical Center ⁷	30	1,559	\$100,000,000	12,000	472	Hospitals
13	Cleveland Clinic Martin Health System	150	1,241	\$60,000,000	45,000	472	Hospitals
14	Natalie's Orchard Island Juice Co.	50	150	\$8,000,000	100,000	98	All other food manufacturing
15	Oculus Surgical	50	27	\$6,000,000	55,000	360 ⁵	Surgical appliance and supplies manufacturing
16	Precast Specialties II	25			12,000	199	Other concrete product manufacturing
17	PlusOneAir	20		\$10,500,000	14,600	396	Air transportation
18	The Porch Factory	4	24	\$500,000	7,500	54	Other residential structures
	Sub-Total	509	3,102	\$188,400,000	270,600		
	2019						
19	A-1 Industries of Florida	28	257	\$11,000,000	60,000	127	Engineered wood trusses
20	ACCEL International	125		\$43,000,000	150,000	238	Spring and wire product manufacturing
21	Aerex	10	25		10,000	260	All other industrial machinery manufacturing
22	Amazon	500			60,000	395	Retail - Miscellaneous store retailers
23	Aquaco	5		\$2,500,000	20,000	87	Seafood product preparation and packaging
24	Cleveland Clinic Lerner Research Institute	50		\$50,000,000	60,000	446	Scientific research and development services
25	Dirty Deeds Cleaning Service	31	44	\$500,000	6,000	453	Facilities support services
26	Drexel Metals	25			25,000	232	Ornamental and architectural metal work manufacturing
27	PlusOneAir	25		\$20,000,000	25,000	396	Air transportation
28	Pursuit Boats II	200	404	\$20,000,000	236,000	344	Boat building
29	Ross Mixers	16	40		55,000	260	All other industrial machinery manufacturing
	Sub-Total	1,015	770	\$147,000,000	707,000		

2020							
30	California Closets	10	28		10,000	440	Specialized design services
31	Citrus Extracts	40	35	\$2,000,000	75 ft. Tower	164 ⁴	Pharmaceutical preparation manufacturing
32	FedEx Ground	490		\$45,000,000	245,000	403	Couriers and messengers
33	Total Truck Parts	10	16	\$3,300,000	51,780	385	Retail - Motor vehicle and parts dealers
34	Wolflube	15			30,000	376	Wholesale - Professional and commercial equipment and supplies
	Sub-Total	565	79	\$50,300,000	336,780		
2021							
35	Contender Boats	200		\$5,500,000	100,000	344	Boat building
36	D&D Welding	10	32		33,000	251	Other fabricated metal manufacturing
37	Amazon Fulfillment Center	500		\$100,000,000	1,100,000	395	Retail - Miscellaneous store retailers
38	Cheney Brothers	380		\$72,000,000	427,000	381	Wholesale - Grocery and related product wholesalers
39	Chandler Bats	11			17,000	374	All other miscellaneous manufacturing
40	Maverick Boat Group II	150	520	\$12,000,000	106,000	344	Boat building
41	Freshco/Indian River Select	20	90		16,375	381	Wholesale - Grocery and related product wholesalers
42	Chemical Technologies Holdings (Chem-Tech)	5		\$1,500,000	8,000	125	Wood preservation
43	Florida Architectural Precast		22	\$1,500,000	17,000	379	Wholesale - Other durable goods merchant wholesalers
44	SRS Distribution	11		\$3,650,000	32,000	379	Wholesale - Other durable goods merchant wholesalers
	Sub-Total	1,287	664	\$196,150,000	1,856,375		
2022							
45	Amazon Delivery Station	200	170	\$31,065,855	220,000	395	Retail - Miscellaneous store retailers

46	Arcosa Meyer Utility Structures	99		\$19,200,000	81,750	47	Construction of new power and communication structures
47	Islamorada Distillery	15		\$2,900,000	19,841	101 ⁶	Breweries
48	Islamorada Warehouse			\$1,500,000	22,000		
49	Pursuit Boats Phase 3	100	634	\$20,000,000	109,000	344	Boat building
50	Tenet Health	600		\$189,488,990	181,925	472	Hospitals
	Sub-Total	1,014	804	\$264,154,845	634,516		
	2023						
51	LactaLogics	60		\$57,000,000	60,000	98	All other food manufacturing
52	Treasure Coast Food Bank	5	71	\$26,000,000	132,000	504	Grantmaking, giving, and social advocacy organizations
53	Twin Vee		120		23,456	344	Boat building
	Sub-Total	65	191	\$83,000,000	215,456		
	2024						
54	Alex Lee, Inc.	121		\$32,700,000	165,000	381	Wholesale - Grocery and related product wholesalers
55	Apollo Development & Land Corp.	300		\$32,653,000	245,900	404	Warehousing and storage
56	APP Jet Center		22	\$5,875,000	33,600	396	Air transportation
57	BroadRange Logistics	755				404	Warehousing and storage
58	Costco Warehouse Depot Phase 1	265		\$71,000,000	622,685	404	Warehousing and storage
59	Infinity Flight Group	30		\$1,282,500	8,825	464	Other educational services
60	Lightbridge Academy	22		\$4,500,000	11,000	476	Child day care services
61	Marine Digital Integrators	54		\$1,886,740		344	Boat building
62	P1 Motor Club	125		\$200,000,000		486	Other amusement and recreation industries
63	Project Four PSL	225		\$45,250,000	250,000	232	Ornamental and architectural metal work manufacturing
64	SportLife Distributing	30	13	\$2,200,000	25,000	380	Wholesale - Drugs and druggists' sundries
	Sub-Total	1,927	35	\$397,347,240	1,362,010		
	Total	6,727	6,270	\$1,401,399,085	6,092,537		Total Jobs = 12,997

Source: St.Lucie EDC.

Notes: Blank = Not Reported.

- 1) New Jobs = jobs estimated by companies.
- 2) Jobs retained are the same for projected and created. Typically an expansion retains existing jobs.
- 3) Sector 376 used because 323 lighting fixture mfg. = 0 employment in model & TAMCO also distributes.
- 4) sector 164 pharmaceutical preparation used instead of 163 medicinal and botanical = 0 employment.
- 5) Sector 360 used because 359 surgical and medical instrument mfg. = 0 employment in model.
- 6) Sector 103 distilleries changed to sector 101 because 103 = 0 employment in data base.
- 7) In 2018 Lawnwood Regional Medical Center projected 30 new jobs, but their baseline employment fell from 1,559 to 1500 by 2020, a net reduction of 59 jobs. In 2018 Lawnwood also added 12,000 s.f. and invested \$100 million.

APPENDIX III

St. Lucie EDC Success (64 Projects) By 2-Digit NAICS* 2017 - 2024

NAICS 20 Sectors with 2-Digit Industries	EDC Success Jobs in NAICS 2-Digit Industries	Total Jobs
Agriculture, Forestry, Fishing and Hunting – 11		
Mining, Quarrying, and Oil and Gas Extraction – 21		
Utilities – 22		
Construction – 23	4, 28, 5, 99	136
Manufacturing – 31-33	10, 100, 100, 15, 15, 50, 50, 25, 125, 10, 5, 25, 16, 200, 40, 200, 10, 11, 150, 15, 100, 60, 54, 225	1,611
Wholesale Trade – 42	50, 15, 380, 20, 11, 121, 30	627
Retail Trade – 44-45	35, 40, 10, 100, 500, 10, 500, 200	1,395
Transportation and Warehousing – 48-49	20, 25, 490, 300, 755, 265, 125	1,980
Information – 51		
Finance and Insurance – 52		
Real Estate and Rental and Leasing – 53		
Professional, Scientific, and Technical Services – 54	50, 50, 10	110
Management of Companies and Enterprises – 55		
Administrative and Support and Waste Management and Remediation Services – 56	31	31
Educational Services – 61	30	30
Health Care and Social Assistance – 62	30, 150, 600	780
Arts, Entertainment, and Recreation – 71		
Accommodation and Food Services – 72		
Other Services (except Public Administration) – 81	5, 22	27
Public Administration – 92		
	Total Jobs	6,727

Source: St. Lucie EDC, NAICS 2-Digit Industries.

APPENDIX IV

St. Lucie County EDC Distribution of Annual Spending From New and Retained Jobs by Category: \$2025

Categories	Share of Total (%)*	Expenditure Total = \$992,113,713
FOOD	12.9%	\$127,982,669
Food at home	7.9%	\$78,376,983
Food away from home	5.1%	\$50,597,799
ALCOHOLIC BEVERAGES	.8%	\$7,936,910
HOUSING	32.7%	\$324,421,184
Shelter	19.3%	\$191,477,947
Owned dwellings	10.7%	\$106,156,167
Mortgage interest and charges	4.3%	\$42,660,890
Rented dwellings	7.0%	\$69,447,960
Other lodging	1.5%	\$14,881,706
Utilities, fuels and public services	6.5%	\$64,487,391
Natural gas	.4%	\$3,968,455
Electricity	2.9%	\$28,771,298
Fuel oil and other fuels	.1%	\$992,114
Telephone services	2.0%	\$19,842,274
Water and other public services	1.1%	\$10,913,251
Household operations	2.6%	\$25,794,957
Housekeeping supplies	1.1%	\$10,913,251
Household furnishings and equipment	3.1%	\$30,755,525
APPAREL AND SERVICES	2.6%	\$25,794,957
TRANSPORTATION	17.9%	\$177,588,355
Vehicle purchases	7.7%	\$76,392,756
Cars and trucks, new	4.2%	\$41,668,776
Cars and trucks, used	3.4%	\$33,731,866
Gasoline and other fuels	3.9%	\$38,692,435
Other vehicle expenses	5.2%	\$51,589,913

Vehicle finance charges	.6%	\$5,952,682
Maintenance and repairs	1.2%	\$11,905,365
Vehicle insurance	2.7%	\$26,787,070
Vehicle rental and leases	.7%	\$6,944,796
Public transportation	1.1%	\$10,913,251
HEALTH CARE	8.2%	\$81,353,324
Health insurance	5.6%	\$55,558,368
Medical services	1.5%	\$14,881,706
Drugs	.8%	\$7,936,910
Medical supplies	.4%	\$3,968,455
ENTERTAINMENT	4.5%	\$44,645,117
PERSONAL CARE PRODUCTS/SERVICES	1.3%	\$12,897,478
EDUCATION	2.1%	\$20,834,388
CASH CONTRIBUTIONS	3.0%	\$29,763,411
PERSONAL INSURANCE AND PENSIONS	12.0%	\$119,053,646
Life and other personal insurance	.7%	\$6,944,796
Pensions and Social Security	11.3%	\$112,108,850
OTHER (reading, tobacco & miscellaneous)	2.0%	\$19,842,274

Source: Bureau of Labor Statistics, Consumer Expenditure Survey, 2023, Region of Residence, South. BLS data released September, 2024.

Note: * All shares are % of total. **Shaded**, major categories total 100%.

APPENDIX V

St. Lucie EDC New and Retained Jobs 2017 - 2024

Annual Output by Sector¹ - \$2025 And Top 10 Sectors for Business-to-Business Impacts (Sectors used for 38 direct job impacts are shaded)

Rank	Sector Description	Output
	344 - Boat building	\$1,047,450,984
	472 - Hospitals	\$734,965,760
	381 - Wholesale - Grocery and related product wholesalers	\$177,841,463
	404 - Warehousing and storage	\$153,897,889
1	429 - Real estate establishments: Lessors of industrial commercial and residential real estate, agents & brokers (commissions), REITs, managers' offices, listing services, appraisal services, escrow agencies.	\$143,002,949
	127 - Engineered wood member and truss manufacturing	\$122,473,771
	98 - All other food manufacturing	\$112,576,402
2	431 - Imputed rental activity for owner-occupied dwellings = HOUSING + includes mortgage payments ²	\$105,990,883
	199 - Other concrete product manufacturing	\$80,380,982
	395 - Retail - Miscellaneous store retailers	\$80,247,784
	376 - Wholesale - Professional and commercial equipment and supplies	\$77,597,856
	164 - Pharmaceutical preparation manufacturing	\$71,022,715
	232 - Ornamental and architectural metal work manufacturing	\$66,002,796
	379 - Wholesale - Other durable goods merchant wholesalers	\$59,328,402
3	454 - Employment services	\$58,819,410
	385 - Retail - Motor vehicle and parts dealers	\$46,986,286
	403 - Couriers and messengers	\$45,323,685
	238 - Spring and wire product manufacturing	\$42,074,717
	260 - All other industrial machinery manufacturing	\$38,033,435
4	377 - Wholesale - Household appliances and electrical and electronic goods	\$37,607,459
	396 - Air transportation	\$37,368,477

Rank	Sector Description	Output
5	42 - Electric power transmission and distribution	\$35,767,056
	380 - Wholesale - Drugs and druggists' sundries	\$35,671,583
	427 - Insurance agencies, brokerages, and related activities	\$32,925,587
6	399 - Truck transportation	\$31,763,234
	360 - Surgical appliance and supplies manufacturing	\$29,859,482
7	438 - Accounting, tax preparation, bookkeeping, and payroll services	\$28,160,820
	390 - Retail - Health and personal care stores	\$26,514,981
8	491 - Full-service restaurants	\$26,318,072
9	436 - Lessors of nonfinancial intangible assets	\$23,491,491
10	465 - Offices of physicians	\$22,344,435
	383 - Wholesale - Other nondurable goods merchant wholesalers	\$22,220,910
	446 - Scientific research and development services	\$21,801,645
	426 - Insurance carriers, except direct life	\$20,103,103
	492 - Limited-service restaurants	\$19,004,055
	451 - Management of companies and enterprises	\$18,416,725
	437 - Legal services	\$17,640,960
	388 - Retail - Building material and garden equipment and supplies stores	\$16,477,696
	458 - Services to buildings	\$15,207,976
	424 - Other financial investment activities	\$14,842,472
	378 - Wholesale - Machinery, equipment, and supplies	\$14,734,474
	36 - Electric power generation - Nuclear	\$14,347,642
	453 - Facilities support services	\$14,179,182
	455 - Business support services	\$13,989,152
	251 - Other fabricated metal manufacturing	\$13,989,129
	504 - Grantmaking, giving, and social advocacy organizations	\$13,820,617
	55 - Maintenance and repair construction of nonresidential structures	\$13,798,942
	439 - Architectural, engineering, and related services	\$13,559,768
	444 - Management consulting services	\$13,333,729

Rank	Sector Description	Output
	47 - Construction of new power and communication structures	\$13,164,141
	423 - Monetary authorities and depository credit intermediation activities = Banks and Credit Unions. Output of commercial banks, savings institutions, and credit unions which includes: 1) funds, trusts, and other financial vehicles, 2) administrative expenses of pension funds, 3) service charges on deposit accounts and cash management, 4) service charges and fees on credit card accounts, 5) loan origination on all other consumer loans, 6) other products supporting financial services, and 7) ATM and other electronic transaction fees	\$12,436,769
	435 - Commercial and industrial machinery and equipment rental and leasing	\$11,792,774
	422 - Securities and commodity contracts intermediation and brokerage	\$11,674,793
	459 - Landscape and horticultural services	\$11,531,119
	486 - Other amusement and recreation industries	\$11,199,772
	420 - Internet publishing and broadcasting and web search portals	\$10,296,268
	389 - Retail - Food and beverage stores	\$10,241,069
	497 - Commercial and industrial machinery and equipment repair and maintenance	\$9,758,733
	394 - Retail - General merchandise stores	\$9,700,734
	402 - Scenic and sightseeing transportation and support activities for transportation	\$9,331,031
	418 - Data processing, hosting, and related services	\$8,946,523
	447 - Advertising, public relations, and related services	\$8,928,911
	461 - Waste management and remediation services	\$8,514,741
	494 - Automotive repair and maintenance, except car washes	\$7,806,588
	440 - Specialized design services	\$7,796,144
	508 - Postal service	\$7,703,366
	54 - Construction of other new residential structures	\$7,615,781
	493 - All other food and drinking places	\$7,037,259
	460 - Other support services	\$6,815,284
	415 - Wired telecommunications carriers	\$6,804,603
	450 - All other miscellaneous professional, scientific, and technical services	\$6,753,551

Rank	Sector Description	Output
	457 - Investigation and security services	\$6,606,633
	496 - Electronic and precision equipment repair and maintenance	\$6,428,491
	197 - Concrete block and brick manufacturing	\$6,231,279
	421 - Nondepository credit intermediation and related activities	\$6,123,748
	498 - Personal and household goods repair and maintenance	\$5,791,707
	452 - Office administrative services	\$5,629,691
	397 - Rail transportation	\$5,580,649
	400 - Transit and ground passenger transportation	\$5,515,314
	469 - Medical and diagnostic laboratories	\$5,393,252
	428 - Funds, trusts, and other financial vehicles	\$5,359,871
	515 - Local government electric utilities	\$5,285,844
	466 - Offices of dentists	\$5,217,944
	375 - Wholesale - Motor vehicle and motor vehicle parts and supplies	\$5,123,271
	473 - Nursing and community care facilities	\$5,055,129
	382 - Wholesale - Petroleum and petroleum products	\$5,041,149
	125 - Wood preservation	\$4,875,699
	464 - Other educational services	\$4,649,375
	516 - Other local government enterprises	\$4,288,514
	430 - Tenant-occupied housing	\$4,278,040
	468 - Outpatient care centers	\$4,234,457
	391 - Retail - Gasoline stores	\$4,226,637
	471 - Other ambulatory health care services	\$4,169,730
	443 - Other computer related services, including facilities management	\$4,054,223
	101 - Breweries	\$4,039,106
	476 - Child day care services	\$4,006,563
	456 - Travel arrangement and reservation services	\$3,984,372
	35 - Electric power generation - Fossil fuel	\$3,967,079
	449 - Veterinary services	\$3,922,964
	499 - Personal care services	\$3,555,669

Rank	Sector Description	Output
	432 - Automotive equipment rental and leasing	\$3,471,339
	196 - Ready-mix concrete manufacturing	\$3,346,836
	374 - All other miscellaneous manufacturing	\$3,301,719
	502 - Other personal services	\$3,142,202
	467 - Offices of other health practitioners	\$3,052,734
	392 - Retail - Clothing and clothing accessories stores	\$2,997,808
	56 - Maintenance and repair construction of residential structures	\$2,927,054
	4 - Fruit farming	\$2,877,128
	441 - Custom computer programming services	\$2,768,638
	87 - Seafood product preparation and packaging	\$2,625,349
	470 - Home health care services	\$2,610,996
	479 - Commercial Sports Except Racing	\$2,565,040
	445 - Environmental and other technical consulting services	\$2,509,241
	505 - Business and professional associations	\$2,459,731
	416 - Wireless telecommunications carriers (except satellite)	\$2,435,453
	413 - Radio and television broadcasting	\$2,348,204
	410 - Software publishers	\$2,282,967
	398 - Water transportation	\$2,154,007
	501 - Dry-cleaning and laundry services	\$2,099,744
	433 - General and consumer goods rental except video tapes and discs	\$2,059,514
	475 - Individual and family services	\$1,954,866
	474 - Residential mental health, substance abuse, and other residential care facilities	\$1,941,365
	37 - Electric power generation - Solar	\$1,869,171
	442 - Computer systems design services	\$1,619,115
	462 - Elementary and secondary schools	\$1,595,663
	417 - Satellite, telecommunications resellers, and all other telecommunications	\$1,523,107
	482 - Promoters of performing arts and sports and agents for public figures	\$1,418,118
	386 - Retail - Furniture and home furnishings stores	\$1,363,925

Rank	Sector Description	Output
	503 - Religious organizations	\$1,265,409
	393 - Retail - Sporting goods, hobby, musical instrument and book stores	\$1,235,305
	495 - Car washes	\$1,230,652
	506 - Labor and civic organizations	\$1,221,879
	411 - Motion picture and video industries	\$1,085,430
	43 - Natural gas distribution	\$1,037,092
	477 - Community food, housing, and other relief services, including rehabilitation services	\$1,022,732
	195 - Cement manufacturing	\$925,109
	384 - Wholesale - Wholesale electronic markets and agents and brokers	\$908,160
	485 - Gambling industries (except casino hotels)	\$806,061
	408 - Directory, mailing list, and other publishers	\$793,879
	507 - Private households	\$782,132
	20 - Oil and gas extraction	\$768,332
	44 - Water, sewage and other systems	\$744,208
	14 - Animal production, except cattle and poultry and eggs	\$670,209
	387 - Retail - Electronics and appliance stores	\$644,180
	463 - Junior colleges, colleges, universities, and professional schools	\$613,793
	144 - Printing	\$600,122
	26 - Stone mining and quarrying	\$596,712
	481 - Independent artists, writers, and performers	\$596,647
	239 - Machine shops	\$563,070
	500 - Death care services	\$559,162
	487 - Fitness and recreational sports centers	\$497,433
	407 - Book publishers	\$466,846
	414 - Cable and other subscription programming	\$414,692
	405 - Newspaper publishers	\$406,804
	368 - Sign manufacturing	\$392,611
	19 - Support activities for agriculture and forestry	\$368,581
	448 - Photographic services	\$228,841

Rank	Sector Description	Output
	484 - Amusement parks and arcades	\$227,161
	483 - Museums, historical sites, zoos, and parks	\$184,637
	74 - Canned fruits and vegetables manufacturing	\$184,251
	17 - Commercial fishing	\$172,882
	131 - Other millwork, including flooring	\$170,758
	425 - Direct life insurance carriers	\$162,279
	162 - Pesticide and other agricultural chemical manufacturing	\$158,573
	129 - Wood windows and door manufacturing	\$141,311
	41 - Electric power generation - All other	\$141,257
	406 - Periodical publishers	\$136,405
	178 - Plastics packaging materials and unlaminated film and sheet manufacturing	\$130,739
	180 - Plastics pipe and pipe fitting manufacturing	\$127,495
	478 - Performing arts companies	\$113,061
	190 - Brick, tile, and other structural clay product manufacturing	\$103,187
	293 sectors with new output. Please contact NCDS ESC for output in sectors with less than \$100,000.	

Source: National Community Development Services Input/Output model for St. Lucie County, Florida. County data, IMPLAN®, 2023, data released December, 2024.

Notes: 1. 38 sectors used to define inputs are shaded and not used in the “top 10 impacts” because these inputs are the direct impacts that create outputs from indirect and induced impacts, the very important business-to-business impacts.
2. Sector 431 treats homeownership and maintenance like a rental industry and includes purchases made by homeowners for the upkeep of residences and payments on mortgages. This approach was created by the Bureau of Economic Analysis, BEA, to manage home ownership spending in the National Income and Product Accounts, NIPAs.

APPENDIX VI

About NCDS and The Economic Strategy Center



National Community Development Services, Inc. (NCDS) is a pioneer in nonprofit, community-based fundraising. Since 1977, NCDS has raised over \$1.8 billion for more than 700 organizations, in 44 states across the U.S.

The Economic Strategy Center is the economic research and analysis division of NCDS. The ESC applies research tools and techniques to evaluate the economic impacts of development programs. It conducts in depth research using local, state and national sources. Over 20 years ago, NCDS pioneered the use of economic impact analyses in fundraising campaigns to convey the Return on Investment, ROI of our clients' programs, based on

projected outcomes of new jobs, capital investment, industry sector growth, and other client goals. The ESC helps clients address three types of issues:

- **Market Analysis** - How will my organization be affected by changes in the economy? What should I do to respond to them?
- **Cost/Benefit Analysis** - What will be the economic impact/benefits and costs of my project/program? What should I do to maximize net value? What is the return on investment?
- **Economic Development Strategy** - How can my project/program affect business growth and attraction? How can I best target my efforts?

The ESC creates:

- **Economic Impact Analysis** - The direct, indirect and induced impacts that multiply to create more jobs, income, value added and output. Impacts of new spending and new output include computations of potential new bank deposits and new local tax revenue. Return on investment ROIs are calculated for both private and public sector investments.
- **Scorecard (History of Success)** - The Economic Impact Analysis of success with job creation and new investment to show impacts and return on investment.
- **Info-graphic** - Summary graphics to illustrate impacts and returns on investment.

The ESC uses the latest data and techniques available. We are members of *C2ER - The Council for Community and Economic Research* (formerly ACCRA) and the *International Economic Development Council*.

For more information visit: <https://www.ncdsinc.net>