



Mid-Year Report
2019



Rob Lord

2019 Chair, EDC Board
of Directors



Chris Fogal

Chair-Elect, EDC Board
of Directors



Pete Tesch

President, EDC

Dear EDC investors,

As the 2019 Chair of the EDC Board of Directors, it is my pleasure to introduce this mid-year report. As you review the information below, you'll see that this has already been an extraordinary year.

I'd like to thank my predecessor Amy Brunjes, who recently retired from FPL, for her years of service to the EDC and to the entire Treasure Coast community. It is a daunting task to try to fill Amy's shoes.

Your board and executive committee are honored to serve the EDC's partners and investors in what is sure to be an exciting year ahead. Christopher Fogal of Carr, Riggs & Ingram is serving as Chair-Elect and Treasurer; Richard Houghten, PhD, of Torrey Pines Institute for Molecular Studies is Secretary; with Amy's retirement, Ed Massey, PhD, of Indian River State College will serve in the Past Chair position. Rounding out the executive committee are Kelly Enriquez of Lawnwood Regional Medical Center & Heart Institute, Azlina Goldstein Siegel of GL Homes, and EDC President Peter Tesch.

While we will, of course, continue our focus on the core missions of business attraction, retention and job growth for St. Lucie County, there are many other EDC activities that support the mission and offer our investors the opportunity for engagement. You'll see examples in the Outreach, Events & Good News section below. From assistance with training grants and workforce development to exceptional networking opportunities, your EDC is here to help.

I hope to see you at our upcoming events.

Rob Lord, Cleveland Clinic Martin Health

Meet the EDC's Newest Board Members



Kate Cotner

Kate is a senior external affairs advisor for Florida Power & Light Company (FPL) for both St. Lucie County and Martin County. Prior to joining FPL, she served as the assistant county attorney for Indian River County for more than five years where she provided legal support to the county and served as the legislative liaison, promoting the county's legislative program.



Azlina Goldstein Siegel

Azlina is a vice president for GL Homes. Prior to joining GL Homes, Azlina was a partner in The Siegel Law Firm, P.A., specializing in governmental law and advocacy, real estate transactions, land development, and civil litigation. In light of her new role with GL Homes, Azlina will be "of counsel" to The Siegel Law Firm. Azlina also worked for the City of Port St. Lucie for more than nine years as an assistant city attorney, then interim city attorney and outside special legal counsel.



Amber Woods

Amber represents Treasure Coast Lexus. She is also CEO of Treasure Coast Toyota of Stuart. Amber grew up in the automobile industry, working alongside her father and learning the business from the ground up in preparation to become a second-generation dealership owner/operator.



Eric Camehl

Eric is the owner/broker of RE/MAX Masterpiece Realty. He is a proud United States Army veteran and serial entrepreneur. As a business owner and real estate broker, Eric focuses on customer satisfaction, helping real estate agents grow and providing the most advanced technology and marketing to the real estate market.



Kelly Enriquez

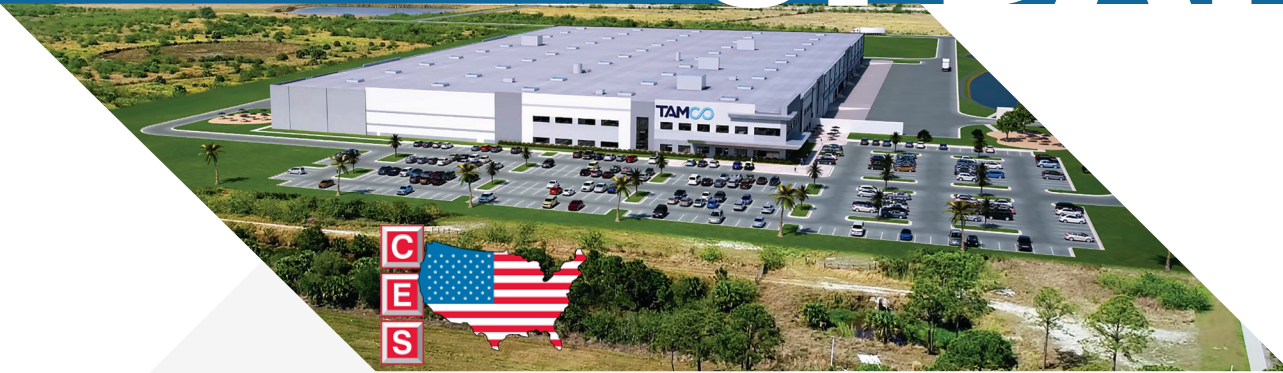
Kelly is the chief operating officer at Lawnwood Regional Medical Center & Heart Institute. Prior to joining Lawnwood, she was president and CEO of Sebastian River Medical Center where she spearheaded the medical center's transition from Community Health Systems to Steward Health Care. She also oversaw the center's \$65 million expansion.



Jeremy Wiernasz

Jeremy is the general manager and director of golf at PGA Golf Club. Prior to joining PGA Golf Club, he served as director of business development and head golf professional for the PGA Tour's TPC Network. Most notably, TPC Scottsdale, home of the Waste Management Phoenix Open, and TPC San Antonio, home of the Valero Texas Open.

Recruitment/ Expansion **UPDATES**



CITY ELECTRIC SUPPLY/TAMCO

Construction is expected to be complete on the 411,000-sq.ft. facility in the third quarter of 2019. This project, the first new industrial business in the Tradition Center for Commerce, retained 210 jobs and will add 50 new jobs.



OCULUS Surgical

This existing St. Lucie West business will be expanding into a new 50,000-sq.ft. state-of-the-art facility in the Tradition Center for Commerce, retaining 32 employees and adding 50 new jobs. Construction is expected to begin late 2019/early 2020.



Pursuit Boats

The site plan has been approved for over 500,000 sq.ft. of new facility space in Fort Pierce. Recently acquired by Malibu Boats, Pursuit currently has 400 employees on their 220,000-sq.ft. site. The first phase, an additional 181,000 sq.ft. of production space, will add 200 new jobs. Construction on the first phase is slated for 3rd quarter.



Concrete Impressions

Site improvements are underway for this premier manufacturer of sound walls and barriers. The company, currently based in Pompano Beach, acquired 18 acres of land in Fort Pierce for manufacturing and distribution. Once the site is complete, 15 new jobs will be added.





A & G Concrete Pools

Construction is complete on A&G Concrete Pool's headquarters. Their new 19,000-sq.ft. facility helped retain over 65 jobs.



Drexel Metals

This manufacturer and fabricator of metal roof systems has relocated from Martin County into a 25,000-sq.ft. facility in St. Lucie West. Renovations are almost complete and 15 new jobs will be added.



American Concrete Industries

American Concrete Industries

Following a 10,000-sq.ft. expansion in 2018, ACI is expanding again with 15,000 sq.ft. in Fort Pierce, retaining 24 jobs and creating 15 new jobs. Construction will begin in late 2019.



Convey Health Solutions

Expanding into a 60,000-sq.ft. Class A office space at the former Liberty Medical Building in Port St. Lucie, Convey will be creating more than 100 new jobs. St. Lucie County Transit worked with Convey to relocate a bus stop, ensuring their existing and new employees will have access to public transportation.



PowerLift Hydraulic Doors

This existing Fort Pierce manufacturer acquired a 22,000-sq.ft. facility and is currently planning for minor site plan renovations to meet production needs.



Outreach, Events & Good News

Pete Hegener Leadership Award

The EDC was proud to present Tammy Roncaglione of CenterState Bank with the coveted award at the May 9 Leadership Dinner. Amy Brunjes of FPL and Joey Miller of St. Lucie Battery & Tire were finalists.



CenterState Bank

Jarrod Trefelner, Cecelia Jaimes, Steve Watters, Sherry Batchelor, Tammy & Howard Roncaglione, Roxanne Peters, Andy Beindorf



Tammy Roncaglione
and Dr. Edwin Massey



Amy Brunjes



Joey Miller & family

Port & Airport Developments



MPO Hangar

Construction is underway on the new MRO hangar at the Treasure Coast International Airport. Standing 57 feet tall with a 43-by-130-foot door, the new MRO hangar will comfortably accommodate two large aircraft.....Aviator College of Aeronautical Science and Technology is expanding its airport-based campus to produce more maintenance technicians while Indian River State College launched a new Aviation and Marine Training program.....Mega-yachts are coming to the Port of Fort Pierce! The county signed a contract in April with Derecktor Boatyards to refit power and sailing mega-yachts. Local group Fort Pierce Yacht & Ship is already at work on refits at the port.



Fort Pierce Yacht & Ship



Aviator College, Mechanic TCIA



Derecktor Shipyards



IRSC honored with **Aspen Award**

In April, **Indian River State College** was named **Number One** in community college excellence in the nation by the Aspen Institute. Selected from more than a thousand state and community colleges, IRSC was selected for its transfer rate, bachelor's degree attainment rate, alumni earnings, post-graduation employment rates, and affordability.



IRSC President Dr. Edwin Massey (center) receives the Aspen Award from Kathy Warden of Northrop Grumman and Angel Cabrera of George Mason University

MRO Atlanta

Jill Marasa and Peter Jones represented St. Lucie County at the MRO convention in Atlanta, pursuing new business development leads for the Treasure Coast International Airport. Check out the EDC's new video promoting the airport here:

https://youredc.com/images/uploads/TCIA_Hangar_April_3_web.mp4



Ready-to-Work **Boot Camp**



The second group of boot camp participants graduated June 7. Twenty-three young people participated in manufacturing or skilled trades programs, learning soft skills and about career opportunities at 15 local businesses.



Florida **SBDC** at IRSC Conference

The **7th Annual Entrepreneurship and Small Business Conference** featured author and futurist Jim Blasingame. More than 240 attended the May 7 event where four outstanding local businesses were honored. Florida Chamber Foundation chief economist Jerry Parrish discussed the latest economic trends and 12 workshops were offered.



EDC EXCEL



The EDC's emerging leaders group has been going strong since its kick-off in September. At the left, the group is pictured at FPL's St. Lucie Nuclear Power Plant.

The primary focus of EXCEL is to develop meaningful business connections, leadership development and groom future business leaders for St. Lucie County.





Lincoln Park Career Pathways



The Common Good Initiative career pathways training program, funded by Allegany Franciscan Ministries, graduated its first cohort of students at IRSC's Blackburn Center.

Islamorada Beer Company and Silver-Line Plastics

Both companies worked with the EDC to obtain State of Florida Incumbent Worker Training grants to upskill their existing workforce in sales, quality control, leadership.



Did you know
that the EDC may be able
to help your company
obtain training grants?

Call Jill Marasa at

772-336-6257

to learn more.



New Partner INVESTMENT

Chairman Level

RE/MAX Masterpiece Realty

Leadership Level

Carr, Riggs & Ingram (upgrade)

MIDFLORIDA Credit Union

Corporate Level

ABC Home Medical Supply, Inc. (upgrade)

Engecon Construction, Inc.

Express Employment Professionals

Fiorella Insurance Agency

First Citizens Bank

Hedrick Brothers Construction

N2 Architecture & Design

NAI Southcoast

Willard Development

Ambassador Level

8th Avenue Studios, LLC

Bob Rude Structures, Inc.

Capture Information Services Group

Enterprise Fleet Management Group

Fidelity Lending

Fire Equipment Services of St. Lucie, Inc.

Florida Community Health Centers

Inside & Out Cleaning & Maintenance Team

Marine Bank & Trust

RE/MAX Masterpiece Realty-Violetta Ansorge

Silver Construction Group

St. Lucie Battery and Tire

The Fetterman Firm, DLLLC

The Gaston Law Firm, P.A.

The Siegel Law Firm, P.A.

Treasure Coast Hospice

UBU Brands

WPBF 25 / Hearst Television



Upcoming Events – Save the Date

EDC Monthly Luncheons

- AUG 6** Andra S. Cornelius, CEcD, SVP, Business and Workforce Development, CareerSource Florida
SEP 10 Dr. John Kelly, President, Florida Atlantic University
OCT 1 Patricia K. Gehant, Gehant & Associates
NOV 5 William Fruth, President, POLICOM Corporation
DEC 3 David Denor, Publisher, Florida Trend

Business networking is easy. The challenge is getting your message to the right people. EDC lunch meetings provide opportunities to share your company's message in a business-to-business setting with 140 decision-makers from our region who attend these luncheons. For more information, call Candy Marlow at 772-336-6252.

SPECIAL EVENTS

- NOV 21** Leaders on the Links Reception, 6:00–9:00 p.m.
NOV 22 Leaders on the Links Golf Tournament, 7:30 a.m.

For sponsorship and tickets contact Candy Marlow at (772) 336-6252 or cmarlow@youredc.com for information.

The EDC
is looking for **volunteers**
to join our events committee.

Call Candy Marlow at
772-336-6252
to learn more.