

ANNUAL REPORT 2018





Amy Brunjes

2018 Chair, EDC Board of Directors



Pete Tesch

President, EDC



Dear EDC investors,

When I took up the gavel of the EDC in April, there was no doubt in my mind that it would be an exciting year; my expectations were met, and then they were exceeded.

The EDC's accomplishments have been stellar. With the combined efforts of staff, our elected officials, board, investors and partners, we've been able to attract quality employers and build economic vitality in St. Lucie County and the Treasure Coast.

It's been a year of groundbreaking and ribbon cuttings: Maverick Boat Group in January, A&G Concrete Pools and ABC Home Medical Supply in May, TAMCO Group/City Electric Supply in August, with more anticipated in 2019. With the construction of the loop road opening access to 100 acres of developable land, the Tradition Center for Commerce is on its way to becoming our area's long-anticipated jobs corridor. And, with the EDC's support, FPL brought two clean-energy solar projects to St. Lucie County, one already in operation and one under construction, enhancing the county's tax base and creating construction jobs.

Business attraction, retention and job growth are core missions for the EDC, and workforce readiness is a critical factor in business relocation or expansion decision-making. Your EDC has been central to the work being done to bridge the gap between the skills today's employers want and the skills our current workforce possesses. From spearheading the Skills Gap Study, to mapping our assets, to developing a range of new training and educational opportunities, EDC staff and volunteers have been front-and-center in this critical initiative.

As Chair of the EDC Board of Directors, I would like to take this opportunity to thank our professional staff, highly engaged board members, generous sponsors, partners and investors. The success we are experiencing now is due to the many contributions of all over the years.

I look forward to a prosperous 2019!

Amy Brunjes

2018 was an AWARD-WINNING year!

SIX St. Lucie County companies brought home prestigious statewide and regional awards in 2018.



**ADVANCED
MACHINE & TOOL**



D & D Welding & Fabrication and Advanced Machine and Tool, both Fort Pierce manufacturers, won **Manufacturer of the Year** awards in their size categories from the **South Florida Manufacturers Association**. Fort Pierce boat-manufacturer **Pursuit Boats** was recognized as the runner-up in its category.

Advanced Machine and Tool went on to win statewide recognition with a **Florida Sterling Manufacturers Business Excellence Award**.



Maverick Boat Group, a Fort Pierce manufacturer, was recognized with the **Governor's Award for Job Creation** by Governor Rick Scott at the Enterprise Florida quarterly board and stakeholders meeting.



Expert Shutter Services, of Port St. Lucie, was among 50 statewide honorees selected as **2018 Florida Companies to Watch**. The recognition is given by **GrowFL** to second-stage companies.



ABC Home Medical received the prestigious **When Work Works Award** from the **Society for Human Resources Management** in recognition of exemplary workplace practices.

2018 Economic Expansion Strong

Calendar Year 2017

	Industry	Location	Project Scope	Existing Jobs	Projected New Jobs	New Jobs Created	Facility Square Footage
A&G Concrete Pools	Manufacturing	Port St. Lucie	EXPANSION	60	10	*	19,000
ABC Home Medical Supply Company I	Headquarters	St. Lucie County	NEW	0	35	77	10,000
Builders FirstSource	Manufacturing	St. Lucie County	NEW	0	40	13	45,000
City Electric Supply/TAMCO	Manufacturing	Port St. Lucie	EXPANSION	210	50	*	411,000
Maverick Boat Group	Marine	St. Lucie County	EXPANSION	273	100	98	106,000
Pursuit Boats	Marine	St. Lucie County	EXPANSION	324	30	48	17,000
Radical Cosmetics	Manufacturing	Fort Pierce	NEW	0	50	75	55,000
Tattoo Yachts	Marine	St. Lucie County	NEW	0	49	*	22,000
				867	364	311	685,000

* Project still in development stage



ABC Home Medical Supply, Inc. is a national provider of specialty medical supplies, primarily urinary intermittent catheters, ostomy supplies, wound care supplies and bowel management products. In 2016, the company underwent a corporate merger and, in 2017, selected St. Lucie County for their new headquarters location, consolidating locations from California and Pennsylvania. The headquarters consolidated into 10,000 square feet of existing office space and, in the first 12 months, created 77 new jobs. In 2018, the company expanded operations again with an additional 7,500 square feet of office space and the creation of 30 new jobs.



American Concrete Industries

American Concrete Industries is a premier manufacturer of precast sanitary and drainage products. Established in St. Lucie County for over 25 years, the company has undergone multiple expansions at their 10-acre site, including a 10,000-square-foot expansion in 2018, and is now comprised of over 23,000 square feet of manufacturing and office space. The company is planning a 15,000-square-foot expansion in 2019 with additional manufacturing space and a new employee break room.

“OCULUS Surgical, Inc. has found the St. Lucie Economic Development Council to be an invaluable partner in the expansion of our business.”

– Bob Zatarain, Chief Executive Officer

	Industry	Location	Project Scope	Existing Jobs	Projected New Jobs	New Jobs Created	Facility Square Footage
ABC Home Medical Supply Company II	Headquarters	St. Lucie County	EXPANSION	77	100	30	7,500
American Concrete Industries	Manufacturing	St. Lucie County	EXPANSION	24	15	9	15,000
Project Air	Aviation	St. Lucie County	NEW	0	20	*	14,600
Concrete Impressions	Manufacturing	Fort Pierce	NEW	0	15	*	18 acres
Convey Health Solutions	Professional Services	Port St. Lucie	EXPANSION	200	150	*	65,000
Hypower	Professional Services	Fort Pierce	NEW	0	50	30	2,000
Lawnwood Regional Medical Center	Life Sciences	Fort Pierce	EXPANSION	1,559	30	*	12,000
Martin Health System	Life Sciences	Port St. Lucie	EXPANSION	1,241	150	*	45,000
Natalie's Orchid Island Juice Company	Manufacturing	St. Lucie County	EXPANSION	150	50	*	105,000
OCULUS Surgical	Manufacturing	Port St. Lucie	EXPANSION	31	50	*	50,000
Precast Specialties II	Manufacturing	Fort Pierce	EXPANSION	0	25	*	14,000
The Porch Factory	Manufacturing	St. Lucie County	EXPANSION	24	4	*	7,500
				3,306	659	69	337,600

* Project still in development stage



Project Air, new to St. Lucie County, is establishing operations at the Treasure Coast International Airport. The private air charter service company has secured a lease on an existing 14,600-square-foot hangar and will be making substantial interior and exterior beautification improvements to the facility. New job creation is estimated at 20, including administrative and aircraft personnel.



Concrete Impressions is a premier manufacturer of sound barrier walls, located in Florida for over 30 years. The company purchased an 18-acre site in Fort Pierce and is undergoing site renovations to begin operations in 2019, anticipating the creation of 15 new jobs.



Convey Health Solutions is a leading provider of specialized healthcare technology and services for government-sponsored markets. The company was seeking locations statewide for expansion and has secured a lease in an existing 64,000 square foot Class A office building in Port St. Lucie. The expansion will create 150 new jobs.





Hypower is an electrical and utility contracting company that focuses on prime electrical infrastructure, outside plant power and communications projects, and ground-mount solar nationwide. The company has been located in Florida for over 28 years and is ranked as one of the state's largest full-service, state-licensed electrical, general, and utility contractors. The company was recognized as the 2017 South Florida Business of the Year. In 2017, Hypower expanded operations into Fort Pierce with the purchase of an existing 3.5-acre site, complete with two existing structures for office and storage. Hypower has completed extensive exterior site renovations and, to date, has created 30 new jobs.



Lawnwood Regional Medical Center & Heart Institute is a 380-bed acute care hospital and home to the Treasure Coast's Level II Trauma Center as well as specialty services that include cardiac care, pediatric intensive care unit, inpatient behavioral health and rehabilitation services, a Level III Neonatal Intensive Care Unit, and the only Mazor Robotics Program providing minimally invasive surgery for complex spinal cases. Lawnwood is expanding their behavioral health services with a 12,000-square-foot expansion and 12-bed adolescent behavioral health unit, including the creation of 30 new jobs.



Martin Health System is comprised of three hospitals with a combined total of 521 beds, one MediCenter, a free-standing emergency center and numerous outpatient centers and clinics. The system is a not-for-profit community-based healthcare organization offering preventative, primary and acute hospital care as well as cancer care, a heart center, wellness and rehabilitation services throughout the Treasure Coast. Martin Health System is expanding operations with a new, state-of-the-art Neuroscience Center of Excellence with a focus on neurosurgery, neurology, diagnostic center, radiology and breast center, with a capital investment of approximately \$30 million and the creation of 150 new jobs.



Natalie's Orchid Island Juice Company has been a staple in the City of Fort Pierce community for over 20 years, manufacturing, producing and distributing its more than 22 flavors of premium and authentic juices and tea to 32 states and 42 countries. The company's expansion into a new facility is to meet growth demands over the last several years and for future anticipated growth. Natalie's acquired an existing 55,000-square-foot facility on 11 acres, recently completing conversion of a portion of the existing facility to chiller operations. The company's expansion plans include an additional 50,000 square feet of production space over the next two years and the creation of 50 new jobs.



OCULUS Surgical is a leader in the ophthalmic surgical market with advancements in wide angle viewing and new, innovative tools for today's ophthalmic surgeon. In 2017, OCULUS Surgical's parent company, OCULUS GmbH, acquired another Florida-based company and conducted an extensive site selection search to consolidate and expand operations. OCULUS Surgical, located in Port St. Lucie since 2012, identified the Tradition Center for Commerce as a desirable location for their expansion. The company is acquiring 10 acres of land to construct a 50,000-square-foot manufacturing, distribution, sales and service facility, retaining 31 jobs and creating 50 new jobs.



Precast Specialties is Florida's leading precast and prestressed concrete provider. In 2017, the company relocated its headquarters and manufacturing operations from South Florida to a 75-acre site in Fort Pierce. In 2018, Precast Specialties began to expand operations into a 14,000-square-foot facility for the production of rebar manufacturing.



The Porch Factory is a fabricator of screen enclosures and provides services that include screen and re-screen repair, glass enclosures, patio extension, and front entryways. Located in Fort Pierce for over 10 years, the company purchased an existing 7,500-square-foot facility in Fort Pierce to accommodate growth of production and services, retaining 24 employees and the creation of 4 new jobs. The new facility includes an expansive fenced yard and room for further expansion.

We started to realize in 2017 that we needed more room to be able to continue to expand our business. The Economic Development Council not only helped us secure a facility, they worked with me throughout the entire search and selection process. They didn't stop there, the EDC also provided help through the permitting process that expedited our project. And, they have continued to support our business with the great work they provide with the ongoing Workforce Readiness Task Force. The EDC helped make our business more successful.

– Jim Brann, President, The Porch Factory

Workforce Readiness

Continuing its mission to ensure that the Treasure Coast can offer new and existing employers a high-quality skilled workforce, the EDC worked closely with partners CareerSource Research Coast, Indian River State College, Keiser University, the local school districts and many others to address skills gaps in the healthcare, manufacturing, and skilled trades sectors.



Ricardo Mundle apprenticing at Phoenix Metal Products in Fort Pierce

➤ Apprenticeship Programs

The Treasure Coast Manufacturers Association is the sponsor for the Registered Industrial Manufacturing Apprenticeship Program, the first in Florida. Currently funded by a grant from and administered by CareerSource Research Coast, the programs are “earn-while-you-learn” opportunities with students earning at least \$11 per hour during their work shifts as well as attending classes at Indian River State College in the evening. Students earn nationally recognized certifications such as Certified Production Technician and Industrial Manufacturing Technician. Six Treasure Coast manufacturers currently have 22 employees in the apprenticeship program and 21 pre-apprentices, with more expected to start in January.

➤ Career Conferences

In March, the Healthcare Roundtable of the Treasure Coast hosted the first Future Healthcare Professionals Career Conference for 200 Martin and St. Lucie County high school students. Workshops included soft skills, financial aid opportunities, career pathways and task management/critical thinking.

The first State-of-the-Jobs Conference to be offered on Florida’s East Coast was a collaboration between CareerSource Research Coast and Workforce Readiness Taskforce stakeholders. Post-secondary education options, career readiness, employability skills and leadership in three distinct career tracks – healthcare, manufacturing and skilled trades – were presented to 435 Treasure Coast high school students.



Future Healthcare Professionals of the Treasure Coast Conference

➤ Ready to Work Manufacturing Boot Camp

The EDC, the Treasure Coast Manufacturers Association and their partners offered another first-ever program to 22 recent graduates of St. Lucie Public Schools. The five-day boot camp was designed to prepare the young people, who were chosen by their guidance counselors, for immediate, high-demand careers. Instruction covered the manufacturing process, quality assurance, packaging, warehousing, distribution, safety and more. The boot camp’s graduation included an athlete-inspired signing day with local manufacturing, trade and distribution employers invited to attend and sign the graduates up for employment.



2018 Boot Camp Graduation



Boot Camp participants touring program sponsor Southern Eagle Distributing’s facility



Your **EDC** Reaching Out

➤ **Training Opportunities**

The EDC presented a variety of educational opportunities for the community during 2018 – from a Small Business Resource Workshop in conjunction with the SBDC, to Economic Development 101 for St. Lucie County staff, to a Lunch & Learn program for manufacturers on GrowFL. But the most talked-about program of the year was the Leading the New Breed Symposium: Motivating Managers, Millennials & Misfits, featuring nationally renowned trainer Phillip Van Hooser, along with a powerhouse economic development consultant panel. The program was so popular, Van Hooser will be coming back in 2019. The EDC took the opportunity at the symposium to present 10 scholarships to students who attended the Future Healthcare Professionals Career Conference earlier in the year.



The EDC's Leading the New Breed Symposium was well attended and well received

➤ **EXCEL Program**

Building a better economic quality of life for St. Lucie County isn't a mission that can be accomplished in a year or two. In 2018, the leadership of the EDC expanded their planning horizons from half-decade increments to a full generation by establishing the EXCEL program. EXCEL is shorthand for a young professional group open to current and aspiring C-level executives in St. Lucie County, the organization offers leadership training, talent development and networking opportunities.



Representing St. Lucie County at the National Business Aviation Association

Business Attraction

The EDC seeks out multiple opportunities to promote St. Lucie County, area businesses, our business-friendly environment, and to meet with developers and site location specialists. In 2018, the EDC represented our community at the National Business Aviation Association, MRO Americas, the International Council of Shopping Centers, Enterprise Florida Pavilion at Select Summit USA, multiple consultants' and site development forums throughout the year.

➤ **Treasure Coast Manufacturers Association**

The TCMA, staffed by the EDC, continues to grow, expand its offerings and focus on improving the talent pipeline for area manufacturing jobs. In addition to apprenticeship programs (see Page 5), the organization offers facility tours, lunch & learns, and arranges for high school counselors to spend a full day visiting a variety of manufacturers to learn about career options for non-college bound students.



Give of your hands to serve
And your hearts to love
-Mother Teresa

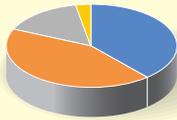
Lincoln Park Career Pathways

Allegany Franciscan Ministries of Florida, which launched the Common Good Initiative in Lincoln Park in 2014, approved a \$415,000 grant to fund career training for 176 Lincoln Park residents over a two-year period. The undertaking unites five organizations in fostering financial independence for Fort Pierce's Lincoln Park residents. Starting in January, three training pathway certification programs will be offered – Certified Production Technician (CPT), Certified Logistics Associate (CLA) and Certified Nursing Assistant (CNA). In addition to 100 percent of the tuition cost, the grant also covers classroom computers, student transportation, meal stipends, child care, a dedicated career consultant, marketing and outreach. The EDC prepared the grant proposal in partnership with Indian River State College and CareerSource Research Coast.

EDC 2018 and 2019 Finances

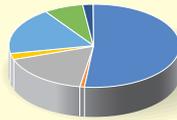
As a result of focused leadership, public and private sector investment, the financial position of the EDC continues to be on solid footing.

2018 Revenue Budget \$817,540



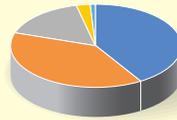
- Private Sector Investment
- Public Grants
- Events
- Workforce Readiness

2018 Expenditure Budget \$798,801



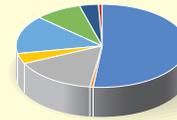
- Salaries & Benefits
- Event Expense
- Business Attraction & Retention
- Operating Reserve
- Communications & Marketing
- Workforce Readiness
- Office Expense

2019 Revenue Budget \$836,540



- Private Sector Investment
- Public Grants
- Events
- Workforce Readiness
- Scholarship Program

2019 Expenditure Budget \$835,370



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

Board of Advisor and Chairman Level Investors



SPECIAL THANKS to our 2018 Board of Directors for their commitment and leadership

- Mike Adams, Adams Ranch
- Terissa Aronson, St. Lucie County Chamber of Commerce
- Brian Bauer, CareerSource Research Coast
- Russ Blackburn, City of Port St. Lucie
- Amy Brunjes, Florida Power & Light Company - **Chairwoman**
- Ian Cotner, AT&T Florida
- Linda Cox, City of Fort Pierce
- Scott Davis, Tropicana
- Lee Dobbins, Dean, Mead, Minton & Zwemer
- Christopher Fogal, Carr Riggs & Ingram - **Treasurer**
- Wayne Gent, St. Lucie Public Schools
- Richard Houghten, PhD, Torrey Pines Institute for Molecular Studies - **Secretary**
- Jerry Jacques, Treasure Coast Manufacturers Association
- Richard Kolleda, Spherion
- Leslie Kristof, Keiser University
- Rob Lord, Martin Health System - **Chair-elect**
- Edwin Massey, PhD, Indian River State College - **Past Chair**
- Mike Patterson, Lawnwood Regional Medical Center & Heart Institute
- Cara Perry, Florida Atlantic University
- Tammy Roncaglione, CenterState Bank
- Glenn Ryals, GL Homes
- Staci Storms, Realtors® of the Palm Beaches and Greater Fort Lauderdale
- Jimmy Terry, PGA Golf Club
- Peter Tesch, Economic Development Council
- Shelly Thomas, Wells Fargo
- Howard Tipton, St. Lucie County
- John Tompeck, Fort Pierce Utilities Authority

Leadership Level Investors

- Anderson Moore Construction
- Asset Specialists, Inc.
- AT&T Florida
- Bank of America
- CenterState Bank
- Hi-Tide Boat Lifts
- Keiser University
- Maverick Boat Group
- MIDFLORIDA Credit Union
- Pre-Cast Specialties
- Seacoast Bank
- Spherion
- Treasure Coast Newspapers
- Tropicana



LEADERSHIP INSPIRATION PARTNERSHIP



Mike Adams, Peter Tesch, Amy Brunjes, Ken Pruitt and Denise Hegener



Leadership Dinner guests watch as Ken Pruitt receives the Pete Hegener Award



Hi-Tide Boat Lifts table at the 2018 Leadership Dinner



Ryane New, Angela Aulisio, Cheree Ramirez, Phil Doumar at the Leadership Dinner

Pete Hegener Leadership Award

The prestigious Pete Hegener Leadership Award was presented to Ken Pruitt at the 6th Annual EDC Leadership Dinner held at the Harbour Ridge Yacht & Country Club in April. The award was presented by Mike Adams, representing the late Alto "Bud" Adams, Jr., the 2017 award recipient. Pruitt, who served St. Lucie County as a state senator, state representative, and property appraiser, was honored for tirelessly working to create well-paying jobs, elevate our quality of life, and build a better community in St. Lucie County. Pruitt attained top leadership positions in both the Florida House and Florida Senate and paved the way for much of the economic success we enjoy locally and statewide today. Many thanks to our title sponsor Florida Power & Light Company and to all the event sponsors that made the Leadership Dinner possible.

Leaders on the Links

Leaders on the Links was held on November 8 & 9 at the PGA Golf Club. Many thanks to all our sponsors and guests for making this event the highlight of our year. Special thanks to Southern Eagle Distributing, our title sponsor; and A&G Concrete Pools, our Harvest Celebration sponsor. Twenty-five percent of the proceeds from Leaders on the Links will go to the Peter W. Busch Family Foundation to help fund scholarships for local students in manufacturing, health care and skilled trades programs. The funds are part of the EDC's three-year campaign to raise \$100,000 to award 36 career and technical education scholarships.



William Talley, Brooks Price, Jill Marasa, Kevin & Terri Murphy at the Leaders on the Links Harvest Celebration



Travis & Genia Leonard, Grace & Jason Baran, Rich DelToro, Philip Busch at the Harvest Celebration



Leslie Kristof and Leslie Haviland of Keiser University teaming up at Leaders on the Links



Rich Kolleda, Scott Bourret, Thomas Holt, Justin Kolleda

Save the Date

- EDC Leadership Development Seminars: **Earning the Right to be Heard - January 23 & 24** Keiser University
- EDC's 7th Annual Leadership Dinner - **May 9** Harbour Ridge Yacht & Country Club

Contact the EDC

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