



Dan Romence, President

REFLECTIONS FROM THE BOARD

Hear from 2026 Board President Dan Romence on why he's so excited about the future.

OUR IMPACT

19
New Business
Attraction Leads

\$70 mil
Total Direct
Capital

300K sf
Commercial
Real Estate
Impact

207
New
Potential Jobs
to Market

150,000+
Digital Media
Impressions,
Reach and
Engagement

68 Unique Businesses/
Individuals Assisted

92 Referrals
Received

FISCAL ACCOUNTABILITY AND TRANSPARENCY

2025 Revenues & Resources

County	\$465,000
Municipal Investors	\$15,000
Private Investors	\$92,000
Events & Sponsorships	\$68,000
Misc Fees (interest, etc.)	\$4,000
TOTAL	\$644,000

2025 Expense Allocations

Business Retention & Expansion	30%
Community/Investor Outreach	24%
Business Attraction	9%
Business Assistance (entrepreneurship)	8%
Marketing & Branding	4%
Talent & Workforce	3%
Supporting Services (admin/mgmt)	22%

2025 INVESTORS



BANK OF AMERICA



Colliers • Evergreen Private Care • MidFlorida Credit Union
Marine Industries Association of the Treasure Coast • Truist Bank

Acquisition Experts, LLC • Express Employment Professionals • First National Bank Coastal Community
Manpower South Florida • Ryan Homes • SouthState Bank • Spherion Staffing & Recruiting



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ANNUAL
REPORT
24/25



VISION

To foster a strong Martin County economy characterized by a diversity of businesses and a growing and sustainable tax base.

MISSION

To lead economic development by supporting local contributory businesses, attracting investment, and fostering job creation.

WHY MARTIN COUNTY?

Martin County is a great place to do business. 90% of companies plan to stay and grow locally, citing safety, natural environment, and community character as area advantages. High quality of life and lower business costs compared to nearby markets make Martin County a competitive location for businesses to grow and thrive.

bdbmc.org



Read William's letter in full.

Message from the Executive Director
WILLIAM CORBIN, CEcD
 EXECUTIVE DIRECTOR

In last year's Annual Report, I admitted to feeling a little like an athlete who entered the game long after his teammates had built up a big lead.

Back then, many of the projects that the Business Development Board of Martin County accomplished prior to my arrival were really starting to blossom. I was fortunate to inherit such a healthy suite of achievements. This year, I feel more like a player-coach, working alongside true professionals in a great program – a program with a positive culture whose emphasis on the fundamentals is creating a championship contender.

(Yes – as you probably could guess, I do watch a fair amount of sports in my downtime.)

We had a great year, with some exciting accomplishments to share. Please click on the link/QR code to learn more about them.

BDBMC LEADERSHIP TEAM

OFFICERS

- Susan Rabinowitz, *President, Bank of America*
- Dan Romence,* *President-Elect, Indiantown Marine Center*
(Appointed by Marine Industries Association of the Treasure Coast)
- Lauren Abbott, *Treasurer, Oceanwide Electronics*
- Steve Hartz, *Secretary, Value Tool & Engineering*
- Eric Kiehn,* *Past President, C&W Technologies*
(Appointed by Economic Council of Martin County)

DIRECTORS

- Brian Bauer,* *CareerSource Research Coast*
(Appointed by CareerSource)
- Angela Browning, PhD,* *Indian River State College*
(Appointed by IRSC)
- Marshall Critchfield, *Florida Power & Light*
- Patrick Gleason, *State Insurance Agency, Inc.*
- Ransom "Reed" Hartman,* *Hartman Real Estate*
(Appointed by Martin County REALTORS Association of the Treasure Coast)
- David Powers,* *Indiantown Realty Corp*
(Appointed by Village of Indiantown)
- Ron Rose,* *Jensen Beach Chamber of Commerce*
(Appointed by Council of Chambers)
- William "David" Snyder, *Evergreen Private Care*
- Tyson Waters, *Fox, McClusky, Bush, Robison, PLCC*
- Ed Weinberg,* *EW Consultants*
(Appointed by Martin County Board of County Commissioners)

ELECTED OFFICIALS / LIAISONS

- Blake Capps,* *Martin County BOCC*
- Laura Giobbi,* *City of Stuart*
- Carmine Dipaolo,* *Village of Indiantown*

*Appointed positions
 Names reflect FY2025

PULSE ADVISORY COMMITTEE

- Ted Astolfi, *Economic Council of Martin County*
- Alberto Delgado, *Manpower South Florida*
- Trisha Hawthorne, *Seacoast Bank*
- William "David" Snyder, *Evergreen Private Care*
- Bill West, *Acquisition Experts*

MANUFACTURING ROUNDTABLE

- Ted Astolfi, *Economic Council of Martin County*
- Alberto Delgado, *Manpower South Florida*
- Trisha Hawthorne, *Seacoast Bank*
- Jill Marasa, *Ashley Capital*
- Bill West, *Acquisition Experts*

TALENT ADVANCEMENT TEAM

- Shannon Armstrong, *Co-chair, Strong Consulting Group*
- Mike England, *Co-chair, Express Employment Professionals*

CORPORATE COUNCIL

- Trisha Hawthorne, *Seacoast Bank*

PROFESSIONAL TEAM

- William Corbin, *Executive Director*
- Troy McDonald, *Director of Economic Development*
- Christina Hunter, *Economic Development Coordinator*
- Lauren Bevins, *Office Administrator*

CONSULTING TEAM

- Upstairs Communications

2025 PULSE REPORT

The BDBMC's Pulse business visitation program provides real-time insight into the health of our local business community.

Through one-on-one, in-person visits, we listen directly to employers, learn their challenges and opportunities, and connect them with the right resources.

In FY 2025, 45 Pulse Visits generated 142 follow-up actions. Businesses reported that 72% of their products and services are exported outside Martin County, and more than half employ 10 or fewer workers, highlighting the importance of small businesses.



2025 Pulse Report

"We are excited to be returning to our roots here in Martin County with this new facility expansion. In the US, our customers are challenged to meet new electricity demand. This new workshop will allow us to expand the delivery of our innovative gas turbine service capabilities to a market focused on delivering affordable, reliable, and sustainable power." ~ Rafi Balta, PSM CEO & President



COMPETITIVE ADVANTAGES

- ✓ Safe place to live
- ✓ The environment, beauty
- ✓ Small town feel, the people

CHALLENGES

- ✓ Workforce
- ✓ Bureaucracy
- ✓ Inflation/cost of business

MISSING FROM LOCAL ECONOMY

- ✓ Skilled Workforce Development
- ✓ Affordable Housing
- ✓ Commercial/Industrial space

ENGAGING AND SERVING THE BUSINESS COMMUNITY

Business assistance activities function as a direct extension of the Pulse Program, supporting our goals of retaining, growing and strengthening local businesses through proactive engagement and responsive follow-up.

In FY 2025 a total of 92 business assistance actions were delivered to 68 unique businesses and individuals.

These interactions were driven largely by relationships established via Pulse Visits. They include a combination of advisory services, project support, and targeted referrals.

Most engagements originated from direct inbound inquiries.

General business assistance led all activity, followed by Real Estate/Site Selection, and Expansion/Relocation.

