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**St. Lucie**  **EDC**

Moving Forward  
Poised for Growth



# City of Fort Pierce City Commission Presentation

**November 20, 2017**

# Discussion Items



The EDC and Economic Development Partnership



Business Attraction, Retention  
and Expansion Efforts

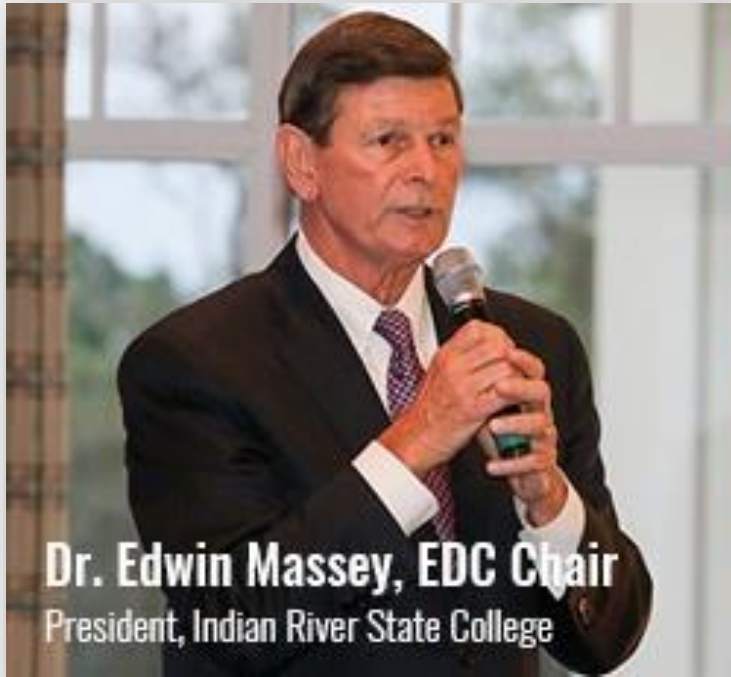


Economic, Demographic and Workforce Issues Now  
Trending

# The EDC and Economic Development Partnership

St. Lucie  EDC | NEWS

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**Dr. Edwin Massey, EDC Chair**  
President, Indian River State College



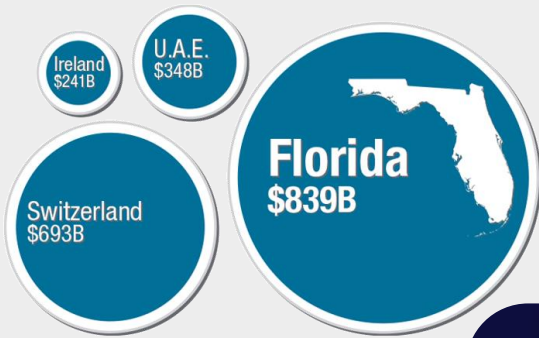
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# Economic Development Partnerships

- St. Lucie County
- City of Port St. Lucie
- **City of Fort Pierce**
- **Fort Pierce Utilities Authority**
- Indian River State College
- Keiser University
- Florida Atlantic University
- St. Lucie Public Schools
- CareerSource Research Coast
- St. Lucie Chamber of Commerce
- Small Business Development Center
- Enterprise Florida
- Our Private Sector Business Partners

# Florida is Job Growth Leader

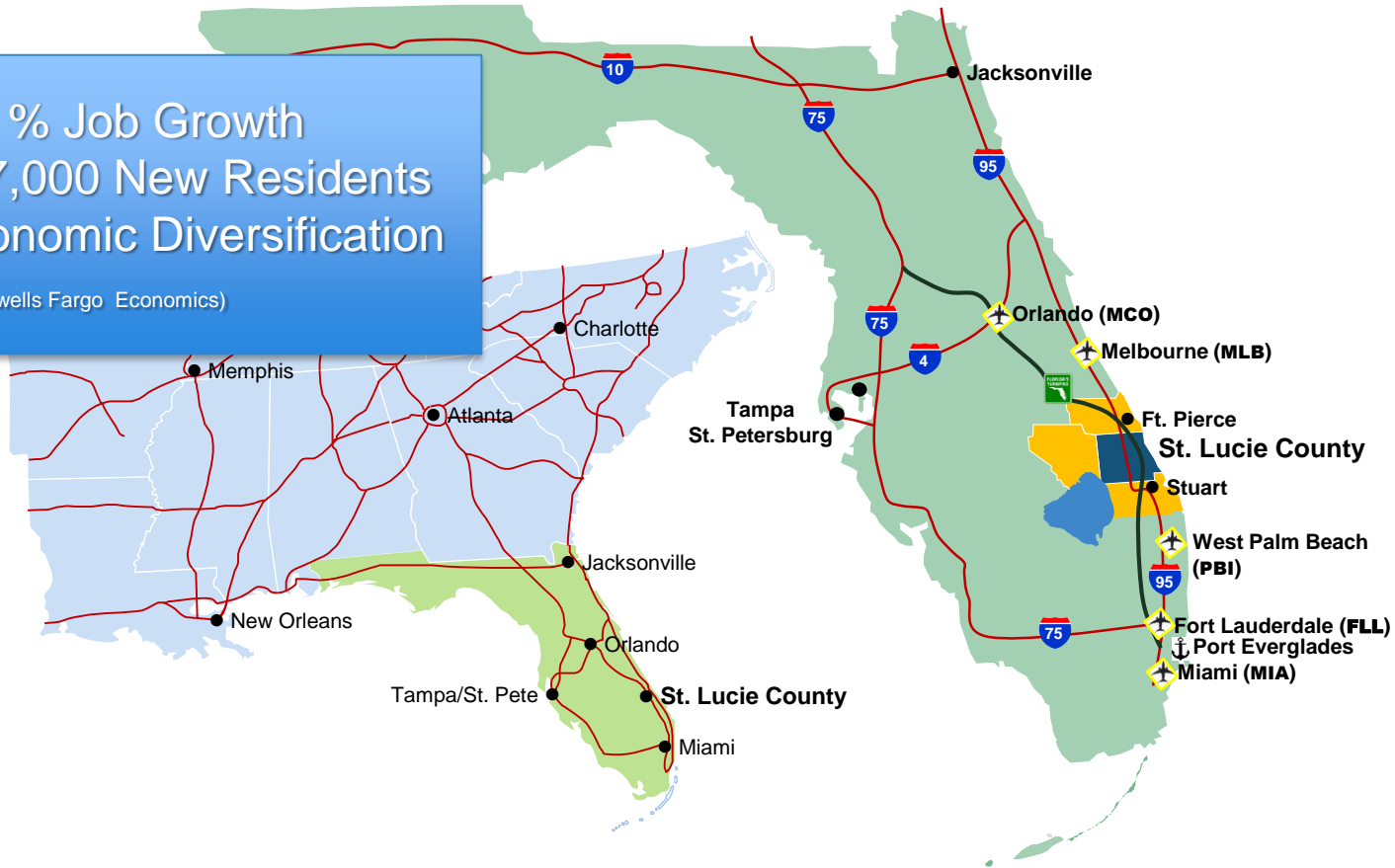


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# Florida is Job Growth Leader

- ☐ 3.5 % Job Growth
  - ☐ 367,000 New Residents
  - ☐ Economic Diversification
- 2015 (wells Fargo Economics)



# St. Lucie Economy: Building Blocks

Population:  
298,563

Median Age:  
43

Workforce:  
131,877

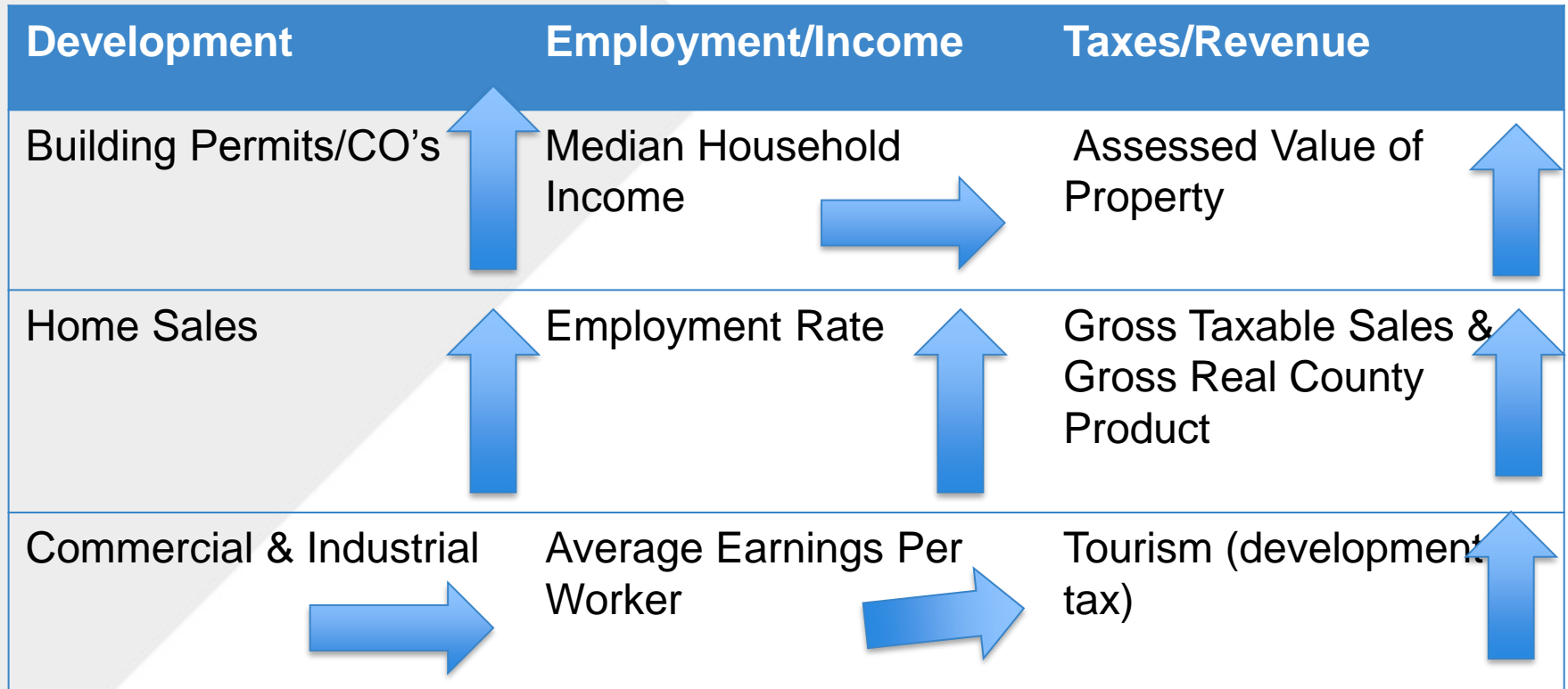
Annual Wage:  
\$36,728

Unemployment  
Rate:  
4.2%

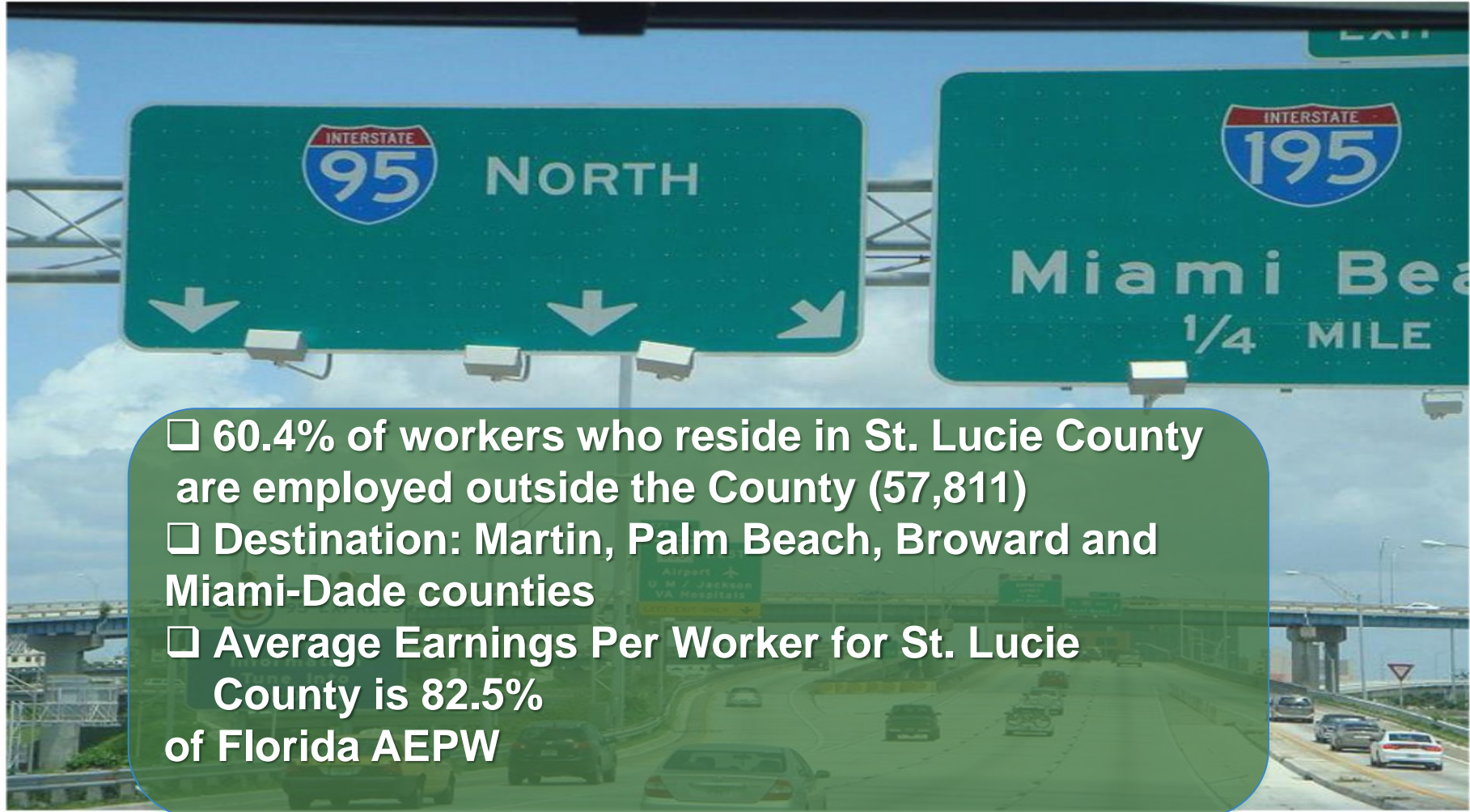
Florida's 21<sup>st</sup> Most Populous County with  
1.5% of Florida's Population

Source: Florida Office Economic and Demographic Information 2016

# St. Lucie Economy – Key Economic Indicators



# Labor and Commuting Patterns



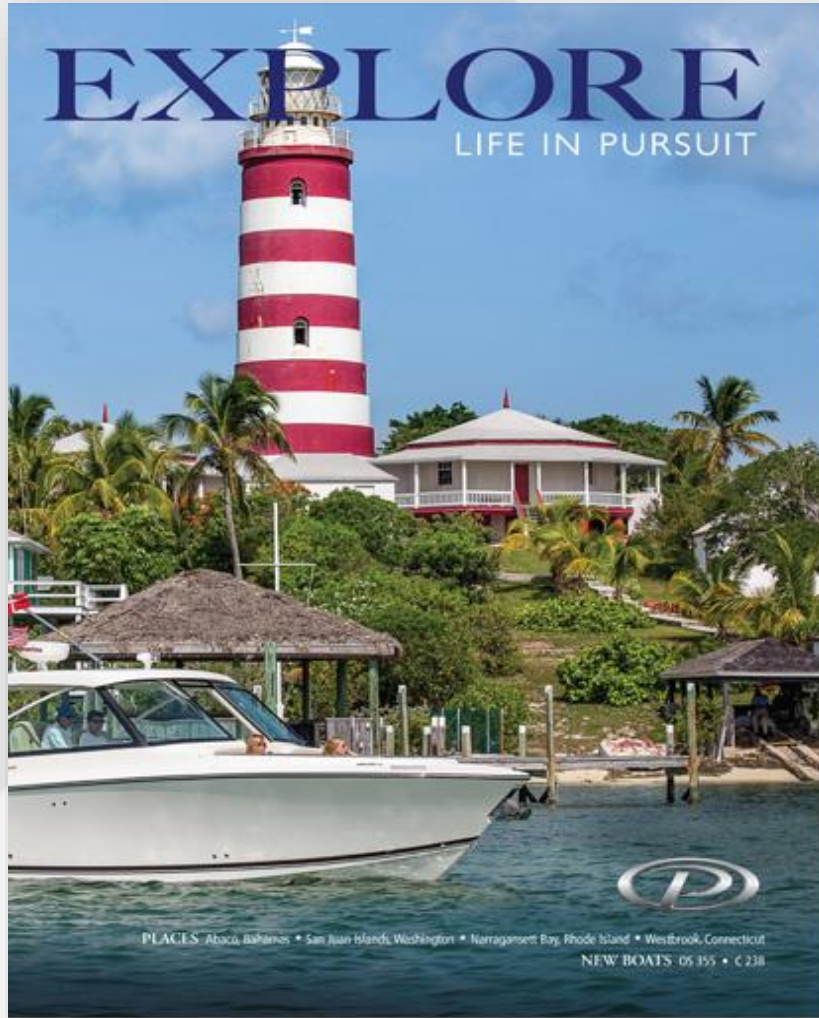
# EDC Business Attraction & Expansion Assistance 2017



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# EDC Business Attraction & Expansion Assistance 2017



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# EDC Business Attraction & Expansion Assistance 2017



**PRECAST**  
S P E C I A L T I E S

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# EDC Business Attraction & Expansion Assistance 2017



# EDC Business Attraction & Expansion Assistance 2017



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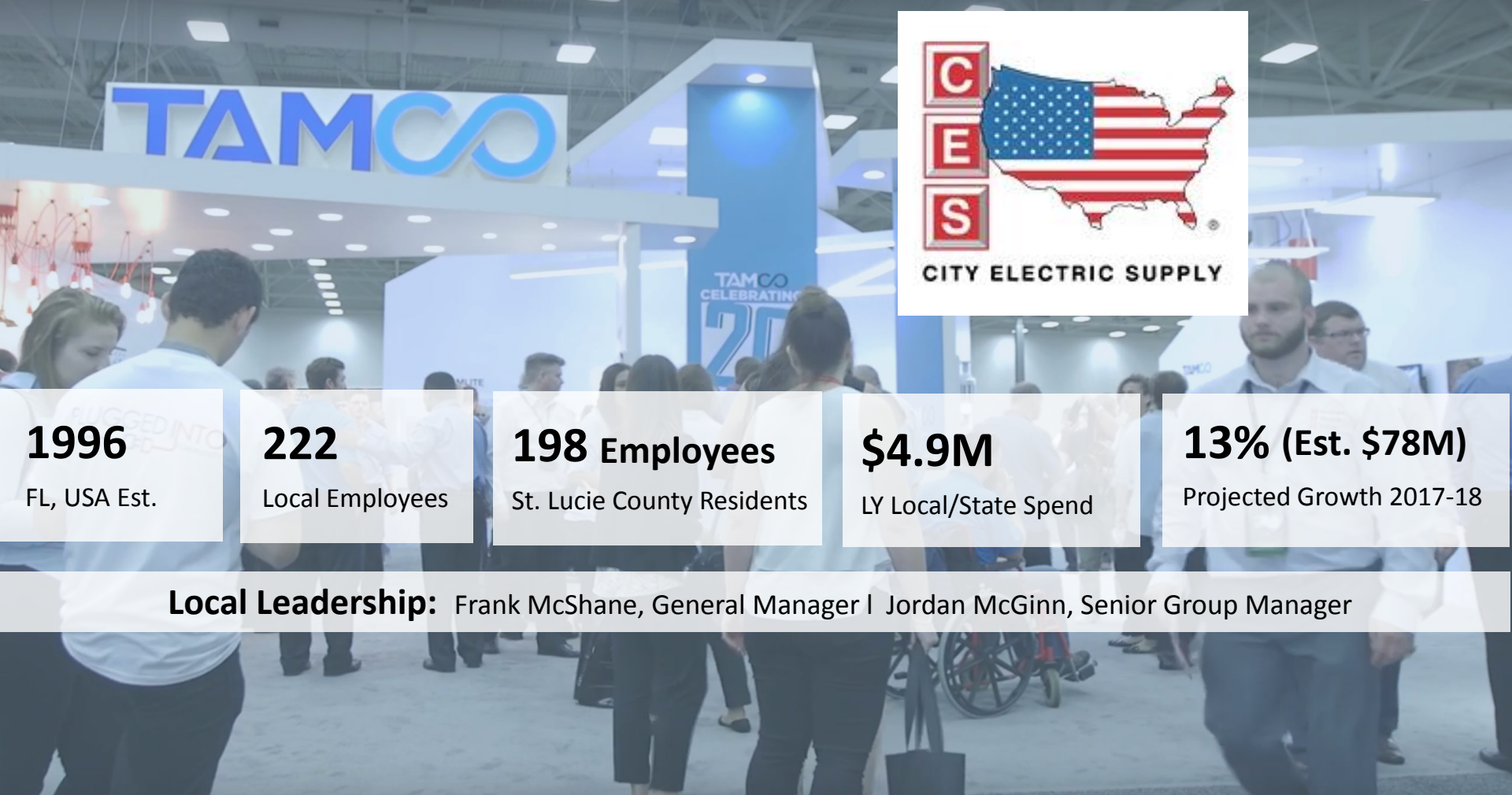
# EDC Business Attraction & Expansion Assistance 2017



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# EDC Business Attraction & Expansion Assistance 2017



**1996**

FL, USA Est.

**222**

Local Employees

**198 Employees**

St. Lucie County Residents

**\$4.9M**

LY Local/State Spend

**13% (Est. \$78M)**

Projected Growth 2017-18

**Local Leadership:** Frank McShane, General Manager | Jordan McGinn, Senior Group Manager

# EDC Business Attraction & Expansion Assistance 2017



CEO Keith W. Jones  
President & Chief Executive Officer of  
ABC Medical, Inc

# Targeted Industries and Closed FY Projects



AgTech and  
Nutraceuticals



Manufacturing



Distribution and  
Logistics



Information  
Technology and  
Educational Services



Aviation/Marine/  
Composite  
Materials



Life Sciences



Marine

Company Name	Sector	New/Existing Business	New Jobs	Existing Jobs	Capital Investment
ABC Home Medical Supply (1)	Headquarters	New	65	0	
ABC Home Medical Supply (2)	Headquarters	Existing	35	65	\$85,000
A&G Pools	Manufacturing	Existing	10	50	
Builders FirstSource	Manufacturing	Existing	40	0	\$3,500,000
Expert Shutters	Manufacturing	Existing	34	31	\$2,100,000
Indian River Biodiesel	Manufacturing	New	25	5	\$2,500,000
Islamorada Brewing Company	Manufacturing	New	10	0	\$3,900,000
iVox Solutions	Headquarters	New	300	0	
Maverick Boats	Marine	Existing	100	273	\$6,680,000
McKesson	Life Sciences	New	150	0	
Nature's Ground	Agriculture	Existing	80	80	
Precast Specialties	Manufacturing	New	150	0	\$8,500,000
Pursuit Boats	Marine	Existing	40	320	\$2,500,000
Radical Cosmetics	Manufacturing	New	50	0	\$1,800,000
Rocla Industries	Manufacturing	New	42	0	\$1,000,000
Seacoast Curb and Adapters	Manufacturing	Existing	10	25	
Tattoo Yachts	Marine	New	49	0	\$1,500,000
Teleperformance USA	Back Office	Existing	300	1000	\$4,700,000
TAMCO	Manufacturing	Existing	50	222	\$38,000,000

# Job Creation and Capital Investment



AgTech and  
Nutraceuticals



Manufacturing



Distribution and  
Logistics



Information  
Technology and  
Educational Services



Aviation/Marine/  
Composites/  
Materials



Life Sciences



Marine

2016-2017 St. Lucie County

Economic Development &  
Growth:

19 Companies – New and  
Expanding

1540 New Jobs

\$68 M Capital Investment

# City of Fort Pierce & St. Lucie County

## PORT OF FORT PIERCE

### Port Facilities

- Channel Depth: 28 ft.
- Actual Depth: 28 ft.
- Channel Width: 250 ft.
- FDOT District 4
- Acres: 99 (20 Public, 79 Private)

### Cargo Terminals

- St. Lucie County Parcel – 20 acre
- Private Port Property – 67 acres
- Indian River Private Terminal – 12 acres

### Buildings and Equipment

- 870 feet of dock seawall
- 50,000 square feet warehouse

### Rail Access

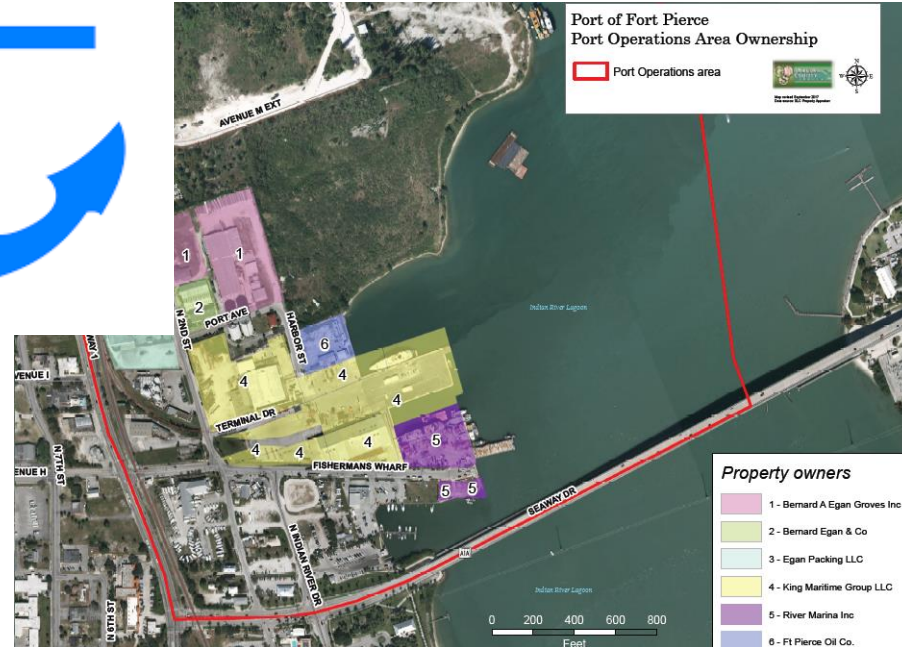
- FEC mainline includes 2 turnouts and over 2,000 feet of siding

### Cargo Tonnage

- 56,600 tons of both liquid bulk and break-bulk cargo in 2016 on Indian River private terminal

### Highway Access

- A1A
- State Route 5



# Treasure Coast International Airport



- Marketing TCIA
- Aviation MRO and Manufacturing
- +/- 30,000 Hangar



# Business Improvement Corridors



Small  
Business  
Incubator

Food  
Desert -  
Recruit  
Grocery

Business  
Improvement  
Corridor

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# Peacock Arts District



**Peacock  
Arts  
District**

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# Education & Workforce Readiness

## Tightening Labor Markets and Skills Gap

- Manufacturing
- Health Care
- Skilled Trades

## Treasure Coast Skills Gap Study



# Treasure Coast Skills Gap Study Sponsors



INDIAN RIVER  
STATE COLLEGE

**HARBOR BRANCH**

FLORIDA ATLANTIC UNIVERSITY®



**KEISER**  
**UNIVERSITY**

PORT SAINT LUCIE



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# Treasure Coast Advanced Manufacturing Center



INDIAN RIVER STATE COLLEGE

Smart Manufacturing,  
HVAC,  
Automotive  
Technology,  
Welding,  
Electrical Systems and  
Construction



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**Goal:**  
**36 Scholarships**  
**36 High School Grads**  
**\$100,000 over 3**  
**years**



# LEADERS *on the* LINKS

*Providing scholarships to area youth through the Peter W. Busch Family Foundation*

TITLE SPONSOR



PRESENTING SPONSOR



# TC Skills Gap Initiative

## Putting the Plan into Action

### *List of Key Recommendations from Skills Gap Summit:*

- IRSC Training Center
- Internships, Apprenticeships and Externships
- Scholarships
- Boot Camps
- Reality Education and Soft Skills Development
- Sponsored Meet Ups
- Subject Matter Experts in Classroom
- Connect Employees and Students to Certification Programs



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