

January 2019

As we move into 2019, the DPP staff and I wanted to pause and review where we have been over the past months and also preview where we are headed in the new year. It is encouraging to see early results already benefitting Delaware and knowing that the hard work by so many in the private and public sectors to re-engineer how Delaware does economic development is making a difference. Together with our partners statewide, the DPP is modeling that there is “no wrong door” to acquire assistance if you are interested in Delaware.

Here at the DPP, we look forward to 2019 and sharing the good-news stories about Delaware businesses and people making a difference.

## CELEBRATIONS

We were involved in 10 announcements this past year in Delaware. They ranged from a headquarter relocation to a first-time expansion to Delaware. All of this progress was achieved with partners across the state.

The announcements included:

Company	Sector	Market Presence	New and Retained Jobs	Capital Investment
Adesis	Science & Technology	Expansion	160	\$5,000,000
Ashland	Science & Technology	Expansion	247	
DOT Foods	Food & Agriculture	New to Market	200	\$35,000,000
Solenis	Science & Technology	Expansion & Retention	415	\$763,000
Decorotika USA Inc.	Manufacturing & Logistics	New to Market	5	\$50,000
FMC	Science & Technology	Expansion & Retention	300	\$50,000,000
Colfax Corporation	Manufacturing & Logistics	Expansion & Retention	100	\$4,000,000
Eastern Industrial/PTM	Manufacturing & Logistics	Expansion & Retention	50	\$1,000,000
Just Food For Dogs	Food & Agriculture	New to Market	50	\$2,000,000
Marlette Funding / Best Egg	Business & Financial Services	Expansion & Retention	353	\$7,500,000
<b>Totals</b>			<b>1,880</b>	<b>\$105,313,000</b>

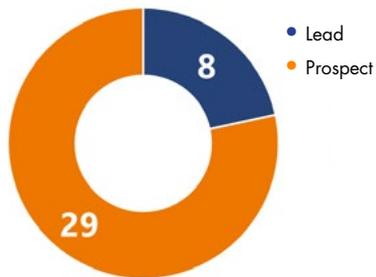
Welcome to all. These companies are having a powerful impact on employment and quality of life in Delaware, creating more than 700 new jobs, retaining more than 1,000 jobs and prompting more than \$100 million in private capital investment.

## UPDATE: PROSPECTS & LEADS

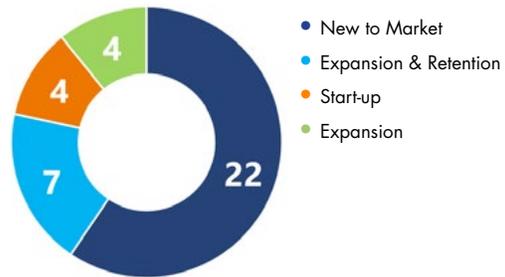
Part of our economic development efforts include identifying and working with companies that may have growth plans that could include a Delaware location or expansion. Our current project/prospect list is growing. With the core team in place and connections being made throughout the state, nationally and internationally, we are seeing increased inquiries. Look for ongoing info and insights over time about our progress and learnings from working with companies considering Delaware.

The charts below offer a snapshot of the work that is in progress.

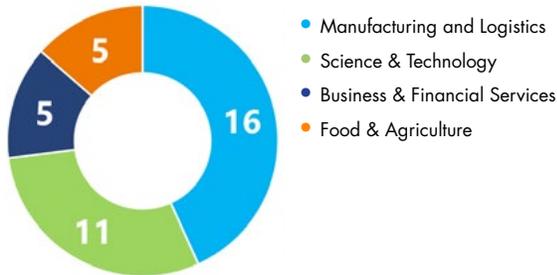
### CURRENT PIPELINE: STATUS



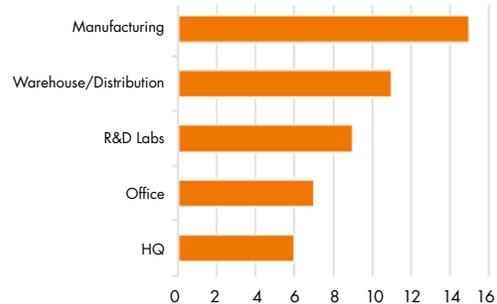
### CURRENT PIPELINE: MARKET PRESENCE



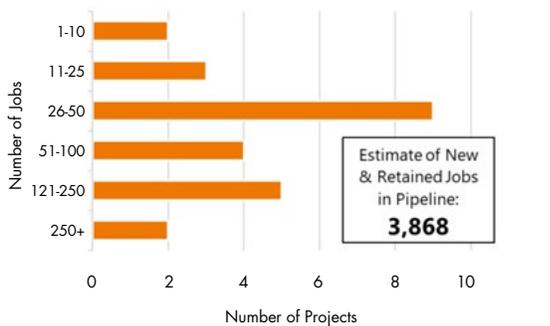
### CURRENT PIPELINE: SECTOR



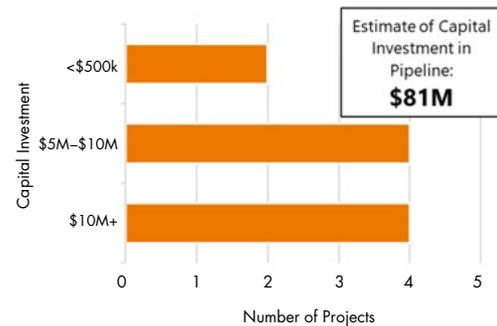
### CURRENT PIPELINE: FACILITY TYPE



### CURRENT PIPELINE: NEW & RETAINED JOBS



### CURRENT PIPELINE: CAPITAL INVESTMENT



## UPCOMING LOCAL ENGAGEMENTS

### Delaware Coalition for Open Government

The Woodlawn Library  
2020 W 9th St, Wilmington, DE 19805

February 11, 2019, Noon to 2 PM

Kurt Foreman will present to this group, which is focused on transparency in government.

### Choose Delaware: An Economic Development Update

February 19, March 20, and April 25

The DPP team is launching *Choose Delaware: An Economic Development Update* for communities across the state. Stay tuned for details on our first community-based road show. Save the dates for February 19, March 20, and April 25, 6 to 8 PM.

## UPCOMING NATIONAL ENGAGEMENT

In order to continue to build Delaware's brand on the national and international stage, we are purposively placing ourselves in "the right place at the right time" to make connections, find business opportunities, and stay on the cutting edge of economic development strategies. We will have a significant presence at events including the following:

### International Economic Development Council 2019 Leadership Summit

Fort Lauderdale, FL

January 27-29

Senior economic development and key consultants gather here to review the direction of the industry.

### Site Selectors Guild Annual Conference

Salt Lake City, UT

March 25-27

The world's leading site selection consultants share their insights and network with economic development partners. (Partners from Kent and Sussex counties plan to attend, along with the DPP.)

### Society of Industrial and Office Realtors Spring World Conference

Washington, D.C.

April 10-13

The most active and experienced real estate professionals engage with economic development groups.

### Industrial Asset Management Council Spring Summit

Santa Barbara, CA

May 4-8

Corporate industrial real estate professionals, site consultants and economic developers connect, leading to growth and investment possibilities.

### BIO 2019

Pennsylvania Convention Center | 1101 Arch St, Philadelphia, PA 19107

June 3-6

Save the date! The BIO International Convention is one of the most respected and well attended international conferences focused on biotech and life sciences, drawing more than 16,000 attendees from over 70 countries. DPP will ensure Delaware gets important exposure at BIO, which offers a tremendous opportunity to amplify Delaware's life science profile and showcase Delaware as a premier destination for the life sciences.

### SelectUSA 2019 Investment Summit

Washington, D.C.

June 10-12

This initiative, run by U.S. Department of Commerce, highlights and encourages international investment in the United States. State and other economic development entities attend to engage with contacts from other countries and international corporations who may have near term plans for investment.

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## TELLING DELAWARE'S STORY

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The DPP team continues its listening tour – meeting with key stakeholders through Delaware to hear firsthand their experiences in the state. At DPP, we serve to listen, convene, collaborate and problem-solve. Meeting with and hearing about our communities is essential to advancing prosperity in Delaware. We continue to connect with key stakeholders throughout the state, having in-depth conversations about the wealth of opportunities that exist in Delaware. Here is just a sampling of events we have participated in recently:

<b>September 12, 2018</b>	Commercial Industrial Realty Council meeting (New Castle)
<b>September 25, 2018</b>	Delaware Business Roundtable update (Wilmington)
<b>September 28, 2018</b>	Caesar Rodney Rotary Club meeting (Wilmington)
<b>October 1, 2018</b>	Select Greater Philadelphia steering committee meeting (Philadelphia)
<b>October 16, 2018</b>	Delaware State Chamber of Commerce - Developing Delaware Conference (Dover)
<b>October 17, 2018</b>	Mid-Atlantic Real Estate Journal Delaware Forecast (New Castle)
<b>October 17, 2018</b>	Wilmington Club monthly luncheon (Wilmington)
<b>October 18, 2018</b>	Democratic District 20 monthly meeting (Lewes)
<b>October 25, 2018</b>	Delaware State Chamber of Commerce Government Affairs retreat (Rehoboth Beach)
<b>October 30, 2018</b>	Delaware State Chamber of Commerce Kent County Advisory Committee meeting (Dover)
<b>November 13, 2018</b>	Working Neighborhoods workshop with Darius Brown (New Castle)
<b>November 28, 2018</b>	Wilmington West Rotary Club meeting (Wilmington)
<b>November 30, 2018</b>	Kent & Sussex stakeholders meeting at Chesapeake Utilities (Dover)
<b>December 3, 2018</b>	Editorial board meeting with News Journal leadership

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## IN THE WINGS

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The new website is in development. We expect to launch the new site in the first quarter of 2019. We continue to grow our social media presence and will be launching new LinkedIn campaigns focused on Delaware's five key industry sectors.

Our external relations team is creating a series of "Why Delaware" ads for print and digital publications that will run the first quarter of 2019, highlighting the reasons why Delaware is great for business.

Also, look for a new series of editorials that will be published throughout the course of the year. They will outline the value of public/private partnerships, show the transformative power of a job, explain the role of incentives in the larger picture of economic development, and outline Delaware's value proposition and the sectors we are attracting.

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## SPREADING THE WORD

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We need your help as we continue to promote Delaware. Follow us on Twitter @choosedelaware, and on LinkedIn and YouTube at Delaware Prosperity Partnership. Share our monthly e-newsletter. Visit our website (deprosperitypartnership.com). We welcome your feedback, and we look forward to continuing to work together.

Thank you for you all you do to support economic development in Delaware.

Sincerely,



W. Kurt Foreman

**Delaware Prosperity Partnership**

*President & CEO*