

**MINUTES OF REGULAR MEETING  
OF THE BOARD OF DIRECTORS OF  
DELAWARE PROSPERITY PARTNERSHIP, INC.**

**November 16, 2020**

A regular meeting of the Board of Directors (the “Board”) of Delaware Prosperity Partnership, Inc. (the “Corporation”) was held on November 16, 2020 via videoconference. The meeting commenced at 4:05 p.m. ET.

The following members of the Board, who constituted a quorum, were present:

Governor John Carney (co-Chair)	Eric Cheek, Delaware Technical & Community
Rodman Ward, III, CSC (co-Chair)	College
Jeanmarie Desmond (Treasurer)	Robert Herrera, The Mill
Desmond Baker, Desmond Baker & Associates (Secretary)	Walter Kee
Tony Allen, Delaware State University	Nick Lambrow, M&T Bank
William Bush, Delaware House of Representatives	Rob Rider, O.A. Newton & Son Company
Patrick Callahan, CompassRed	Richelle Vible, Catholic Charities
	Jack Walsh, Delaware Senate
	Lyndon Yearick, Delaware House of Representatives

Also in attendance from the Corporation:

Kurt Foreman, President & CEO  
Susan Coulby, Marketing & Communications Manager  
Ariel Gruswitz, Director of Innovation  
Becky Harrington, Director of Business Development  
JaqKee Hill, Team & Operations Coordinator  
Megan Kopistecki, Manager of Business Development  
Charles Madden, Director of Talent Services  
Christina Marconi, Engagement Coordinator  
Emma Odren, Research Analyst  
Noah Olson, Innovation Support Manager  
Michele Schiavoni, Director of Marketing & External  
Relations  
John Taylor, Director of Economic Research

Other Guests

Elio Battista, Jr., Parkowski, Guerke & Swayze  
Scott Malfitano, CSC  
Michael Marquardt, DPP Consultant  
Albert Shields, Office of the Governor

Introductory Remarks

Co-Chairs Ward and Carney opened the meeting by thanking everyone for their attendance.

Meeting Minutes

The meeting minutes for the Corporation’s September 21, 2020 Board meeting were presented by Director Ward for review and approval. Upon a motion duly made and seconded, the meeting minutes of the September 21, 2020, Board meeting were approved.

### Treasurer's Report

Director Desmond provided an overview regarding the status of the Corporation's finances and expenditures. Upon a motion duly made and seconded, the financials and expenditures were approved.

### Performance Oversight

Director Rider, committee chair, gave a brief overview of the committee's work, and introduced Ms. Harrington, who presented an in-depth case study of a recent DPP project. Comments were made by Directors Rider and Carney and Mr. Foreman.

### Planning & Development

Director Baker, acting for committee chair Director Damon, gave a brief overview of the committee's work and introduced Mr. Foreman, who then provided a progress overview for the Advancing Prosperity Campaign.

Director Baker then introduced the committee's recommended reserves policy concept, and Mr. Foreman presented specific factors and projections. It was agreed that the committee would draft a reserves policy for approval at a future Board meeting.

Director Baker moved on to the 2021 budget, which Mr. Foreman reviewed in detail. Comments were made by Directors Desmond and Baker. Upon a motion duly made and seconded, the 2021 budget was approved as presented.

### External Relations

Director Callahan, committee chair, gave a brief review of the committee's work and introduced Ms. Schiavoni, who presented work on Spotlight on Wilmington and digital ad campaigns. Director Ward also noted that Director Callahan would be resigning as chair of the External Relations Committee to chair the new Science & Technology Advisors group.

### President's Report

Mr. Foreman provided updates on the Corporation's operations and most recent workstreams, including the Tech Talent Pipeline effort, which Mr. Madden then reviewed in detail. Comments were made by Mr. Foreman, Directors Baker, Carney, Rider, and Lambrow, as well as Mr. Malfitano and Ms. Gruswitz.

Mr. Foreman then reviewed the Location Matters Study from Director Carney.

### Co-Chair's Report

Director Ward provided an update on the Ready in Six initiative, with comments from Director Carney.

Director Carney spoke briefly about the state budget, with comments from Director Ward.

Director Carney then moved on to thank and recognize the contributions of departing Board members, Directors Kee and Delcollo, with comments from Director Ward and Mr. Foreman.

Directors Ward and Carney also praised and thanked the DPP staff for their work during the year.

#### Next Meeting Date

The next meeting of the Board of Directors will be held on January 19, 2021 at a time and place to be announced.

#### Adjournment

Closing remarks and thanks were presented by co-Chairs Carney and Ward. There being no further business before the Board, the meeting was adjourned at 5:36 pm ET.