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

# **September 26, 2022**

A regular meeting of the Board of Directors (the "Board") of Delaware Prosperity Partnership, Inc. (the "Corporation") was held on September 26, 2022, at Chesapeake Utilities Corporation, 500 Energy Lane, Dover, DE 19904. The meeting commenced at 4:15 p.m. ET.

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

Governor John Carney (co-Chair) – via videoconference

Rodman Ward, III, CSC (co-Chair)

Jeanmarie Desmond (Treasurer)

Desmond Baker, Desmond Baker & Associates

William Bush, Delaware House of Representatives

Patrick Callahan, CompassRed – via videoconference

Travis Hastings, Lakeside Farms

Robert Herrera, The Mill

Nick Lambrow, M&T Bank

Rob Rider, O.A. Newton & Son Company

Lyndon Yearick, Delaware House of Representatives

Also in attendance from the Corporation:

Kurt Foreman, President & CEO

Susan Coulby, Marketing & Communications

Manager

Becky Harrington, Vice President of Business

Development

Chris Kelly, Senior Economic Researcher

Megan Kopistecki, Business Development Manager

Bryan Mack, Business Development Manager

Charles Madden, Director of Existing Business

Engagement & Talent

Christina Marconi, Engagement Manager

Noah Olson, Director of Innovation

Clarissa Ortiz, Economic Development Associate

Dalia Rodriguez, Team & Operations Coordinator

Guests:

Elio Battista, Jr., Parkowski, Guerke & Swayze

Jon Sheehan, Office of the Governor

David Smallman, Global Consultant

Shane Breakie, Chesapeake Utilities Corporation

#### **Introductory Remarks**

Co-Chair Ward opened the meeting, and Chesapeake Utilities' Shane Breakie welcomed the group to the facility and talked about the company's work in Delaware. Directors Carney and Ward, as well as the entire Board and staff, then thanked Director Desmond for her service as she moves off the Board.

#### **Meeting Minutes**

The meeting minutes for the Corporation's July 18, 2022, Board meeting were presented by Director Ward for review and approval. Upon a motion duly made and seconded, the meeting minutes of the July 18, 2022, Board meeting were approved.

# Treasurer's Report

As introduced by Director Rider, 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 introduced Ms. Harrington, who provided an update on business development, including a report on projects and trends with support from Mr. Kelly, and a deep dive into DPP's August Championship event with support from Ms. Kopistecki. David Smallman, DPP's Global Advisor, then talked about international activity and trends. Comments were made by Directors Yearick and Rider.

#### Planning & Development

Director Hastings introduced Mr. Foreman, who reviewed the 2023 concept budget and timeline for completion and submission to the Board for approval. Director Hastings then provided an update and timeline review for the strategic plan and campaign planning, with support from Mr. Foreman. Comments were made by Directors Lambrow, Desmond, and Ward and Mr. Battista.

#### **Executive Governance**

Director Ward reviewed several Board governance topics, including replacing Jean Desmond as Treasurer, committee vice chairs and the status of the External Relations Committee, meeting frequency, Board terms, and officer succession planning. Comments were made by Directors Hastings, Baker, and Carney.

Upon a motion duly made and seconded, Rob Rider was unanimously approved to fill the role of Treasurer.

Upon a motion duly made and seconded, adding vice-Chairs to DPP Board Committees effective the first quarter of 2023 was approved.

Upon a motion duly made and seconded, DPP's move to four Board meetings per year, effective in January 2023, was approved.

#### President's Report

Mr. Foreman provided updates on how national trends are affecting where companies choose to locate and expand. Comments were made by Directors Baker and Desmond and Mr. Smallman.

### Co-Chair's Report

Directors Ward and Carney talked about recent media, with comments from Directors Herrera, Mr. Foreman

### **Upcoming Events & Meetings**

Ms. Marconi provided an update on upcoming events, including a virtual event called Trends from the World of Economic Development for Investors and Partners, as well as DPP's end of year celebration and Board meeting.

### Next Meeting Date

The next meeting of the Board of Directors will be held on November 14, 2022, 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 6:04 pm ET.