# **Choose Delaware**

# Business & Financial Services

Not just a global hub for leading financial institutions and cutting-edge fintech operations, Delaware is also where much of the world's commercial legal affairs are conducted.



Delaware is the undisputed leader in corporate and legal services in the United States, thanks to its unique combination of corporate laws, court system and outstanding professional services coupled with its highly responsive Division of Corporations. Delaware's internationally renowned business law system — its Court of Chancery — is distinctive for its reliance on appointed, experienced judges, as opposed to uninformed and unpredictable juries. Delaware's trusted and sophisticated professional and business services firms — legal, accounting, consulting and more — make it an ideal destination for corporations.

#### **Financial Services & Fintech**

Nearly 40 years ago, the landmark Financial Center Development Act established Delaware, virtually overnight, as a global hub for financial services operations and talent. Preeminent institutions quickly established credit card operations in Delaware, creating thousands of new jobs and sowing the seeds for the financial services industry's status as Delaware's largest traded sector. From established corporations like Bank of America, Capital One, Citibank, Citizens, M&T, PNC and WSFS to early-stage firms like Marlette Funding and College Ave Student Loans, financial services and fintech choose Delaware for growth and innovation.



"The reasons that we're here are pretty simple: The local and state government create a really business-friendly, forward-looking environment for companies like ours to grow. And the quality of life in Delaware and in Wilmington have really allowed us to create a winning culture."

Denny NealonCEOBarclays U.S. Consumer Bank



**Key Facts** 

1.8M

More than 1.8 million business are incorporated in Delaware, including nearly 67 percent of Fortune 500 companies.

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Delaware was #1 in the United States on a per-capita basis and #5 overall for fintech innovation, with more than 200 patents assigned to Delaware-based individuals and companies between 2009 and 2018.

**51K** 

Home to more than 51,000 financial activities jobs.

**725M** 

Delaware is a magnet for outof-state and foreign direct investment by financial services firms, with \$725 million invested between 2010 and 2018.

9%

Financial services accounts for 9% of all Delaware jobs, the highest share of any state in the United States and about double the U.S. national average.







"We've found that state officials and the entire business community are focused on supporting both businesses and residents, so we feel like we've found a place where we can enjoy living, working and becoming successful."

Frank Borchert
 CAO and CLO
 Marlette Funding



"The proximity to D.C., Philadelphia, New York and other cities on the East Coast is obvious. And if you look at the cost of living, the value you get in Delaware is equal to or better than almost anywhere else on the East Coast."

Don Mell
 Executive Director
 Hub Strategy, Delaware Market
 JP Morgan Chase

## **Notable Employers**





















JPMORGAN CHASE & CO.



















## **Industry Drivers**

**Business Law** 

- Institute of Delaware Corporate and
- O Institute for Financial Services Analytics
- First State Fintech Lab
- **Greater Delaware Fintech Network**
- Institute for Public Administration
- **○** Geltzeiler Trading Center
- Zip Code Wilmington
- Ocode Differently

## **About DPP**

Delaware Prosperity Partnership leads Delaware's economic development efforts to attract, grow and retain businesses; to build a stronger entrepreneurial and innovation ecosystem; and to support private employers in identifying, recruiting and developing talent.

### Contact

W. Kurt Foreman President & CEO Delaware Prosperity Partnership kforeman@ChooseDelaware.com Becky Harrington Vice President, Business Development Delaware Prosperity Partnership bharrington@ChooseDelaware.com



choosedelaware.com





