

Advancing Partnerships, Building Prosperity

Year in Review 2023



Delaware Prosperity Partnership would like to express its deepest gratitude to those whose service on the DPP Board of Directors concluded in 2023:



Nick Lambrow, who retired from **M&T Bank** as Regional President, Delaware, in 2023, was a founding member of the Board, serving since 2017; chaired the Audit Committee; and was on the Governance Committee. He also was a member of the Advancing Prosperity Campaign 3.0 Cabinet.



Doneene Damon, past president of **Richards, Layton & Finger**, was part of the business and governmental group that formed DPP, chair of Governor Carney's economic development transition team and a founding member of the Board; chaired the Planning & Development Committee; and was on both the Governance Committee and the Executive Committee. She also served as chair of the Advancing Prosperity Campaign 3.0 Cabinet.



Patrick Callahan of **LabWare** was a founding member of the Board, serving since 2017, and also chaired DPP's Science & Technology Advisors group. He also chaired the Performance Oversight Committee.



Eric Cheek of **Help Initiative DE Inc.** and formerly of **Delaware State University** and **Delaware Technical Community College**, was a founding member of the Board, serving since 2017, and was on the Performance Oversight Committee.



Travis Hastings, owner of **Lakeside Farms** and vice president of the **Coastal Growers**, served on the Board from 2021 to 2023 and was a member of the Audit Committee.

Thanks so much to Nick, Doneene, Patrick, Eric and Travis for their support of DPP and its mission of promoting prosperity for all Delawareans!

From the Co-Chairs of DPP's Board of Directors

Delaware Prosperity Partnership brings more jobs, more locations and more energy for Delaware's future

2023 was an exemplary year for DPP – a year marked with more jobs, new investors and an influx of capital investment that is energizing communities across the state.

Our main strategy for the last six years has been helping companies locate or expand here and raising Delaware's profile as a global hub for innovation and talent. DPP supported 10 projects this year, which gives us a total of 66 projects in six years, including those new to the state and those expanding existing operations in 2023. This brings our cumulative totals to more than 6,250 new jobs created and 2,495 jobs retained since DPP launched.

But strengthening Delaware's economy isn't only about jobs. It's also about investing in Delaware's future. DPP has secured nearly \$1.8 billion in total capital investment over the last six years.

We're grateful to the 18 new investors that joined DPP in 2023 and the 30 companies that have renewed their partnership with us. We'd also like to thank the companies that have supported our work since our inception, helping make Delaware the clear choice for businesses to locate and grow.



John Carney
Governor of Delaware
CO-CHAIR



Rod Ward III
President & CEO, CSC
CO-CHAIR

None of our successes would be possible without our generous investors:

1440 Film Co.	ChristianaCare*	George & Lynch**	Pathways to Success**
Adesis	Citizens Bank	Glenmede Trust Company*	Pettinaro
Architectural Alliance**	Colonial Parking**	Harvey Hanna & Associates	PNC Bank*
Artesian Resources Corporation*	CompassRed	Haskell**	Potter Anderson & Corroon*
Artisans Bank	CSC*	Highmark Blue Cross Blue Shield Delaware*	The Precisionists Inc.*
AstraZeneca	D2 Organization**	Incyte Corporation*	Richards, Layton & Finger*
Bancroft Construction Company*	Delaware Association of REALTORS	Lakeside Farms Inc.**	Solenis
Bank of America*	Delaware Electric Cooperative*	Landmark Science & Engineering**	Today Media**
Barclays	Delmarva Power*	LabWare*	University of Delaware*
Barnes & Thornburg	Delaware State University	Lyons Companies*	US Wind
Bayhealth*	Delaware Technical Community College	M&T Bank*	Vandemark & Lynch**
Becker Morgan Group	DeNovix**	Marlette Funding	Verizon*
Bernadon**	Desmond A. Baker & Associates	M. Davis & Sons**	VIEWES Digital Marketing
Bloom Energy**	DiSabatino Construction**	The Mill	Wawa**
Boulden Brothers**	DuPont*	Mitchell Associates**	Whiting-Turner Contracting Company*
Breakwater Accounting + Advisory Corp	DuPont Country Club	Morris James	Wilmington University
ByrdGomes*	EDIS**	Nemours Children's Health*	W.L. Gore & Associates*
Capital One*	Forever Media – WDEL**	O.A. Newton	Wohlsen Construction
Chemours*	Fulton Bank**	Ocean Atlantic Companies	WSFS CARES Foundation*
Chesapeake Utilities Corporation*			

* Current and 2017-20 Founding Investor
**New Advancing Prosperity 3.0 Investor

2023 BY THE NUMBERS



10

DPP Supported Projects



18

New Investors



23

Speaking Engagements



\$263M

Expansion and Location Project
Capital Investment



\$198K

Awarded to Startup302 Winners



768

New and Retained Jobs



85

BRE Visits



7,910

LinkedIn Interactions



280

Radio Spots



634

New Instagram Followers



636

New LinkedIn Followers



262,523

Video Plays on Content
Related to Startup302

2023 marked the transition from our three-year fundraising initiative Advancing Prosperity 2.0 to Advancing Prosperity 3.0. During these campaigns, DPP achieved the following milestones:



39 completed projects



3,335 new jobs plus **1,351 jobs retained** for a total of **4,686**



\$1.78B capital investment, exceeding five-year capital investment goal of **\$450 million** by nearly **300%**



Meaningful location deals in **New Castle, Kent** and **Sussex Counties**



Enhanced Delaware's reputation with **site selectors** via outreach and engagement



Augmented and delivered resources to **tech startups**



Increased **Foreign Direct Investment** contact and trips abroad



64 total investors for campaign 2.0 and 3.0

2023 marked DPP's sixth full year of operation working in cooperation with statewide partners and investors. We are proud to have supported 66 location and expansion projects that have brought more than \$1.78 billion in capital investment to Delaware since 2017. We're also proud that these projects include more than 8,500 new and retained jobs, which helped Delaware reach its highest-ever employment total – nearly 487,000 jobs – in 2023.

LOCATION AND EXPANSION



2023 Project Announcement Highlights

The Business Development Team supported **10 project announcements** in 2023. These announcements are projected to create or retain **751 jobs** and add over **\$263 million** in local capital investment.

Highlights include:

- Longtime Sussex County business **Fisher's Popcorn** announcing a new \$4.8 million production and distribution facility in Frankford that will create 20 new positions and retain 22 jobs.
- Georgia-based **Agile Cold Storage** announcing its first out-of-state location – a \$135 million site that will create 130 new jobs plus contractors and seasonal employment – would be in Claymont's First State Crossing and breaking ground for the high-tech 250,000-square-foot facility.
- **CIGNA/Evernorth Health Services Accredo Specialty Pharmacy** announcing an \$89.2 million expansion in Newark that adds 132 new employees to 87 existing positions that were at risk of leaving the state. Accredo's new, approximately 200,000-square-foot facility will support patients diagnosed with severe medical conditions and providers who treat them by enabling the company, as Evernorth Pharmacy President Matt Perlberg said, "to more efficiently and effectively distribute lifesaving medications to individuals throughout the country, particularly in the Northeast."
- **Agilent Technologies**, which is one of Delaware's largest private-sector employers, investing \$21 million in the expansion of its Newport facility.

DPP and its partners supported the following companies who chose to locate or expand in Delaware between January and December 2023:



★ Frankford	★ Newport	★ Wilmington	★ Claymont	★ Newark
★ Expansion	★ Expansion	★ Location	★ Location	★ Location
★ Food & Agriculture	★ Science & Technology	★ Business & Financial Services	★ Manufacturing & Logistics	★ Science & Technology
★ 20 new jobs	★ 6 new jobs	★ 227 new jobs	★ 130 new jobs	★ 45 new jobs
★ 22 retained jobs	★ \$21.6M capital investment	★ \$2.3M capital investment	★ \$170M capital investment	★ \$650,000 capital investment
★ \$4.8M capital investment				



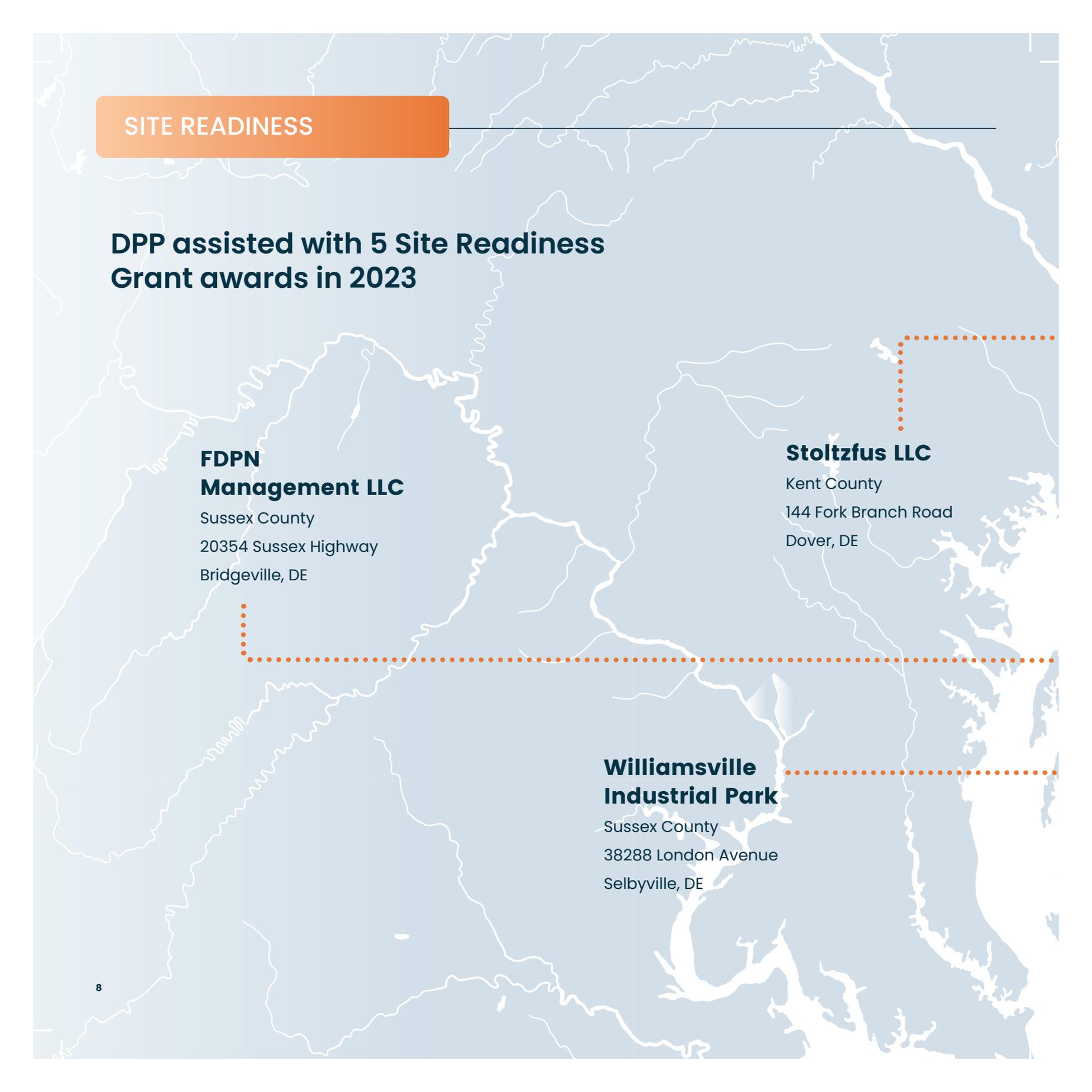
★ Newark	★ New Castle	★ Newark	★ Wilmington	★ Wilmington
★ Expansion	★ Expansion	★ Expansion	★ Location	★ Modernization
★ Science & Technology	★ Science & Technology	★ Science & Technology	★ Business & Financial Services	★ Manufacturing & Logistics
★ 132 new jobs	★ 19 new jobs	★ 12 new jobs	★ 12 new jobs	★ 17 retained jobs
★ 87 retained jobs	★ 21 retained jobs	★ 6 retained jobs		★ \$1M capital investment
★ \$89.2M capital investment	★ \$6M capital investment	★ \$102,000 capital investment		





According to Agilent Cold Storage
President and CEO Don Schoenl, Delaware
“delivered on every promise made” throughout
the two years it took to bring the business here,
and company officials are grateful for the responsiveness
and attention that state, county and local officials provided.





SITE READINESS

**DPP assisted with 5 Site Readiness
Grant awards in 2023**

**FDPN
Management LLC**

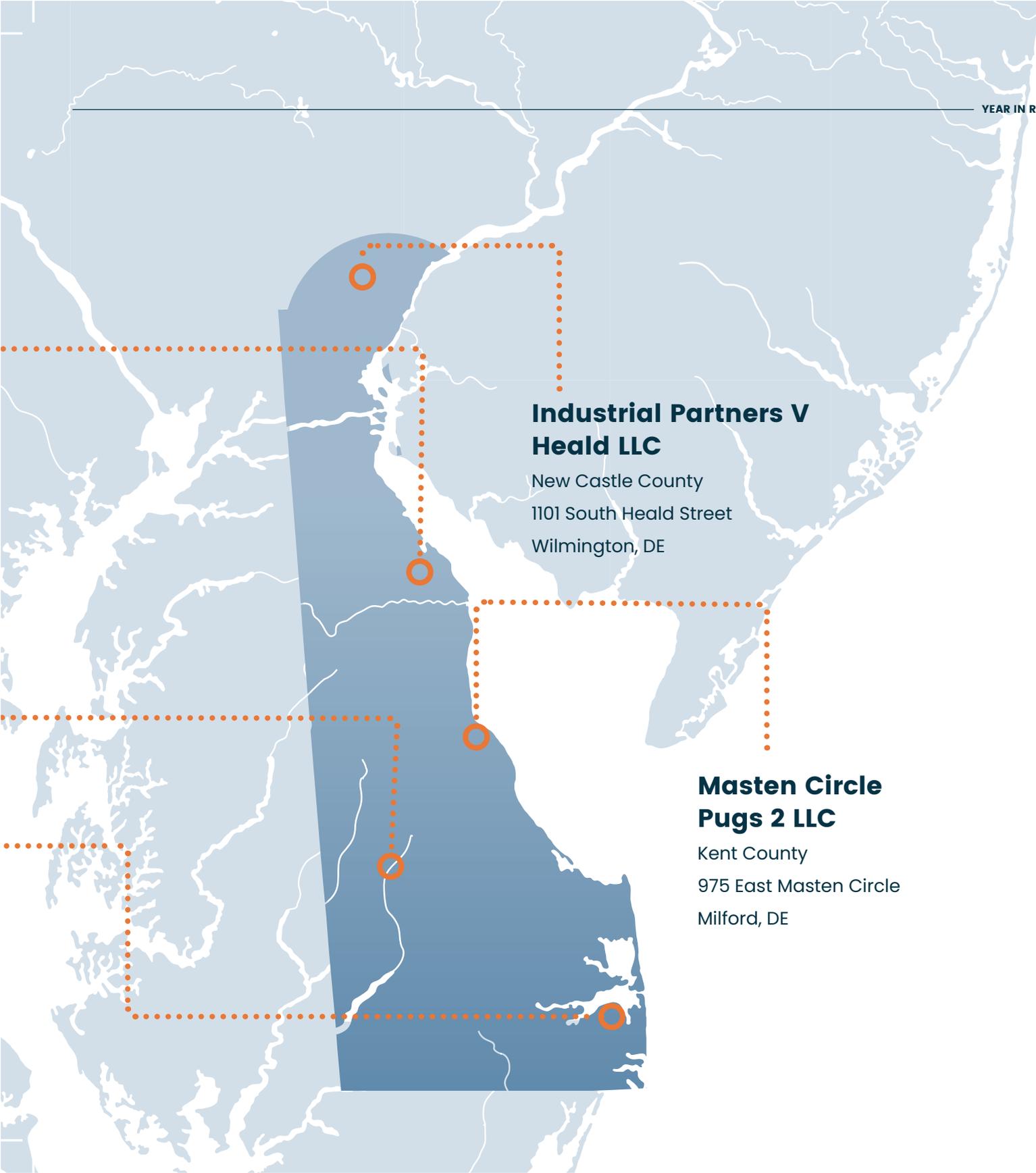
Sussex County
20354 Sussex Highway
Bridgeville, DE

Stoltzfus LLC

Kent County
144 Fork Branch Road
Dover, DE

**Williamsville
Industrial Park**

Sussex County
38288 London Avenue
Selbyville, DE



**Industrial Partners V
Heald LLC**

New Castle County
1101 South Heald Street
Wilmington, DE

**Masten Circle
Pugs 2 LLC**

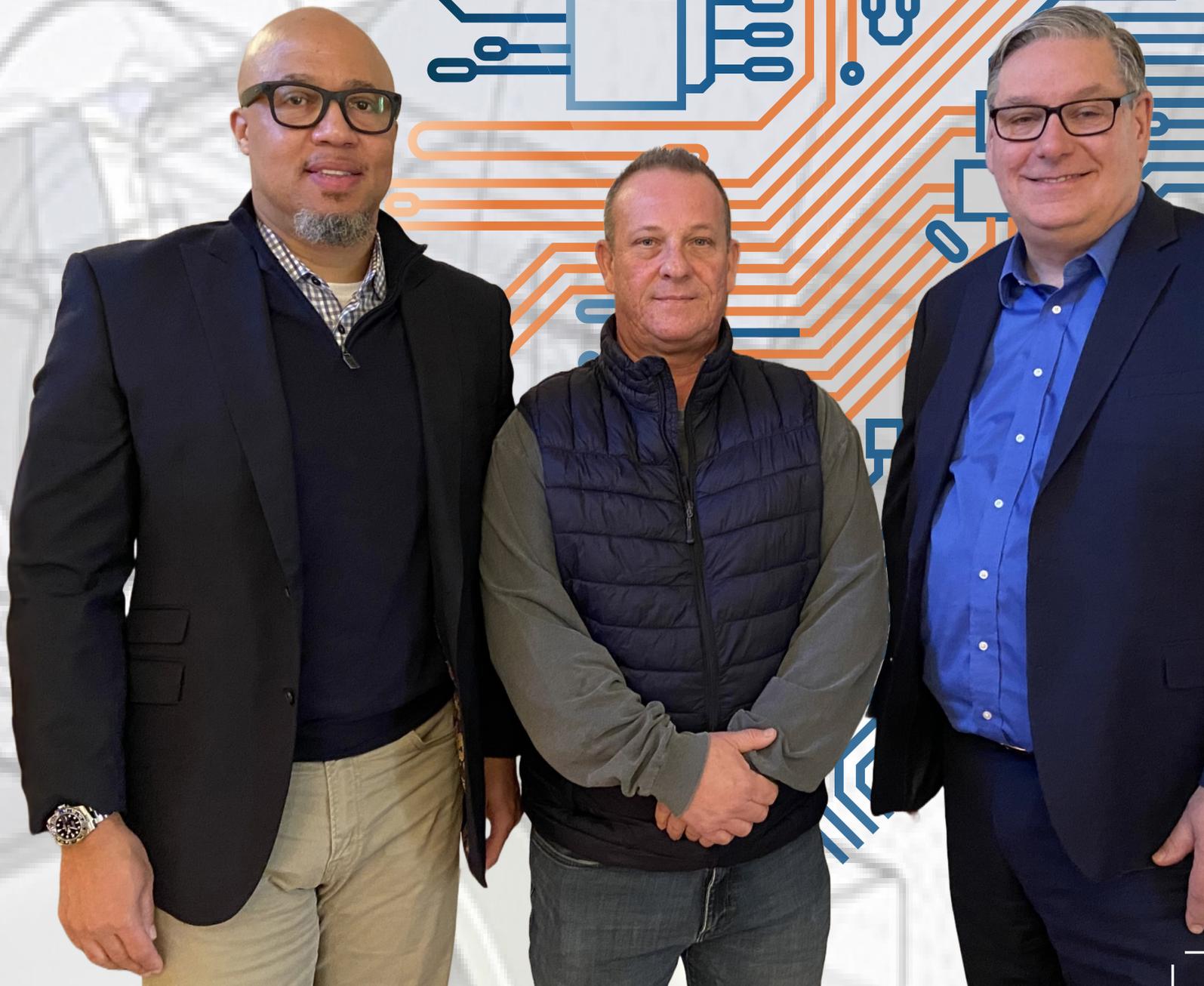
Kent County
975 East Masten Circle
Milford, DE

Avelo takes flight

DPP's **Kurt Foreman** joined state Treasurer **Colleen Davis** and **Avelo Airlines, Delaware River and Bay Authority** and other officials – along with the mascots of **Delaware State University** and the **University of Delaware** – to cut the ribbon on the first Avelo flight from **Wilmington ILG Airport** in New Castle on February 1. The event marked the return of commercial air service to Delaware and launched Avelo's regular schedule of flights to five Florida cities. Avelo officials say DPP was instrumental in its decision to come to Delaware.







Establishment of MISI program led by DPP and DSB

DPP was proud to work with the state **Division of Small Business** to win approval of the **Modernization Investment Support Initiative (MISI)** program in 2023.

The new business support initiative is a pilot that can offer grants to help existing businesses make updates to deal with competitiveness issues that could negatively affect Delaware operations. This pilot program, which DPP suggested and championed in partnership with DSB, was created to help Delaware companies compete regionally, nationally and globally.

DPP also was excited to help usher the first MISI grant recipient through the approval process with the **Council for Development Finance. High Tech Machine Company** of Wilmington was approved for the grant and is investing more \$1 million to upgrade computer numerical control equipment so the company can remain competitive with current customers and seek new opportunities. High Tech Machine's benefit from this grant program emerged from a business retention visit conducted by DPP's **Charles A. Madden**.

DPP co-sponsors first Delaware CoreNet event in Wilmington, attends regional CoreNet event in Washington

In May, DPP and RK&K co-sponsored the **Philadelphia Chapter – CoreNet Global’s** first Delaware event. **Urban Redevelopment Along the Christina River in Wilmington, Delaware** focused on the transformation of Wilmington’s downtown and Riverfront East and included remarks by **Mayor Mike Purzycki** and DPP’s **Kurt Foreman**. It also included a panel discussion with **Megan McGlinchey** of **Riverfront Development Corporation of Delaware**, **Don Mell** of **JPMorgan Chase & Co.** and **Michael Hare** of **The Buccini/Pollin Group**. Moderated by **Paul Garvey** of **Cushman & Wakefield**, the panel discussed how public and private entities have worked together to help the area become one of the region’s most vibrant destinations for work and life. Among those in attendance were DPP’s **Becky Harrington** and the City of Wilmington’s **Sean Park** and **James Williams**, here.

In June, DPP’s **Becky Harrington** and **Joseph L. Lewis III**, shown here, were among more than 400 attendees of the **CoreNet Global Eastern Regional Symposium** in Washington, D.C. Delegates from Delaware, New England, New Jersey, New York and Pennsylvania explored how global interdependencies are shifting and how changing geopolitical alliances are affecting economics and supply chains. They also toured sites such as **National Landing** in Arlington, Virginia, which houses the new **Amazon** second headquarters.







DPP-sponsored *Bisnow* event provides Delaware State of the Market update to 200+ attendees

DPP joined **Richards, Layton & Finger, 1313 North** and commercial real estate media platform ***Bisnow*** to bring **Delaware State of the Market** to 226 developers, property managers, brokers, owners and other CRE industry players in Wilmington in February. Following welcoming remarks from site host **Scott Johnson** of **Johnson Commercial Real Estate** and **Wilmington Mayor Mike Purzycki**, **Sara Wagner**, chair of the RLF Real Estate Services Group, moderated the “Delaware State of the Market” panel of **Doug Motley** of **Rockford Capital Partners**, **Jacob Stern** of **Cinnaire** and **Allison Kerwin** of **M&T Bank**. Then, DPP’s **Kurt Foreman** moderated the panel “Building in Delaware” with panelists **Chris Buccini** of **The Buccini/Pollin Group**, **JJ Singh** of **Retreat Hotels & Resorts** and **Megan McGlinchey** of **Riverfront Development Corporation of Delaware**.



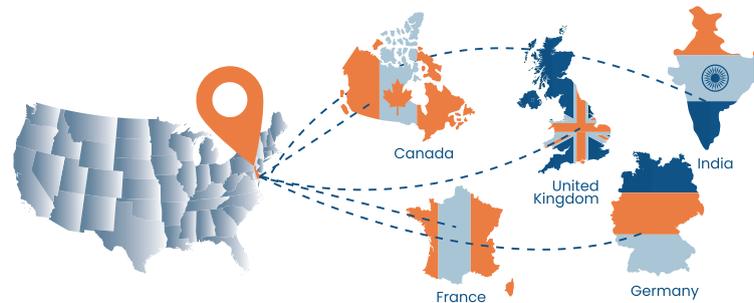
*In 2023, DPP ramped up its formal **Business Retention and Expansion Program** and completed 85 official BRE visits. These meetings focused on the needs and goals of existing Delaware businesses and helped connect the companies with resources necessary to thrive. This work ultimately helps preserve and increase local jobs and tax revenues while maintaining or diversifying the local economy and access to goods and services.*

DPP touts Delaware FDI opportunities across the globe

Throughout 2023, DPP team members and partners traveled to India, the United Kingdom, France, Germany and Canada to meet personally with companies interested in expanding to the United States. In support of attracting foreign direct investment (FDI) to Delaware, DPP also participated in **SelectUSA Roadshows** in France and Canada as well as the **SelectUSA Investment Summit** in Washington, D.C.

Highlights of this outreach included:

Governor John Carney helped put Delaware on the world stage at the **SelectUSA Investment Summit** in National Harbor, Maryland, the nation's largest-ever FDI promotion event with more than 4,900 company representatives, economic developers, government officials, industry experts and investors in attendance. The Governor led the Delaware team and addressed participants during the plenary panel "Infrastructure Investments and Repairing the Global Supply Chain" with White House Senior Advisor and Infrastructure Implementation Coordinator **Mitch Landrieu**, **Guam Governor Lou Leon**, **Puerto Rico Governor Pedro Pierluisi** and **Oklahoma Governor Kevin Stitt**. DPP's **Kurt Foreman** spoke as part of the panel "A Bridge Across the Pacific: Reflections on Ten Years of Investment in the U.S.," and he and the Governor joined DPP's **Megan Kopistecki**, **Bryan Mack** and **Michael Marquardt** to network from the "Delaware, Where the World Chooses to Do Business" booth, where **Connor Gades** from **CSC** assisted international companies with Delaware incorporation. The Governor is shown here with **Reta Jo Lewis**, president of the **Export-Import Bank of the United States**.





Kurt Foreman joined **Governor John Carney** on an FDI engagement trip to India in cooperation with the **Secretary of State's Office, Delaware State University** and the **University of Delaware**. With stops in Delhi, Ahmedabad and Mumbai, the itinerary included meetings with three of India's largest companies; its biggest conglomerate; and its largest company by revenue. The trip also included sessions with **Gujarat Chamber of Commerce & Industry** and the **Confederation of Indian Industry**. Also on the agenda were meetings with India's G20 team, including the former Indian ambassador to the United States, who had been to Delaware before the COVID-19 pandemic, and former, incoming and prospective **University of Delaware** students.

Kurt Foreman and **David Smallman** shared the benefits of locating and incorporating in Delaware with energy sector stakeholders at **NOF's Energy: A Balanced Future** Networking Event in Sedgfield and meeting with **North East Local Enterprise Partnership**, with which DPP has had a memorandum of understanding since 2019.

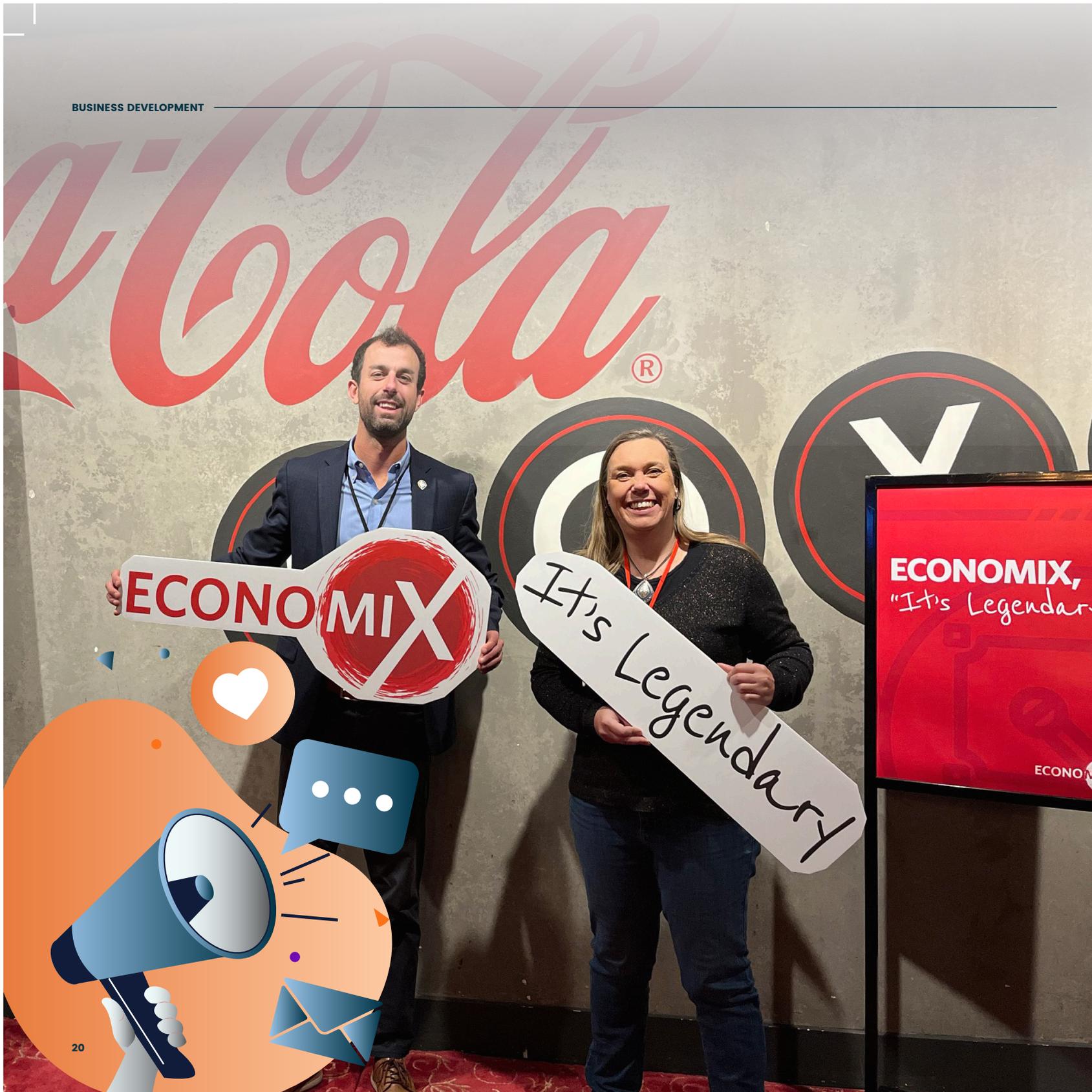


Kurt Foreman, Noah Olson and **Michael Marquardt** met with **U.S. Deputy Chief of Mission Clark Price** in Berlin and **U.S. Consul General Tim Liston** in Munich and reconnected with **Factory Berlin** and *Forbes* 30 Under 30 honoree, entrepreneur and podcast host **Fabian Tausch**. They also met with **Berlin Partner for Business and Technology, InsurTech Munich** and the **Bavarian Industry Association** – all key players in the German startup community.



Bryan Mack participated in the **SelectUSA France Roadshow** in Lyon and Marseille. The U.S. Trade-sponsored trip was an investment promotion mission that included the session "Expand Your Business to the USA," held in cooperation with the **U.S. Consulate General Marseille** for 40 entrepreneurs from throughout the region.

Becky Harrington promoted Delaware at the **SelectUSA Canada Conference**, which is organized by the **U.S. Embassy in Canada** and the **American Chamber of Commerce in Canada**.



DPP promotes Delaware across the United States

Throughout 2023, DPP conducted on-site and remote outreach to site selectors and other business expansion personnel across the United States. The DPP Team participated in more than a dozen industry events, along with in-person visits to select site consultants in Georgia and South Carolina.

These included:

- ★ **SSTI Annual Conference**, Atlanta – Erica Crell
- ★ **Finovate Fall**, New York City – Noah Olson
- ★ **Industrial Asset Management Council Fall Forum**, Boise – Becky Harrington
- ★ **Site Selectors Guild Fall Forum**, New Orleans – Kurt Foreman and Megan Kopistecki
- ★ **Consultant Connect Economix**, Atlanta – Kurt Foreman, Erica Crell and Bryan Mack
- ★ **Area Development Fall Consultants Forum**, Fort Lauderdale – Megan Kopistecki
- ★ **Defense TechConnect Innovation Summit & Expo**, National Harbor – Noah Olson
- ★ **Logistics Development Forum**, Beaver Creek – Megan Kopistecki
- ★ **International Economic Development Council Annual Conference**, Dallas – Joseph L. Lewis III and Bryan Mack
- ★ **Individual site selector visits**, Atlanta and Greenville – Becky Harrington and Megan Kopistecki



DPP also expanded its annual site selector holiday gift campaign to reach more than 90 individual and team consultants.

FURTHERING INNOVATION



3rd Startup302 competition awards \$198K in grants to 15 ventures

Fifteen startups with at least one team member from an underrepresented demographic shared \$198,000 in non-dilutive grant funding from the third annual Startup302 pitch competition, which was coordinated by DPP and partners from throughout Delaware and beyond and culminated in the contest's first-ever in-person finals.

DPP's Innovation Team coordinated organization of the competition, which focused on supporting high-growth, early-stage companies led by founders from underrepresented backgrounds and giving them experience with Delaware's innovation resources. There were 169 applications, a 70% increase from 2022, and the 15 finalists – 12 of whom were out-of-state companies – competed at Theater N and The Mill in Wilmington.

A total of 36 judges from 29 organizations selected the winners, and speakers and an expert panel provided key advice. In addition to DPP, sponsors included the **Delaware Division of Small Business, Delmarva Power, Discover Bank, University of Delaware's Horn Entrepreneurship, JP Morgan Chase, FMC Corporation, Highmark Delaware, DuPont, The Innovation Space, Delaware Bioscience Association, M&T Bank and Delaware State University.**

The winners were:

FinTech



KidVestors®



Stakana Analytics



Fleri

Clean, Green and Blue



Ecotone Renewables



New Breed Meats



Frontline Waste

Early Stage



SomnOSA



MiraHeart



BASEstud.io

Life Sciences



ReHeva BioSciences



MyoGene Bio



GelSana Therapeutics

Delaware Tech-Enabled



Toivoa



College Essay App



Rush Roto Studio

Blue Hen Prize



SomnOSA



Toivoa



Stakana Analytics

DPP support helps region win \$750M hydrogen hub, precision med tech hub designations



Delaware is poised for a rise to prominence in the clean energy and precision medicine technology economies, thanks to its partnership in the **Mid-Atlantic Clean Hydrogen Hub (MACH2)** and the **Greater Philadelphia Region Precision Medicine Tech Hub**.

DPP joined with the **Delaware Sustainable Chemistry Alliance** and other partners throughout Delaware, Philadelphia/Southeastern Pennsylvania and South Jersey to help establish MACH2 under the **U.S. Department of Energy's** Regional Clean Hydrogen Hubs Program. One of just seven hubs funded nationwide, MACH2 aims to reduce pollution, advance clean energy and create more than 10,000 jobs via a regional network of hydrogen producers, consumers and infrastructure. DPP invested \$100,000 and served as a supporter throughout the application and approval process for the endeavor, which received approval for a 10-year, \$750 million federal grant in October 2023, and will continue to work with the MACH2 partners to achieve the initiative's goals.

Another 2023 development – this one in Delaware's health care sector – DPP helped support was designation of the **Greater Philadelphia Region Precision Medicine Tech Hub** by the **U.S. Department of Commerce's** Economic Development Administration. As a part of this effort, which aims to make the region a global leader in end-to-end precision medicine, Delaware entities now have the opportunity to apply for a portion of \$70 million in federal funding.



DPP highlights Delaware innovation success, opportunity at BIO 2023

Delaware Prosperity Partnership was proud to sponsor the attendance of three Delaware startups – **Acellus Health, Ballydel Technologies** and **CorriXR Therapeutics** – to **BIO 2023**, the world's largest biotech industry conference. Acellus Clinical Affairs and Strategic Alliances Vice President **Dr. Julie Ross**, Ballydel founder and President **Dr. Brendan DeLacy** and CorriXR CEO **Dr. Eric Kmiec** joined DPP's **Kurt Foreman, Noah Olson, Erica Crell** and **Susan Coulby** and approximately 19,000 other industry professionals at the Boston event in June.

DPP also hosted a reception for Delaware attendees and networked with early-stage companies, investors and partners from European and other markets. The DPP team and its guests were able to make connections, build relationships and share why Delaware is a great place for science and technology companies to grow. CorriXR, an oncology-focused biotherapeutics company that is a **ChristianaCare** spinoff, also presented about its work at the conference's Start-Up Stadium.

Since its establishment in 2021, Delaware's **Graduated Lab Space Grant** program has awarded 11 grants totaling roughly \$12.9M – generating an expected \$95M in private capital investment and anticipated creation of 560+ jobs. DPP was instrumental in the program's creation and continued to market the program in 2023 as a unique resource for companies that use wet lab space and wish to grow in Delaware.



Innovation Community Engagement



DPP's **Erica Crell** was among those who joined **Governor John Carney** and Lieutenant **Governor Bethany Hall-Long** in March for the signing of a proclamation honoring women helping Delaware make strides to increase the number of women and girls in science, technology, engineering and mathematics (STEM) studies and careers. Erica co-chaired **Delaware Bio's Inspiring Women in STEM** activities in 2023. Other innovation ecosystem engagement included DPP Team members judging contests like the **Division of Small Business EDGE Grants** competition and advising 83 existing or prospective startups and/or science and technology companies.

2023 DPP TEAM HONORS & ACHIEVEMENTS



Kurt Foreman received the **Champion of Trade Award** from **World Trade Center Delaware** and was named to the inaugural **Delaware 222** list by the **Delaware Business Times**.



Noah Olson completed **Leadership Delaware** as a member of its Class of 2023, and **Bryan Mack** was selected to begin the program as part of the 2024 cohort.



Erica Crell, along with Board of Directors member **Doneene Keemer Damon**, was selected for the **Technical.ly Delaware ReaLIST Connectors** list. Erica also was a **Technical.ly Delaware Culture Builder of the Year Nominee**.



Erica Crell and **Joseph L. Lewis III** completed the **International Economic Development Council's Basic Economic Development Course**.

TELLING DELAWARE'S STORY

6 REASONS TO KNOW DPP #1 OPPORTUNITY

“ DPP is like a catalyst - lowering the barriers making it easier and faster to find resources. ”

Kwaku Temeng, Ph.D.
Founder & CEO
Desikant Technologies



DPP partnerships foster economic progress. Since 2018, we've helped more than 50 businesses choose Delaware to grow and thrive.
Be a part of that success.

Scan the QR code to see more about Desikant Technologies and DPP. Or go to: choosedelaware.com/advancingprosperity



**SITE SELECTORS GUILD
FALL FORUM**
NEW ORLEANS | OCT 16-18, 2023

Look for us!

Kurt Foreman
President and
Chief Executive Officer

Megan Kopistecki
Senior Manager, Business
Development

**DELAWARE
PROSPERITY
PARTNERSHIP**

**Profiles in
Innovation**

Promoting the state, sharing DPP's value

In 2023, DPP established campaigns that combined multimedia, digital, print and sponsored content for presentation by an array of publications and platforms. Messaging focused on why Delaware is a great location for business and innovation as well as how DPP helps companies fulfill their growth and longevity goals. This year's approach often presented the voices of partners, investors and clients in ways that DPP hadn't previously.



Highlights included:



Creating “**Six Reasons to Know DPP**” to help broaden the fundraising base for **Advancing Prosperity 3.0**. The multi-platform campaign covered the entire state and incorporated print, social media and radio advertising elements along with a video series hosted on **choosedelaware.com** and DPP’s **YouTube** channel. The campaign also included a three-month digital billboard appearance in New York’s **Times Square**; a sponsored content article featuring **Noah Olson** in the regional July-August editions of **Entrepreneur**, **Forbes** and **Fortune** magazines and a thank-you video mailed to investors featuring testimonials from business leaders, DPP’s **Kurt Foreman** and **Governor John Carney**.



Continuing the “**Profiles in Innovation**” series of articles with Delaware innovators from both startups and longer-term Delaware-based companies, mostly in the science and/or technology sectors. These Q&A articles were featured on **choosedelaware.com** and highlighted with social media posts.



The **WDEL 1150 AM/101.7 FM Radio** partnership pairing on-air interviews of key players in Delaware’s economic development and innovation ecosystems with **Prosperity Power Minute** public-service announcements about the benefits of doing business in Delaware and :30 radio spots – all of which showcased DPP’s role as a salesforce for Delaware and its impact over its six-year history. The interview series was part of the “**Del-Aware**” morning programming hosted by **Peter MacArthur** and included conversations with DPP’s **Kurt Foreman** in September, DPP’s **Noah Olson** in October, 2018-23 DPP Board member **Patrick Callahan** in November and **University of Delaware** blue tech scientist **Rob Nicholson** in December.



Branded social media campaigns focusing on **Startup302** application time; introducing and thanking DPP investors as part of **Advancing Prosperity 3.0**; spotlighting DPP staff and their roles for **Economic Development Week**; and highlighting **attendance at industry conferences and trade shows**.

DPP Staff



Kurt Foreman
President & CEO
kforeman@choosedelaware.com



Andy Lubin
Special Projects Consultant
alubin@choosedelaware.com



Delaney Chaffin*
Economic Research Associate
dchaffin@choosedelaware.com



Bryan Mack
Business Development Manager
bmack@choosedelaware.com



Susan Coulby
Senior Manager, Communications
scoulby@choosedelaware.com



Charles A. Madden
Director, Existing Business Engagement & Talent
cmadden@choosedelaware.com



Erica Crell
Innovation Manager
ecrell@choosedelaware.com



Christina Marconi
Engagement Manager
cmarconi@choosedelaware.com



Becky Harrington
Vice President, Business Development
bharrington@choosedelaware.com



Michael Marquardt
Global Advisor
mmarquardt@choosedelaware.com



Chris Kelly
Senior Economic Researcher
ckelly@choosedelaware.com



Noah Olson
Director of Innovation
nolson@choosedelaware.com



Megan Kopistecki
Senior Manager, Business Development
mkopistecki@choosedelaware.com



Dalia Rodriguez
Team & Operations Coordinator
drodriguez@choosedelaware.com



Joseph L. Lewis III
Director, Marketing & External Relations
jlewis@choosedelaware.com



David Smallman
Global Advisor
dsmallman@choosedelaware.com

* Joined the DPP Team in August 2023

2024 Board of Directors

Governor John Carney, Co-Chair

Rod Ward III, Co-Chair

President & CEO
CSC

Desmond A. Baker, Secretary

Founder
Desmond A. Baker & Associates LLC

Fayette M. Blake

Executive Director
Pathways to Success Inc.

Beth G. Brand

Vice President and University Secretary
University of Delaware

Shane Breakie

Vice President,
Sustainability and Organic Growth
Chesapeake Utilities Corporation

Desa Burton

Executive Director
Zip Code Wilmington

Representative William Bush

Delaware House of Representatives
District 29

Tony Edwards

Vice President
University Facilities Services & Real Estate
DuPont

Robert Herrerra

Co-Founder
The Mill

Rodger Levenson

Chairman, President & CEO
WSFS Financial Corporation

Gregg Moore

Vice President
Becker Morgan Group

Senator Brian Pettyjohn

District 19
Delaware Senate

Rob Rider, Treasurer

CEO
O.A. Newton

Whitney Sweeney

Investment Director
Sustainability, Americas
Schroders

Senator Jack Walsh

District 9
Delaware Senate

Richard Wilkins

Farmer & Agribusinessman
Wilkins Farms

Dr. Cheresse Winstead

Dean
College of Agriculture, Science & Technology
Delaware State University

Representative Lyndon Yearick

District 34
Delaware House of Representatives



A: 1007 N. Orange St.
Suite 317
Wilmington, DE 19801

E: innovate@choosedelaware.com

P: 302.924.8871

W: choosedelaware.com