

## ILC Secures DoD Contract, Creates Jobs

*Delaware Government's Rapid Response Supports Deal*

**DOVER, Del.** (June 24, 2010) – Governor Jack Markell joined Bill Wallach, president of ILC Dover, for an official ribbon-cutting to celebrate the company's newly acquired U.S. Department of Defense contract and the partnerships that helped make it possible. The event was held at the company's new manufacturing facility, located on Starlifter Avenue, where 70 people will be employed by the end of July 2010.

"New jobs- and a new facility – this is the kind of progress that we are working hard every day to achieve in our state," said Governor Jack Markell. "We will continue to focus on improving the conditions that help businesses like ILC grow because the economic benefits produce a positive ripple effect for Delaware, for the region and beyond. Businesses like ILC can count on us to be more efficient, more responsive and more focused on jobs than any other state."

State and local government agencies worked together to fast-track the permitting process in approximately 30 days. The quick response was required for ILC to meet the high priority, ultra high visibility contract deadlines. As a result, ILC secured the contract. Without this rapid response, the DoD would likely have tried to field alternate systems at a higher overall cost with less effectiveness.

"This program is critical to saving the lives of warfighters in the Middle East. ILC Dover has worked with our customer, Lockheed Martin, to field a Lighter-than-Air aerostat based radar system that provides real-time feedback to the warfighters on the ground to drastically reduce IED (Improvised Explosive Devices) events," said Wallach. "In concert with the State of Delaware and the City of Dover, we have been able to ramp up our production rate to our customer's demands in a timeframe believed to be unobtainable a few months ago. This collaborative effort with DEDO, DNREC, City of Dover and the Fire Marshall has been fully recognized by ILC and Lockheed, as well as the ultimate customer. Many thanks to all those involved.

Alan Levin, Secretary of the Delaware Economic Development Office, David Small, Deputy Secretary of the Department of Natural Resources and Environmental Control, Kevin Conlon, ILC Production Manager for Lighter-than-Air, and officials from the City of Dover participated in the event.

"In Delaware, businesses can count on unprecedented action," said Levin. "This project exemplifies what can be done when government agencies work collaboratively to get businesses the resources they need."

"Our team was able to coordinate with ILC early in the decision-making process and once we understood the company's business objectives, we were equipped to help it work through the permitting process in a timely manner and in such a way that all of our environmental standards were met," said Small. "This is another demonstration that growing our economy and protecting our environment are not mutually exclusive objectives – we can accomplish both."

“The City of Dover is very pleased and excited to have an ILC facility back in Dover. We have a historic relationship with ILC from the space suits to equipment for our military. This project will add needed jobs in the Dover area and use an existing building that needed to be occupied. We are glad to be part of the process along with the State of Delaware to expedite their permitting to meet ILC’s needs for their contract,” said Carleton Carey, Mayor of the City of Dover.

The facility will support the company’s Lighter-than-Air division, which designs, develops and manufactures aerostats, airships, and advanced development products, and is also responsible for the refurbishment of envelopes, delivery of spares items, and support of field activities.

ILC currently employs approximately 425 people in the State of Delaware and provides spacesuits for NASA, Personal Protection Equipment for military, homeland security and industrial users, and containment systems used in pharmaceutical manufacturing.

#### **About the Delaware Economic Development Office**

The Delaware Economic Development Office is an executive state agency responsible for attracting new investors and businesses to the state, promoting the expansion of existing industry, assisting small and minority-owned businesses, promoting and developing tourism and creating new and improved employment opportunities for all citizens of the State. DEDO is a Certified Economic Development Organization, accredited by the International Economic Development Council. Visit [dedo.delaware.gov](http://dedo.delaware.gov).

#### **About ILC Dover**

Since 1947, ILC has been active in the design and development of products for both government and industry. Most ILC products are comprised of softgoods materials, products that are flexible by nature and result in innovative solutions to customer problems. Whether protecting personnel in hostile environments, containing potent pharmaceuticals, or developing unique inflatable devices, ILC has an enviable record of performance. By drawing from a blend of highly qualified personnel and a sound base of both proven and innovative technologies (the same attributes that helped us put man on the moon and cushion rovers on Mars), ILC continues to develop reliable hardware and unique softgoods. ILC’s government, commercial, and NASA customers rely on its multi-disciplined technical expertise to provide innovative softgoods solutions for a wide range of applications. *ILC Dover: Creating What’s Next.* [www.ilcdover.com](http://www.ilcdover.com)

Contact:

Nikki Lavoie Boone  
Delaware Economic Development Office  
[nikki.boone@state.de.us](mailto:nikki.boone@state.de.us)  
302-672-6857

Brad Walters  
ILC Dover  
[Walteb@ilcdover.com](mailto:Walteb@ilcdover.com)  
302-335-3911 x443

###