

DELAWARE QUICK LOOK

DELAWARE
ECONOMIC DEVELOPMENT OFFICE

Right Place. Right Size.

Prepared September 2015



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ECONOMIC DEVELOPMENT OFFICE

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Right Place. Delaware's strategic location in the mid-Atlantic region offers quick access to potential markets, including Boston, New York City, Philadelphia and Washington, D.C. The Wilmington-Newark area offers direct access to I-95, the major north-south highway along the Eastern Seaboard. Route 1 runs along the length of the entire state, connecting the city of Wilmington to the capital of Dover to the beaches of southern Delaware.

The Port of Wilmington is the busiest deepwater port and marine terminal on the Delaware River with the nation's largest on-dock cold storage facility. There are two international airports close by, industrial rail and an Amtrak train station on the Wilmington Riverfront.

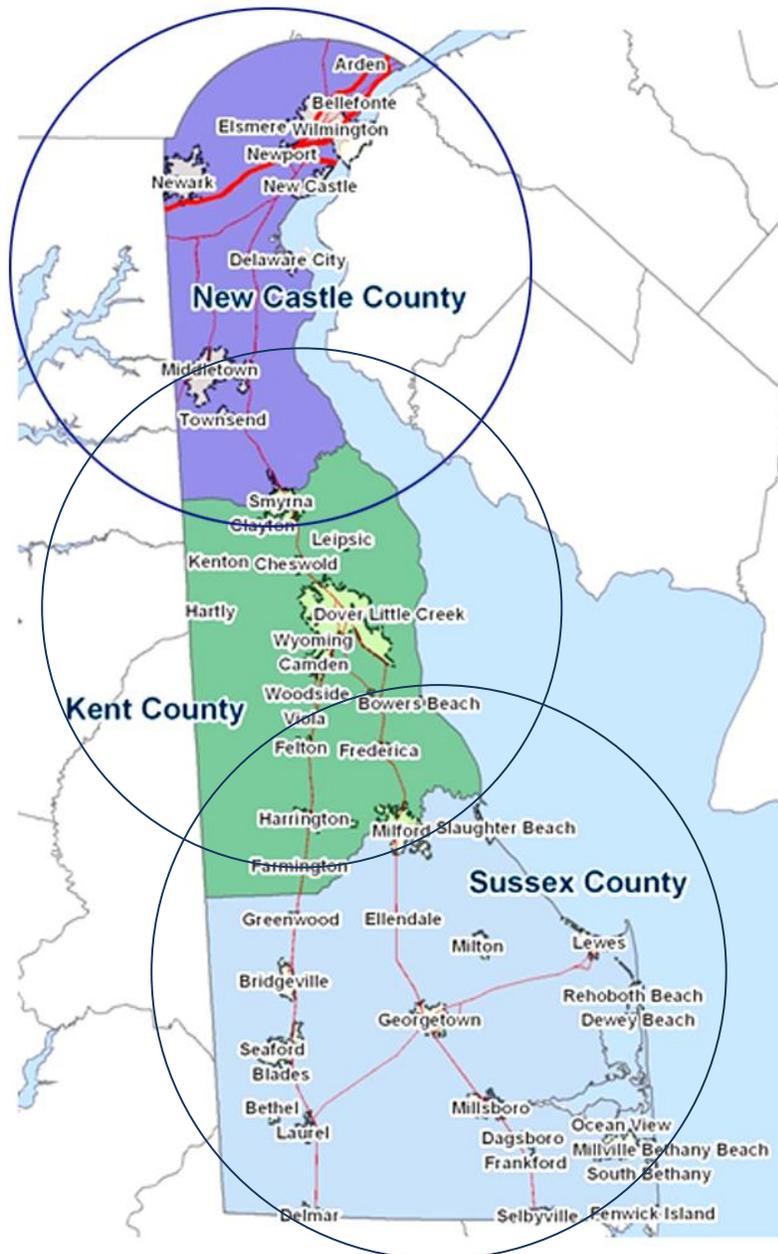
Right Size. The Delaware advantage is also a product of the state's small size. Business leaders will find easy access to elected officials from City Hall to Legislative Hall. Government agencies work collaboratively to get businesses the resources they need without the usual bureaucratic red tape. Delaware offers simple business registration, licensing and streamlined permitting to help businesses relocate or expand in the First State.



A QUICK LOOK AT DELAWARE

Delaware, located on the eastern seaboard of the United States, is bordered by the Atlantic Ocean and the Delaware Bay, as well as by the states of New Jersey, Pennsylvania, and Maryland. With a land area of 1,982 square miles, Delaware ranks 49th in area among the 50 states.

Delaware's location affords easy access to the major metropolitan areas of the Northeast, with both New York and Washington, DC, just an hour and a half away.



NATIONAL RECOGNITION FOR DELAWARE



#1

Business Cost

Michigan Entrepreneurship Score Card, 2015

Economic Output per Job

Enterprising States 2014, U.S. Chamber of Commerce

Bond Rating

14th Annual State Competitiveness Report, Beacon Hill Institute, 2014

Legal Systems for the ninth consecutive year

2012 State Liability Systems Ranks,
Institute for Legal Reform, U.S. Chamber of Commerce

3

Productivity and Labor Supply

Michigan Entrepreneurship Score Card, 2015

4

Business Friendliness, America's Top States for Business 2015, CNBC

Openness, 14th Annual State Competitiveness Report, Beacon Hill Institute, 2014

High-Tech Share of All Business, Enterprising States 2014, U.S. Chamber of Commerce

5

Economic Freedom at Sub-National Level, Economic Freedom of North America 2014, U.S. Chamber of Commerce

New Startup Rate, Enterprising States 2014, U.S. Chamber of Commerce

Employed S&E Doctorate Holders as a Percentage of the Workforce, S&E Indicators 2014, National Science Foundation

6th in **STEM Jobs Concentration**, Enterprising States 2014, U.S. Chamber of Commerce

6th in **Broadband Speed Availability**, Enterprising States 2014, U.S. Chamber of Commerce

7th in **Business Incubation**, 14th Annual State Competitiveness Report, Beacon Hill Institute, 2014

9th in **Export Growth**, Enterprising States 2014, U.S. Chamber of Commerce

12th in **Business Tax Climate**, Enterprising States 2014, U.S. Chamber of Commerce

12th in **Financial and Institutional Capital**, Michigan Entrepreneurship Score Card, 2015

12th in **Digital Connectivity**, Michigan Entrepreneurship Score Card, 2015

13th in **Entrepreneurial Vitality**, Michigan Entrepreneurship Score Card, 2015

13th in **Physical Infrastructure**, Michigan Entrepreneurship Score Card, 2015

13th in **Civic Energy and Harmony**, Michigan Entrepreneurship Score Card, 2015

14th in **Short-Term Job Growth and Productivity Growth**, Enterprising States 2014, U.S. Chamber of Commerce

14th for **State Business Climate Index**, The 2015 Tax Foundation's Index

14th in **Workforce**, America's Top States for Business 2015, CNBC

15th in **Quality of Life (Sense of Place)**, Michigan Entrepreneurship Score Card, 2015

17th in **Government and Fiscal Policy**, 14th Annual State Competitiveness Report, Beacon Hill Institute, 2014

19th in **Lifestyle and Play**, Michigan Entrepreneurship Score Card, 2015

20th in **Workforce Preparedness**, Michigan Entrepreneurship Score Card, 2015

20th in **Entrepreneurial Change**, Michigan Entrepreneurship Score Card, 2015



Wilmington overall is in the top 10 micro American cities for the future 2013/14 and 3rd in the category of economic potential,

Foreign Direct Investment Magazine, 2013/14

DELAWARE'S ECONOMY RANKINGS

Indicator	Rank
Overall	2
Information Technology Jobs	3
Managerial Professional and Technical Jobs	9
Immigration of Knowledge Workers	4
Migration of US Knowledge Workers	12
Manufacturing Value Added	7
High-Wage Traded Services	1
Export Focus of Manufacturing and Services	6
Foreign Direct Investment	1
Job Churning	13
Fast Growing Firms	8
Broadband Telecommunications	10
Health IT	25
High-Tech Jobs	13
Scientists and Engineers	7
Patents	3
Industry Investment in R&D	1

Source: The Information Technology and Innovation Foundation, The 2014 State New Economy Index



LABOR FORCE AND UNEMPLOYMENT RATE

Labor Force, July 2015	463,118
Unemployment Rate, July 2015	4.7%

Source: DE Department of Labor, Seasonally Adjusted

INDUSTRY EMPLOYMENT, ANNUAL 2014

Industry	# of Firms	Average Employment
Agriculture, forestry, fishing and hunting	166	1,437
Mining	4	34
Utilities	42	2,148
Construction	2,831	20,401
Manufacturing	775	25,672
Wholesale trade	2,096	11,991
Retail trade	3,522	52,431
Transportation and warehousing	719	11,628
Information	376	4,889
Finance and insurance	1,688	39,773
Real estate and rental and leasing	975	5,298
Professional and technical services	4,328	28,965
Management of companies and enterprises	1,535	5,494
Administrative and waste services	2,276	25,321
Educational services	353	4,960
Health care and social assistance	3,297	63,351
Arts, entertainment, and recreation	408	9,845
Accommodation and food services	2,039	37,098
Other services, except public administration	1,973	11,599
Total Government	581	61,309
Total Industries	29,982	423,641

Source: Department of Labor



POPULATION

Census 2010	897,934
2014 Estimate	935,614

Source: Census Bureau

INCOME

Median Household	\$59,878
Per capita income	\$29,819

Source: Census Bureau

CLIMATE

Normal daily mean temperature:	54.4° F
Average monthly temperature:	From 33 ° F in the winter to 77° F in the summer
Median annual precipitation:	42.95 inches

Source: Office of the Delaware State Climatologist



AIRPORTS

Worldwide passenger service is about ½ hour from downtown Wilmington at the Philadelphia International airport. Serving southern Delaware, the Baltimore-Washington International Airport is less than two hours away from most locations in Kent and Sussex counties. The Salisbury Regional Airport serves much of Sussex County.

Other Major Airports and Services:

- **Summit Aviation** – The high-end aircraft modification and avionics installation facility
- **New Castle Airport**
- **Aero Taxi, Inc.** - The air charter flight service, providing jet aircraft charter, aircraft management, aircraft hangar, aviation fuel, fixed base operations. Heated aircraft hangar space is available for gulfstream V through turbo prop size aircraft
- **Delaware Airpark** - a public use airport serving the Dover area owned by the Delaware River and Bay Authority and located west of the central business district of Cheswold in Kent County. Home to 45 based aircraft and Delaware State University's flight training program, which serves both corporate and recreational flyers year-round
- **Chandelle Airport** - a privately- owned general use airport located northeast of the central business district of Dover in Kent County
- **Smyrna Airport** – a privately owned public use general aviation airport located 1mile east of Smyrna, DE.
- **Jenkins Airport** - a privately owned grass strip general aviation airport open to public use near Wyoming, DE
- **Chorman Airport** – a privately owned general aviation airport open to public use located southeast of Farmington, DE. Airport activities are centered around agricultural spraying
- **Dover Air Force Base/Civil Air Terminal**
- **Sussex County Airport** - serves Southern Delaware and is owned by Sussex County Council. The airport has two paved runways. The longest runway is 5,500 feet and accommodates large corporate jets.

RAIL SERVICES

Norfolk Southern and CSX Corporation are industrial railway carriers serving Delaware. Amtrak has a major station in Wilmington providing more than 80 trains per weekday. There is a frequent service to Washington DC, Richmond, New York and Boston. In addition, DELDOT partners with SEPTA by providing statewide bus service to the commuter rail service carrier, which covers Wilmington-Philadelphia.

DART FIRST STATE PUBLIC TRANSIT SERVICE

DART is operated by Delaware Transit Corporation, a Division of DeIDOT. It provides a full range of fixed bus routes, paratransit, commuter rail and related services. All DART buses are wheelchair accessible and bike rack equipped.

PORT OF WILMINGTON

The first inbound port along the Delaware River, the Port of Wilmington is located at the mouth of the Christina River, approximately 65 miles from Atlantic shipping lanes.

The Port's facility is a world-class marine terminal encompassing 308 acres, offering 10 operating deep-water berths, over 1,000,000 ft² of temperature controlled and dry warehouse space, and sophisticated cargo handling equipment..

The Port is located within one-quarter mile of Interstate 495 for immediate access to East Coast markets, and is 25 miles from I-76, one of the region's major east/west arteries. Rail access to the Port is available via Norfolk Southern and the CSX, with railcar loading docks located next to terminal warehouses. .

HIGHWAYS

Delaware's network of highways include Interstates 95, 295, 495, U.S. highways 13, 113, 301, 202, and 9 as well as numerous primary and secondary roads. State Route 1, the largest project in the history of the Delaware Department of Transportation, has brought much needed relief to Route 13, the state's major north-south artery.

TAX RATES

No Sales Tax at state or local level. No Personal Property Tax at state or local level.

Local Property Tax Rates

No state property tax levied. Property taxes in Delaware are set and administered on a local level by school district.

State Corporate Income Tax: 8.7%

Individual Income Tax

DE Taxable Income	Tax Liability
\$0 - \$2,000	\$0.00% of income
\$2,000 - \$5,000	\$0.00 + 2.20% of income > \$2,000
\$5,000 - \$10,000	\$66.00 + 3.90% of income > \$5,000
\$10,000 - \$20,000	\$261.00 + 4.80% of income > \$10,000
\$20,000 - \$25,000	\$741.00 + 5.20% of income > \$20,000
\$25,000 - \$60,000	\$1,001.00 + 5.55% of income > \$25,000
\$60,000 and over	\$2,943.50 + 6.6% of income > \$60,000

Effective 01/01/2014

State Gross Receipts Tax

Manufacturing - 0.126% (First \$1.25 million in receipts per month not taxable)

Auto manufacturers - 0.0945% (First \$1.25 million in receipts per month not taxable)

Clean energy technology device manufacturer - 0.0945% (First \$1.25 million in receipts per month not taxable)

Wholesalers - 0.3983% within Delaware (First \$100,000 per month not taxable)

Food processors - 0.1991% (First \$100,000 per month not taxable)

Commercial feed dealers - 0.0996% (First \$100,000 per month not taxable)

Retailers - 0.7468% (First \$100,000 per month not taxable)

Restaurants - 0.6472% (First \$100,000 per month not taxable)

Farm machinery retailers - 0.0996% (First \$100,000 per month not taxable)

Grocery supermarket retailers - 0.3267% (First \$100,000 per month not taxable)



UTILITIES

Electricity

Service is provided by Delmarva Power. In addition, some individual municipalities provide electric service for residents and companies located within their jurisdiction.

Natural Gas

Gas service providers are Delmarva Power (serves New Castle County north of the Chesapeake and Delaware Canal) and Chesapeake Utilities Corporation (serves the area south of the Chesapeake and Delaware Canal)

Water/Wastewater

The State has adequate surface water and ground water to meet the projected demand for fresh water. The northern portion of the State uses a combination of ground and surface supplies to satisfy public water demands. Ground water is used exclusively south of the Chesapeake and Delaware Canal for drinking water supply.

Sewer service is generally available in the incorporated areas of the state. This service is provided on the local level, either by individual municipalities or the county.

Telecommunications

Local telephone service in Delaware is provided by Verizon Delaware, Inc., a subsidiary of Verizon Corporation. Verizon also offers FiOS internet and television service.

EDUCATION

Educational attainment represents the highest level of education completed for the population age 25 and above. The completion rate for high school graduates and higher was 87.7%. For bachelor degree and higher, it was 28.9%.

According to 2014-2015 Delaware Department of Education data, there are 19 school districts which includes 207 public schools and 24 charter schools. Total enrollment of public and charter school students was 122,411 and 12,521 respectively.

Colleges and Universities

- Beebe School of Nursing
- Delaware College of Art and Design
- Delaware State University
- Delaware Technical and Community College
- Drexel University (Wilmington Campus)
- Goldey-Beacom College
- University of Delaware
- Wesley College
- Widener University (Delaware Campus)
- Wilmington University



SITE SELECTION

Business and Industrial Parks

The parks are defined as properties which are zoned accordingly, plotted and served by utilities with infrastructure to borders. There are business and industrial parks in each of Delaware counties. The listings are provided in each of the specific county publications.

Office and Other Available Sites

The Delaware Economic Development Office utilizes the CoStar Group computerized database for property searches. This database is constantly updated so that we may show you the most accurate property listings available.

The screenshot displays the CoStar Group database interface with several key components:

- Navigation Menu:** Start Over, Buildings, Sites, Businesses, Communities, Heat Maps, Local Layers, Compare, Add Properties, Help.
- Search and Filter Panel:** Includes filters for Square Foot (Min/Max Size), For Sale/For Lease, and Select Type (Office, Industrial, Retail).
- Map View:** Shows a map of Delaware with a highlighted area in the northern part of the state.
- Property Report (Midtown Square Business Park):**
 - Property Details:** Midtown Square Business Park, 401 N Broad St, Newark, DE 19711.
 - Company:** Padman Management, LLC.
 - Contact:** Raju Suresh, 302.528.9162, rajus@padman.com
 - Address:** 228 S Jones Street, Newark, DE 19711.
- Labor Force:** A pie chart showing the distribution of employees by industry.
- Demographics:** A bar chart comparing population and income levels across different geographic areas.
- Consumer Spending, Wages, Business, Housing:** A series of bar charts showing economic indicators for the region.
- Properties:** A grid of property listings with thumbnail images and basic details.



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All inquiries treated in strict confidence

RECREATION AND THE ARTS

Discover Delaware is a whole new way by traveling one of the state's unique experiential trails. Learn about Delaware's past by travelling on the Delaware History Trail, comprised of 36 significant historic sites.

More popular activities include the Delaware Wine and Ale Trail featuring thirteen local wineries and breweries. For outdoors adventurers, there is a high-tech outdoors treasure hunt throughout the state on the Delaware Geocaching Trail. Also, Delaware has an extensive state park system as well as national wildlife refuges as well as numerous scenic areas. Birding, hiking, canoeing and fishing are just some of other outdoor recreational activities that can be enjoyed year-round in Delaware.

Delaware is a popular place for shoppers since there is no sales tax. Popular shopping areas include the Christiana Mall, which is Delaware's largest and most upscale mall, the Tanger Outlets in Rehoboth Beach, or from main streets boutiques in historic downtowns to unique finds at the beach.

A wide variety of attractions in Delaware includes theatres, race tracks, golf courses, as well as casinos, world-class museums and gardens. Descriptions of most of recreational attractions plus special events may be found online at www.visitdelaware.com.

