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Right Place. Right Size.

Joint Finance Committee

February 9, 2015

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Optical Science Center for Applied Research



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UNIVERSITY OF
DELAWARE



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Entrepreneurial and Small Business Support



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Entrepreneurial and Small Business Support

5

2013 campaign resulted in five new businesses signing long-term leases

15

2014 Project Pop-Up placed 15 new businesses in formerly unoccupied properties in Milford, Milton and Wilmington

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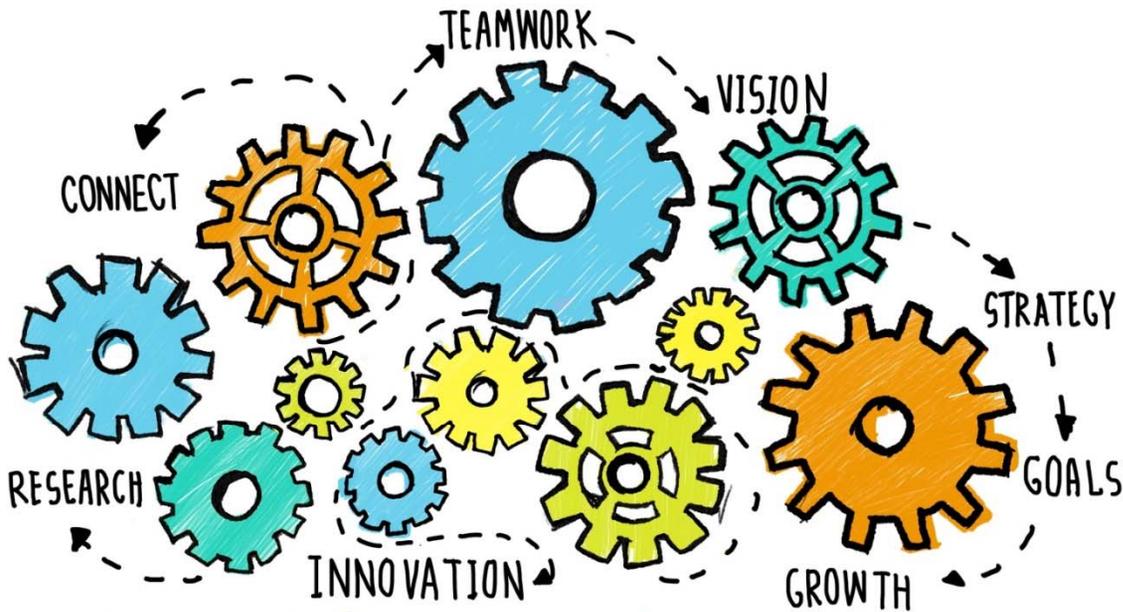


Project Pop-Up

THE DREAM
YOUR BUSINESS HERE



Entrepreneurial and Small Business Support



Entrepreneurial and Small Business Support

Start It Up Delaware

**Delaware Technical Community College
Kauffman FastTrac**

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**ECOMMERCE
SALES AND
MARKETING**

**Strategic Uses of Social Media
Tools to Sell Your Product(s) and
Market Your Business!**

DELAWARE'S SMALL BUSINESS SUMMIT 2014



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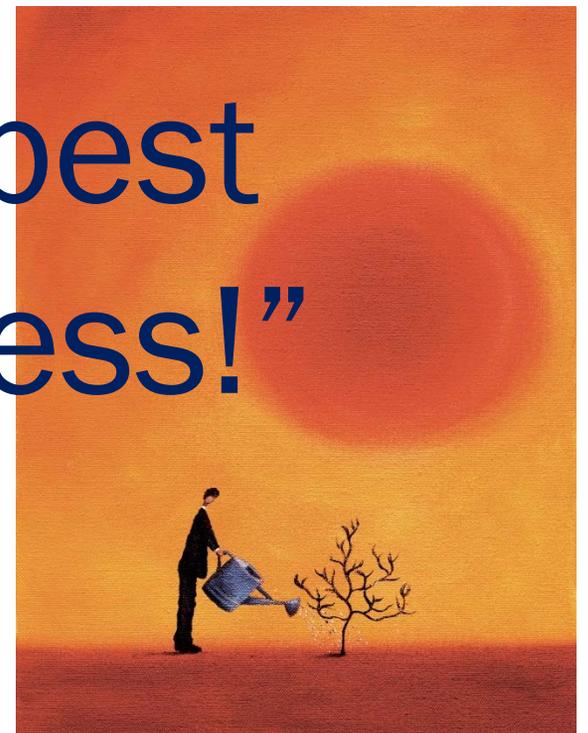


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Business Development Team

Business, Retention and Expansion (BRE)

**“Delaware is the best
place to do business!”**



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Capital Resource Team

The State of Delaware Supports Agriculture Businesses.

DRIP
Delaware Rural Irrigation Program
Revolving Loan Fund

The State of Delaware Supports Business.

Delaware Capital Access Program

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REPORT: DELAWARE STRATEGIC FUND JUNE 2014

THE RIGHT PLACE.
THE RIGHT SIZE.
THE RIGHT WAY TO GROW.

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Accomplishments

 **SevOne**



150
NEW JOBS

**SevOne: Scalable
Performance Monitoring**

A fast, highly scalable Performance Management & Monitoring Platform

 **SevOne**



[REQUEST A DEMO](#)

[DOWNLOAD FREE TRIAL](#)

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Accomplishments

Energizer[®]

270
NEW JOBS



Playtex[™]

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Accomplishments



300
NEW JOBS



28
NEW JOBS



30
NEW JOBS





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Accomplishments



We believe in
responsible food
and **agriculture.**TM

350
NEW JOBS

Jim Perdue,
Chairman, Perdue Farms

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Accomplishments



97



44



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Workforce

1,711



34
PROJECTS

\$977,886 In state grants

\$1,908,549 Company funds

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Inter-governmental Relations and Industry Research

Delaware Foreign Trade Zone #99

THE RIGHT BUSINESS INVESTMENT

#1  **NORAMCO INC**

DATA BOOK

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Right Place. Right Size.
Updated April 2014





Strategic Communications



MARK YOUR CALENDAR
DELAWARE'S SMALL BUSINESS SUMMIT
TUESDAY, NOVEMBER 18 AT DOVER DOWNS

Expanded State Contract Opportunities for the Disabled, Women, Minorities, Veterans and Small Businesses in Delaware and updates to the business community on some recent EDDO small business initiatives and programs.

SPEAKERS:
Jack Markell, Governor
State of Delaware
Alan B. Levin, Cabinet Secretary
Delaware Economic Development Office
MORE to be announced.

OFFICE OF SUPPLIER DIVERSITY | **DELAWARE Right Place. Right Size.**

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www.dedo.delaware.gov

The State of Delaware Supports Agriculture Business.

DRIP
Delaware Rural Irrigation Program Revolving Loan Fund

The State of Delaware Supports Business.

Delaware Capital Access Program

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Workforce Development Center

The Workforce Development Center helps Delaware employers workforce and strengthens our economic future by upgrading a workers through customized training programs that build employe.

Recruitment | **Retention**

We can also provide guidance throughout the training process, the Workforce Training guidelines are as follows:

- EDDO will pay the cost of training up to \$100,000
- Businesses are required to match training given dollars on a one-to-one basis through in-kind contributions.

Eligibility requirements for training participants:

- Entry level through 1st line supervisors
- Full time permanent jobs, \$6.20 plus benefits
- Current or potential Delaware employees

3 Easy Steps

- Contact Workforce Development at (302) 739-4271
- Our program is available to businesses in Delaware and even holds remote
- Complete our training plan.

For more information on Workforce Development please call (302) 739-4271. Or visit www.delawareworkforce.com.

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Right Place. Right Size.
Open for Business Right now

NEWS | **Why Delaware**

Delaware leads with a check price in the heart of the Mid-Atlantic, making it a business-friendly hub for business. All companies and those who make their state business center of focus with the state business and work today still have the state of Delaware. The first thing is to get started with a variety of business training programs, employment resources, a local business and training system for the state of Delaware and other ways to help existing Delaware businesses, startups or companies considering a move to the Delaware state.

In its weekly newsletter, *Word of the Small Business*, David Hill and Justin Givens, Economic Market, shares how the State is supporting small business throughout Delaware, with initiatives like Project Impact and the Small Business Loan Program.

Delaware's Top 100 Small Business

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Interactive Site Selection Tool

Business Climate | Industries | Small Business | Incentives | Living Here | Talk to Us

Return to Sites & Buildings

Start Over | Buildings | Sites | Businesses | Communities | Heat Maps | Local Layers | Compare | Add Properties | Help

HEAT MAPS | LAYERS | COMPARE

Buildings | Sites | Businesses | Communities

Square Feet
MIN SIZE | MAX SIZE

For Sale | For Lease

Select Type
Office | Industrial | Retail

MORE FILTERS | SEARCH

Tools | My Folder

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Tourism

\$1.7B to 2.9B

**Consumer
Group Tours
Sports**

**\$12M
SALES**

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Tourism

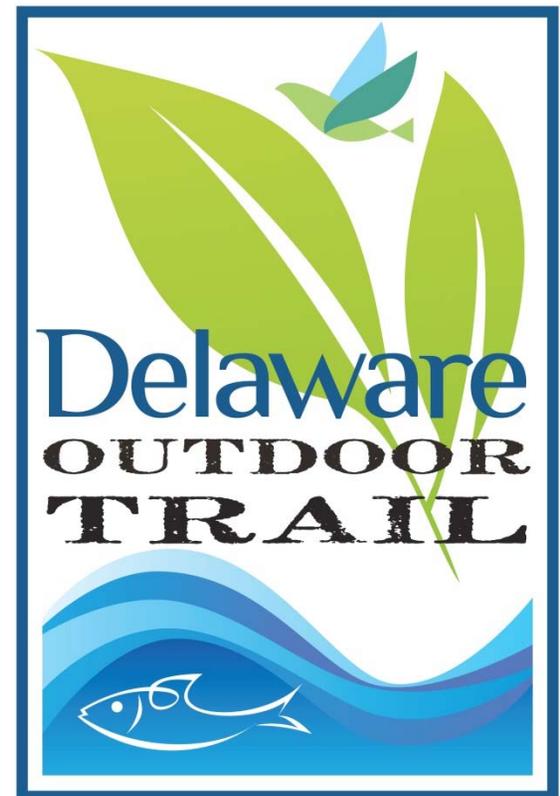


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Tourism

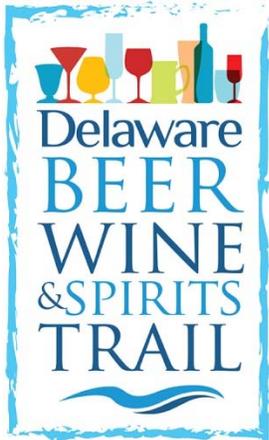


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Tourism



\$68M

IN REGIONAL ECONOMY

created the equivalent of

579

FULL TIME JOBS

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Delaware
Endless Discoveries™

VisitDelaware.com

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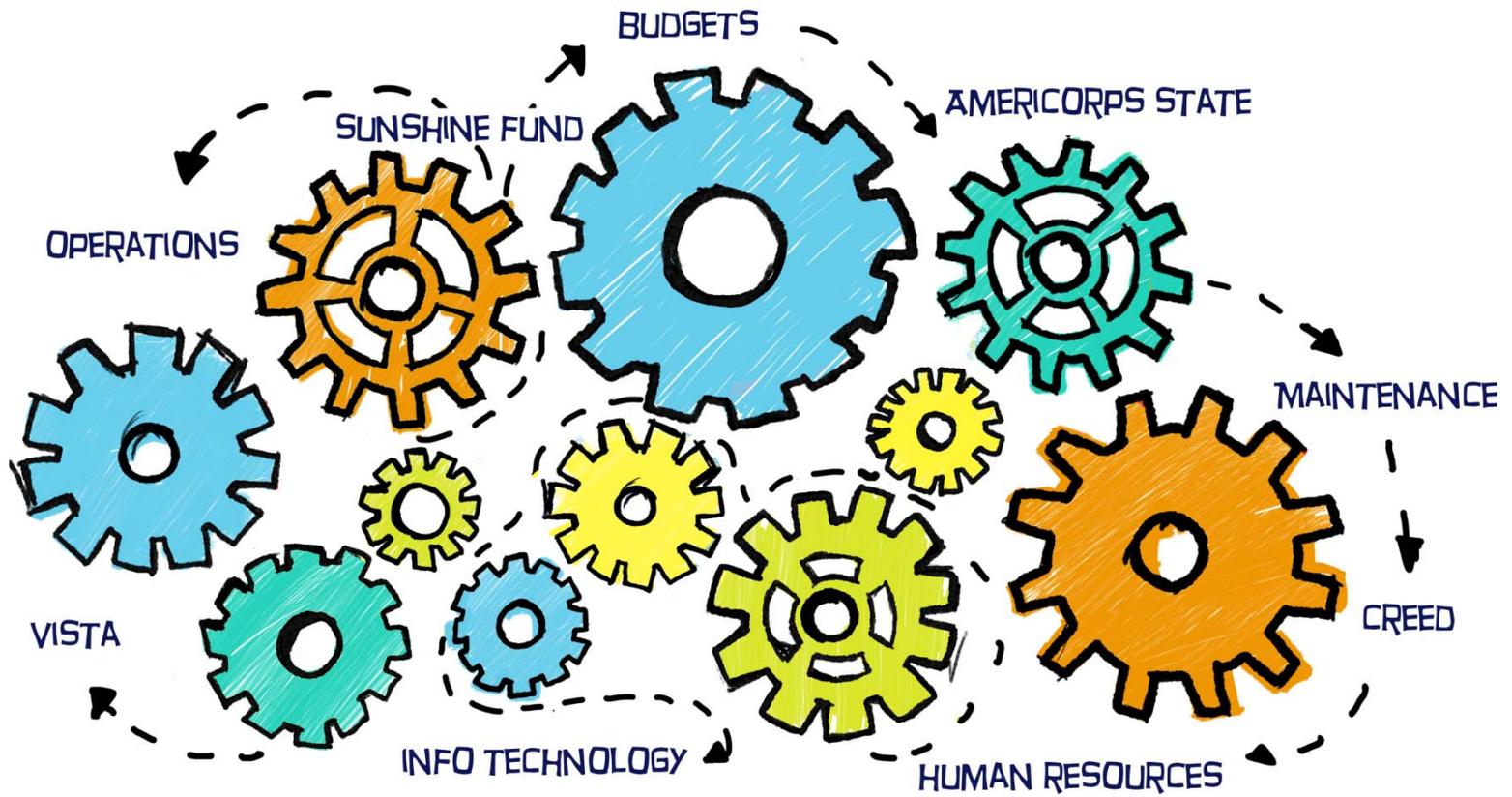
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Tourism





Administration and Human Resources





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**FY 16 Operating Budget
Request**

\$8,850,800

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Questions?