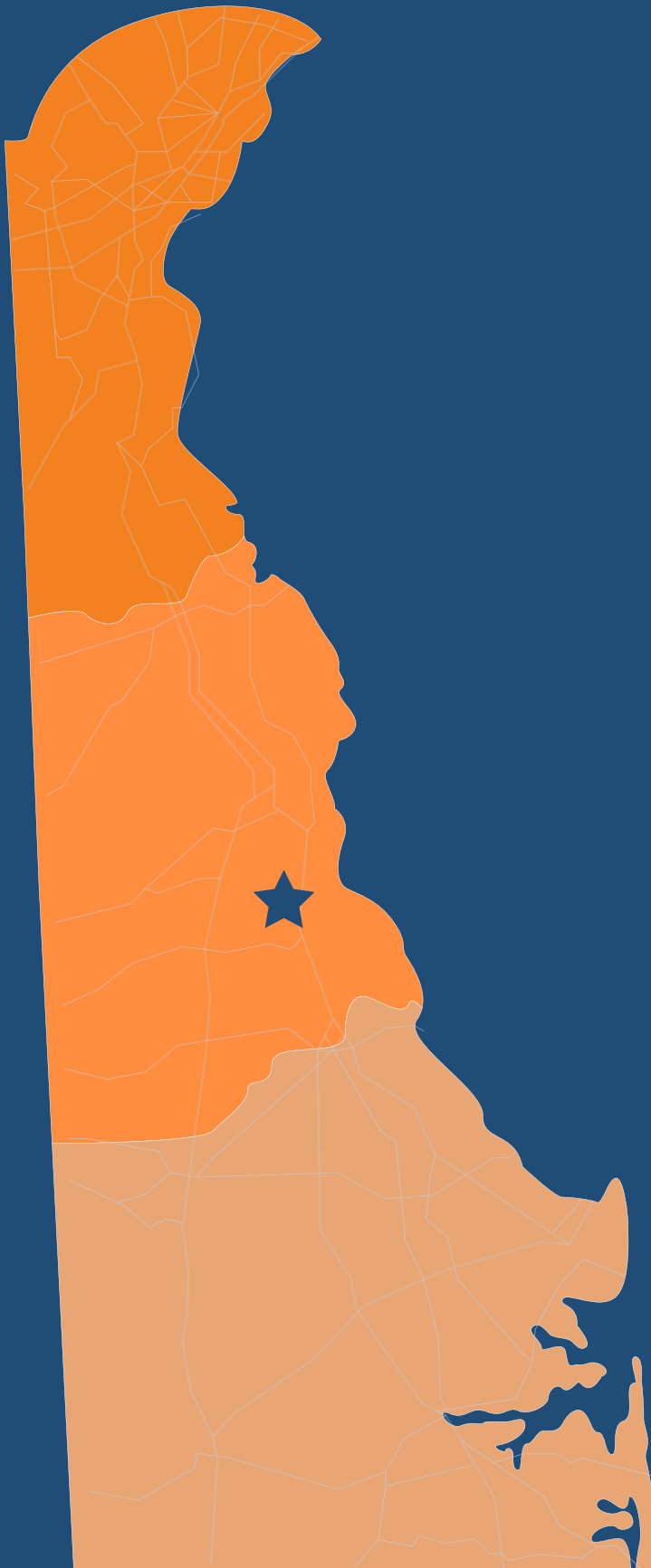


Partnership Prosperity & Progress

YEAR IN REVIEW 2022





Created in 2017, Delaware Prosperity Partnership leads Delaware's statewide 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 in the state of Delaware.

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

The year 2022 marked the fifth year of Delaware Prosperity Partnership's work to advance economic development efforts to attract, grow and retain businesses in Delaware.

From its inception in 2017 through the end of 2022, DPP partnered with existing Delaware businesses and businesses new to the state to bring in more than 5,000 new jobs. DPP also worked with Delaware businesses to help retain thousands more jobs in Delaware. DPP also assisted in securing more than one billion dollars in capital investment statewide while furthering innovation, supporting the talent needs of employers and establishing business connections to ensure that Delaware's economy remains competitive and attractive.

With a fully engaged board, committed investors and statewide partners playing key roles, DPP has proven over the last five years that the public-private business model of economic development works. As intended, it is leveraging Delaware's capacity to collaborate and form productive partnerships for business growth.

For DPP, 2022 personified **partnership, prosperity, and progress**. Working together and with partners throughout the state, the DPP team ended the year having furthered Delaware's appeal as a location for business, located 10 projects representing \$129 million in capital investment for Delaware, and awarded \$170,000 in Startup302 grants to ventures with underrepresented and underfunded founders. Projects included new-to-market relocations by Lamotte Company and CP Cases, and expansions by Solenis and The Royale Group, which had worked with DPP on previous projects in 2018

and 2021 respectively. The Delaware-based technology and tech-enabled companies awarded by Startup302 – Carbon Reform, OmniPotential Energy Partners, Resonate Forward, and BioCurie – offer an exciting preview of our innovation economy.

Also during 2022, DPP was excited to witness advancement and culmination of previously announced projects. These included WuXi STA breaking ground on the \$500 million manufacturing campus in Middletown that had been announced in 2021, and Incyte opening a 200,000-square-foot research and development expansion of its Augustine Cutoff location in Wilmington that had been announced in 2019.

In the pages that follow, it will be clear that in Delaware, we never work alone. Growth for one company means growth for that industry and the entire state. DPP operates knowing that inspiring ideas lead to inspired action and that it takes a team to drive change. Our team is united for an even more dynamic Delaware, and we look forward to many more years of partnership, prosperity, and progress.



John Carney
Governor of
Delaware



Rod Ward III
President & CEO
of CSC

2022 By the Numbers



10

DPP-Supported
Projects



734

New Jobs



\$170K

Awarded to
Startup302
Winners



\$129M

Expansion and
Location Project
Capital Investment



235

Retained Jobs

From 2018 through 2022, DPP supported:



56

Projects locating
or expanding in
Delaware



5,634

New Jobs



5,176

Visits to Cost of Living Calculator on LiveLoveDelaware.com



20+

Speaking Engagements by DPP Team



500+

News Media Mentions



62

Delaware Businesses and Individuals Featured on DPP Websites



70

DPP Support Assists to Existing Delaware Businesses



2,343

Retained Jobs



\$1.51B

Capital Investment

DPP and its partners supported the following companies who chose to locate or expand in Delaware between January and December 2022:

	Company	Location	Market Presence	Jobs	Capital Investment
Science and Technology	 LaMotte	Newark New Castle County	Location	104 New	\$4.09M
	 Agilent	Wilmington New Castle County	Expansion	6 New	\$7.02M
	 Versogen <small>The Hydrogen Generation.</small>	Newark New Castle County	Expansion	49 New 16 Retained	\$4.8M
	 uvaxbio	Glasgow/Newark New Castle County	Expansion	63 New 5 Retained	\$8.5M
	 SOLENIS <small>Strong bonds. Trusted solutions.</small>	Wilmington New Castle County	Expansion	46 New 141 Retained	\$35M
Manufacturing and Logistics	 cpcases	Frankford Sussex County	Location	25 New	\$790K
	 ROYALE <small>PIGMENTS & CHEMICALS</small>	Seaford Sussex County	Expansion	29 New	\$2.35M
	 DUPONT	Glasgow New Castle County	Expansion	11 New 73 Retained	\$52.6M
Financial Services	 CITY NATIONAL BANK <small>AN RBC COMPANY</small>	Newark New Castle County	Expansion	250 New	\$9M
	 ally	Wilmington New Castle County	Expansion	148 New	\$681K



DPP celebrates progress of WuXi STA project during Middletown groundbreaking

Delaware Prosperity Partnership joined Governor John Carney, Lieutenant Governor Bethany Hall-Long, New Castle County Executive Matt Meyer, Mayor Kenneth Branner and company officials for the groundbreaking of the 190-acre WuXi STA campus in Middletown Business Center in August. The WuXi AppTec subsidiary and leading pharmaceutical contract research, development and manufacturing organization was a DPP project announcement in 2021.

The site – WuXi STA's second in the United States – is expected to begin operations in 2025 and bring 479 new full-time jobs to Delaware by 2026. The project is the largest-ever private-sector investment in Middletown and confirms Delaware's position as a global leader in life sciences research and manufacturing.

Bringing Business to Delaware

Engaging with national site selectors remained a primary focus for DPP in 2022, and this activity continued to reap benefits as 17 of the 49 projects opened during the year came from site selection consultants.

DPP established and nurtured relationships with site selectors by hosting two significant Delaware showcase events, one highlighting Central and Southern Delaware and the other in Northern Delaware, and by sending representatives to significant international and national trade shows and other gatherings.

17
of
49

projects opened during the year came from site selection consultants

2022 BMW Golf Championship August 16 – 20

DPP seized the opportunity presented by Delaware’s first-ever hosting of a PGA TOUR event to host eight national site selectors and representatives from prospective locating, new and expanding companies and showcase the state to them. In cooperation with 34 Delaware ambassadors – including business executives, community leaders and DPP investors and statewide economic development partners – DPP showcased Northern Delaware business and lifestyle amenities to guests at the 2022 BMW Championship at Wilmington Country Club and from a number of locations throughout the Wilmington area.



Delaware Summit 2022 May 11 – 13

Four site selectors who represent Delaware's top industry sectors joined DPP and more than 50 local leaders and representatives of DPP's partners across the state to explore opportunities and resources offered by Central and Southern Delaware during Delaware Summit 2022. Working with Consultant Connect, DPP hosted the site selectors on a familiarization tour that crisscrossed Kent and Sussex counties. The event included visits to Delmarva Corrugated Packaging, Great Outdoor Cottages and Tail Bangers along with a tour of the Air Mobility Command Museum, a presentation at the Central Delaware Aviation Complex and a sorbet-making lesson at The Frozen Farmer at Evans Farms. The event also included dining and discussion at Woodburn: The Governor's House and Nassau Valley Vineyards and concluded with sessions at Kent County Levy Court that allowed Delaware attendees to learn from and pitch their communities to the site selectors.



DPP sells Delaware during 2022 conference series

The DPP team developed and strengthened relationships with site selectors, corporate executives and real estate brokers at major trade shows and strategic engagement gatherings throughout 2022. These educational, networking and access-facilitation events included opportunities to promote Delaware as a location for industries such as biopharma and fintech as well as for foreign direct investment. Participation included exposure through related content on some sponsor organizations' online channels and coordinated with material posted on DPP's website and social media accounts.

Major trade shows attended:

- BIO International Convention
- Economix
- FinovateFall
- Industrial Asset Management Council Fall Forum
- Industrial Asset Management Council Spring Forum
- International Economic Development Council Annual Conference
- Logistics Development Forum
- NOF Energy: A Balanced Future Roadshow Networking Events
- SelectUSA Investment Summit
- Site Selection Guild Annual Conference
- Site Selection Guild Fall Forum

Additional events attended:

- Consultant Connect Summits
- Commercial Industrial Realty Council Regional Meeting
- Virtual Site Selector Meet-Ups



Governor and DPP host China General Chamber of Commerce – USA

Governor John Carney and DPP welcomed a group of 14 representatives from China General Chamber of Commerce – USA member companies to Wilmington on May 9 and 10. While in Delaware, the CGCC members learned about Delaware’s economy and business climate through site visits, engagement with local government officials and a tour of Wilmington. They also attended a presentation at DPP headquarters by President and CEO Kurt Foreman and Global Advisor Michael Marquardt, which was followed by a special dinner with the governor, Lieutenant Governor Bethany Hall-Long and representatives from DPP investor organizations at the Hotel du Pont.



Popular holiday outreach effort expanded

DPP’s annual site selector holiday gift campaign was expanded in 2022, reaching more than 90 individual and team consultants – many of whom DPP had interacted with over the year. As in 2021, DPP sent tins of Fisher’s Popcorn along with a hand-signed custom holiday card from the team.



Influenced by DPP input, competitiveness-bolstering programs grew in 2022



In October, Solenis was approved by the Council on Development Finance to receive a Graduated Lab Space Grant of up to \$3.5 million.

- DPP worked with the state to increase the value of the **Graduated Lab Space Grant Program**, which was created in 2021 to help with the demand for ready-to-go laboratory space in Delaware, by 40% to a maximum of \$70 per square foot. DPP also assisted three companies through the program in 2022.
- DPP joined the **Alternative Fuels and Chemicals Coalition** to explore additional policy and business development and attraction opportunities for industrial biotechnology research and development in Delaware.
- DPP helped fund work behind the University of Delaware/ Delaware State University rollout of **Project ABLE** (Align, Build, Leverage, Expand) and its innovation and entrepreneurial programming to strengthen the state's BlueTech sector. Focused in Lewes and the academic and commercial research taking place there, DPP's participation includes strategizing with Sagax Associates, which is facilitating a program and preparing materials to promote BlueTech here and beyond. Project ABLE was made possible through federal funding with support from Delaware's entire Congressional delegation.
- DPP supported the state and the Division of Small Business to launch the **Site Readiness**

Matching Grant Program to encourage the development of industrial sites. DPP helped create the application and eligibility requirements and jointly hosted an information webinar for applicants. DPP also assisted 15 landowners in receiving approval for grants totaling \$13.2 million, which was made possible thanks to the creation and approval of the Site Readiness Fund by the Delaware State Legislature and Governor John Carney.

- DPP worked with the state to prepare an application for \$60.9 million in **State Small Business Credit Initiative** funding, which would offer Delaware’s first state-supported venture capital opportunities for small business in many years. DPP advocated for the application to include venture capital programming and worked with the Division of Small Business to develop programs to deploy \$30 million in state-supported SSBCI venture capital funding.
- DPP provided funding support for the Delaware Sustainable Chemistry Alliance to take a leading role in creating a collective of Delaware entities to join Southeastern Pennsylvania and Southern New Jersey



to submit a proposal for the **Mid-Atlantic Clean Hydrogen Hub** (MACH2) to the U.S. Department of Energy’s Regional Clean Hydrogen Hubs program. Regardless of whether MACH2 is selected for the program, establishment of MACH2 will be pursued by the public-private, regional collaboration.

- DPP led a familiarization trip to Louisiana to learn about

its **LED FastStart** workforce development program, which is the top program of its kind in the United States, to explore ideas for comparable work in Delaware. DPP and key partners shared lessons learned and potential details with Governor John Carney and his staff for future program consideration in Delaware.

DPP involvement supports business programming, initiatives across Delaware

- Innovation served on the **MillSummit** organizing committee and led its entrepreneurship programming subcommittee, which included organizing two entrepreneurial panels for the August summit, and on the **New Castle County Chamber of Commerce Entrepreneurship Summit** organizing committee, planning program tracks and speakers.
- Business Development and Research worked with the **Delaware Association of Realtors** and others to more than double the number of publicly searchable Delaware properties in the Zoom Prospector website and database.
- Innovation and Business Development team members helped judge the Division of Small Business **Encouraging Development, Growth & Expansion (EDGE)** Grants and sponsored three local early-stage life science companies to attend the **BIO International Convention** in San Diego.
- Existing Business Engagement & Talent served on an advisory committee for the Delaware IT Council as it worked to transition into the **Tech Council of Delaware**.





- The **Delaware River and Bay Authority / Avelo Airlines** press conference at Wilmington ILG Airport in New Castle was just one of the 2022 events for which Marketing & External Relations provided preparation and promotion support. DPP offered recommendations to organizers about paid and earned media outreach leading up to and after the event, and contributed similarly to WuXi STA's groundbreaking in Middletown and Lamotte Company's grand opening in Newark. DPP also continued providing regular assistance to Governor John Carney and his team for occasions such as his visit to the nationally ranked University of Delaware chemical engineering program and his visits to Delaware businesses.
- DPP sponsored a talent-attraction session for more than 40 Delaware human resources professionals and DPP investors on June 2. Participants from more than 20 businesses and other entities tuned in for an in-depth look at changes in recruitment strategies during the online event **"The New World of Recruiting Talent."** Featured speakers were Dean F. Whittaker of Whittaker Associates and Katherine Saunders of Development Counsellors International.

Delaware's strong CRE market, booming life science sector focus of DPP co-sponsored event

Delaware Prosperity Partnership teamed with commercial real estate digital platform **Bisnow** to organize and publicize an informational and networking event for 200 attendees in February. “**North Delaware State of the Market: An In-Depth Look at the CRE Market, Life Science Sector and More**” took place at 1313 North Market in Wilmington and featured panel discussions along with remarks by Wilmington Mayor Michael Purzycki, Johnson Commercial Real Estate partner Scott Johnson and New Castle County Executive Matt Meyer. DPP Director of Innovation Noah Olson joined Bill Provine of The Innovation Space and Ariel Gruswitz of Facility Logix LLC on the life science panel. Moderated by Michael Fleming, president of the Delaware BioScience Association, the discussion focused on how Delaware’s science community is seeking ways to expand and how CRE is helping to build this booming industry statewide. DPP President and CEO Kurt Foreman joined Chris Buccini of The Buccini/Pollin Group and Jacob Stern of Cinnaire on the “State of the Market” panel. Moderated by Joy Barrist of Potter Anderson & Corroon, the discussion highlighted major Northern Delaware projects, recent CRE updates and the market’s outlook for the next few years.

200

Participants attended the DPP-sponsored CRE networking event “North Delaware State of the Market”







DPP continues to advance entrepreneur equity with second annual Startup302 funding competition for underrepresented founders

Twelve tech-enabled startups with at least one team member from a historically underrepresented demographic shared more than \$198,000 in nondilutive grant funds contributed by 12 corporate, academic, nonprofit and public sponsors in Delaware's second annual Startup302 competition. Organized by Delaware Prosperity Partnership and eight local business, industry and entrepreneurship partners, the 2022 contest attracted 125 applicants – an increase of 30% over 2021 – from the United States and seven other countries. The final round of DPP's marquee program for high-growth startup support took place virtually on May 25, with all finalists receiving a monetary award.

First-place winners were: Carbon Reform of Delaware (ChemTech); BestFit Inc. of New York (Open Innovation); Feather Health of Massachusetts (Early Stage); and Resonate Forward of Delaware (Life Sciences). Finalists with University of Delaware-affiliated founders also were considered for the Blue Hen Prize, and the winners were Carbon Reform (1st), Resonate Forward (2nd) and OmniPotential Energy Partners of Delaware (3rd). Activity on the third annual Startup302 event commenced with planning meetings in September, and the 2023 competition was officially launched when a virtual information session for prospective competitors was held in December.

DPP showcases Delaware businesses, economic developers and innovators

As part of its support and promotion of the statewide business community, Delaware Prosperity Partnership highlights Delaware companies and individuals through owned and paid media campaigns. In 2022, this included:

- marking Economic Development Week by featuring Milford’s Sara M. Bluhm, the Division of Small Business’ Regina Mitchell, Seaford’s Trisha Newcomer and Smyrna’s Jeremy Rothwell in articles published on [choosedelaware.com](https://www.choosedelaware.com) and shared via LinkedIn and Twitter.
- beginning a monthly “Profiles in Innovation” series with installments about Hervé Hoppenot of Incyte, Eric Smith of Launch Point Labs and Dr. Eric Kmiec of ChristianaCare/ CorriXR Therapeutics that were published on [choosedelaware.com](https://www.choosedelaware.com) and shared via LinkedIn and Twitter.
- featuring over 70 Delaware businesses and businesspeople in [ChooseDelaware.com](https://www.ChooseDelaware.com) and [LiveLoveDelaware.com](https://www.LiveLoveDelaware.com) website articles and in sponsored content articles with Bisnow (8 stories), Site Selection Magazine (3 Investment Profiles), Business Facilities (2 stories), Finovate (1 blog) and Delaware Business Times (6 Biz Insights).
- adding two healthcare systems and using digital advertising to attract applicants to the Highmark-funded Healthcare Careers Landing Page on [LiveLoveDelaware.com](https://www.LiveLoveDelaware.com), growing page

traffic almost 400% and generating nearly 1,200 click-throughs to Delaware healthcare job listings.

- sharing the successes and developments of Delaware business with more than 23,000 collective followers through a weekly average of 30 posts across two Twitter accounts, 10 posts on LinkedIn, 4 posts on Instagram and 4 posts on the 2022-launched Facebook page.



During 2022, several new employees joined the DPP Team and several existing DPP staff members earned new titles to reflect the evolution of their roles.

Joining DPP were:



Erica Crell
Innovation
Manager



Chris Kelly
Senior Economic
Researcher



Joseph L. Lewis III
Director,
Marketing &
External Relations



Bryan Mack
Business
Development
Manager



Clarissa Ortiz
Economic
Development
Associate

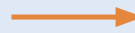


Dalia Rodriguez
Team & Operations
Coordinator

Receiving title changes were:

Susan Coulby

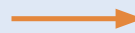
from Marketing
Communications Manager



to Senior Manager,
Communications

Becky Harrington

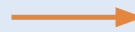
from Business
Development Director



to Vice President, Business
Development

Megan Kopistecki

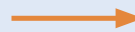
from Business
Development Manager



to Senior Manager, Business
Development

Charles Madden

from Director of Talent
Services



to Director, Existing Business
Engagement & Talent

2022 Honors & Achievements

■ **Outstanding Economic Development Partner of the Year**

China General Chamber of Commerce
DPP

■ **Silver Award, Special Purpose Website**

International Economic Development Council
LiveLoveDelaware.com
Healthcare Landing Page

■ **Bronze Award, Entrepreneurship**

International Economic Development Council
Startup302

■ **Website Fundraising and Communications Excellence Award**

Association of Fundraising Professionals – Brandywine
LiveLoveDelaware.com



■ **Electronic Fundraising and Communications Excellence Award**

Association of Fundraising Professionals – Brandywine
Social Media Advertising Campaigns

■ **Most Influential Delawareans**

The News Journal
Kurt Foreman

■ **IAMC Fellow**

Industrial Asset Management Council
Becky Harrington

■ **Basic Economic Development Course Certificate**

International Economic Development Council
Susan Coulby and Bryan Mack

■ **Delaware Achievers & Innovators Under 40**

Delaware Business Times
Noah Olson



DPP Team (as of January 1, 2023)

Kurt Foreman

President & CEO
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DPP Board of Directors (as of January 1, 2023)

Governor John Carney

Co-Chair
State of Delaware

Patrick Callahan

Founder
CompassRed

Nick Lambrow

President,
Delaware Region, M&T Bank

Rod Ward III

Co-Chair
President & CEO, CSC

Dr. Eric A. Cheek

Economic Development Empowerment Director,
HELP Initiative Inc.
Retired Professor,
Delaware Technical Community College

Gregg Moore

Vice President,
Becker Morgan Group

Desmond A. Baker

Secretary
Founder, Desmond A. Baker & Associates, LLC

Doneene Keemer Damon

Chief Diversity Director,
Richards, Layton & Finge

Senator Brian Pettyjohn

Delaware Senate,
District 19

Fayetta M. Blake

Executive Director,
Pathways to Success Inc.

Tony Edwards

Vice President,
University Facilities Services & Real Estate,
DuPont

Rob Rider

Treasurer
CEO, O.A. Newton

Beth G. Brand

Vice President and University Secretary,
University of Delaware

Travis Hastings

President,
Lakeside Farms

Senator Jack Walsh

Delaware Senate,
District 9

Representative William Bush

Delaware House of Representatives,
District 29

Robert Herrerra

Co-Founder,
The Mill

Representative Lyndon Yearick

Delaware House of Representatives,
District 34

DPP honors investors with reception featuring project businesses, Delaware Ambassadors

DPP Board co-chairs Governor John Carney and Rod Ward of CSC joined other DPP Board members and the DPP staff in November to thank the companies and organizations whose generosity supports the DPP mission of bringing economic prosperity to all Delawareans. Held at CSC Station in Wilmington, the 2022 Investor Celebration and Networking Event marked DPP’s five-year anniversary, recognized DPP’s investors and showcased the businesses that have worked with DPP to locate or expand in Delaware and the individuals who serve as Delaware Ambassadors for the state and its business community. The private sector has pledged more than \$3.187 million to support DPP from 2021 to 2023.



Advancing Prosperity 2.0 Investors (as of December 31, 2022)

\$50,000 and Up

- AstraZeneca
- Bank of America*
- Bayhealth*
- Capital One*
- Chemours*
- Chesapeake Utilities Corporation*
- ChristianaCare*
- Delmarva Power*
- DuPont*
- Highmark Blue Cross Blue Shield Delaware*
- Incyte Corporation*
- LabWare*
- M&T Bank*
- Nemours Children’s Health*
- US Wind
- WSFS Community Foundation*

\$25,000 to \$49,999

- Artesian Resources Corporation*
- Barclays
- CSC*
- Delaware Electric Cooperative*
- Richards, Layton & Finger*
- W.L. Gore & Associates*

\$10,000 to \$24, 999

- Adesis
- Bancroft Construction Company*
- Glenmede Trust Company*
- Lyons Companies*
- Marlette Funding
- Morris James
- Ocean Atlantic Companies
- Pettinaro
- PNC Bank*
- Potter Anderson & Corroon*
- Solenis
- University of Delaware*
- Verizon*

Up to \$5,000

- Artisans Bank
- Barnes & Thornburg
- Becker Morgan Group
- Breakwater Accounting + Advisory Corp
- ByrdGomes*
- Citizens Bank
- CompassRed
- Delaware Association of REALTORS
- Delaware State University
- Delaware Technical Community College
- Desmond A. Baker & Associates
- DuPont Country Club
- Harvey Hanna & Associates
- The Mill
- O.A. Newton
- The Precisionists, Inc.*
- The Whiting-Turner Contracting Company
- VIEWS Digital Marketing
- Wilmington University
- Wohlsen Construction
- 1440 Film Co.

Thanks & Farewell

DPP wishes to thank Dr. Tony Allen, president of Delaware State University, and Jeanmarie Desmond, retired CFO of DuPont, for their contributions and committed service as DPP Board members. Both stepped down in 2022, and their efforts and support made a true difference in DPP’s work to enhance Delaware’s economic success.

* Also a 2017-2020 Founding Investor

Celebrating 5 Years

Partnership, Prosperity & Progress



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