

# destination

*The National Supplement*

## *Delaware*

### **Live**

What are Delaware's most popular attractions and historical sites?

### **Learn**

How are its storied colleges and universities reshaping Delaware's future?

### **Work**

How have Delaware businesses cultivated a culture of scientific innovation?

### **Invest**

How will public and private investment impact Delaware's business environment?

IT'S NOT WHERE YOU

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IT'S  
WHERE  
YOU ARE

A



**Delaware State  
University**

By Tony Allen, Ph.D.  
President, Delaware State University

**DESU.EDU**

# YOU ARE

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**ONE** of my favorite musicians is William Michael Griffin Jr., known by late eighties hip-hop enthusiasts as “Rakim.” In his 1987 song, “I Know You Got Soul,” rests my favorite lyric:

*Even other states come right and exact  
It's not where you are from; it's where you are at.*

The ending preposition notwithstanding, the lyric captures an enduring truth about all the young people who have ever attended a Historically Black College or University.

Like our 100 brother and sister institutions across the nation, Delaware State University's primary objective is to bring quality, accessible education for ALL into the marketplace. Our institutions attract students so well prepared before setting foot on our campus that they could succeed anywhere, while also remaining a gateway for those who were either underserved by the public education system and/or are challenged by a limited opportunity structure in their communities.

It's that dynamic combination which makes our work critical to building a more diverse contemporary world, and it demands a holistic approach from all of our University communities. What's most important about these facts is that we have proven the model.

**EVEN THOUGH HBCUS ACCOUNT FOR JUST 3% OF ALL COLLEGES AND UNIVERSITIES IN THE COUNTRY, WE PROVIDE THE UNDERGRADUATE EDUCATION OF OVER 50% OF AMERICA'S AFRICAN AMERICAN PROFESSIONALS TODAY. THAT INCLUDES DOCTORS, ATTORNEYS, TEACHERS, NURSES, CHEMISTS, SOCIAL WORKERS, ENGINEERS, ACCOUNTANTS AND MUCH MORE.**

In 1891, when Delaware State University opened its doors with just seven students (today we enroll over 5,000), we educated the students who could not find opportunities elsewhere because of the color of their skin. Today the mission is broader, but at its core we remain focused on access and opportunity for ALL, regardless of what they look like, where they come from, how much money their family makes, or who they choose to love.

In economic terms, the results speak for themselves. In 2006, the Federal government estimated that the direct economic impact of HBCUs was \$6.6 billion across the nation. Despite the challenges we've faced, that impact has continued to grow; now it's \$18 billion. At Delaware State University, the impact on our State exceeds \$260 million each year.

As an HBCU President, I am often asked, “Are HBCUs still relevant in the 21st Century? Would students of color be better off dispersed among all the other colleges and universities across the nation?” My answer is invariable, simple, and unwavering:

If HBCUs did not exist today, we would have to invent them.

Nobody else does what we do — find young people who are as bright, energetic, and driven as any in the world, and pay special attention to those who don't realize their own power and promise.

Provide them an exceptional education and never let them forget where they come from or the ones who made the sacrifices to give them this opportunity.

*It's not where you are from; it's where you are at.* ●





# Live

**DELAWARE'S HISTORY AS A HOME TO INNOVATIVE HEALTH- AND SCIENCE-CENTRIC BUSINESSES IS REFLECTED IN ITS AMBITIOUS AND INNOVATIVE COLLEGES, UNIVERSITIES, AND HEALTHCARE SYSTEMS.**

## Higher education

Over 60,000 students are pursuing higher education in Delaware—with nearly half of them at the University of Delaware. The school's accomplished history—it's the nation's eighth-oldest university—will meet its future with the creation of the STAR (Science, Technology and Advanced Research) Campus.

“At the STAR Campus, we are combining world-class academics and research with industry and community partnerships in health, energy and environment, fintech, and more,” says University of Delaware president Dennis As-

sanis. “We are providing hands-on learning experiences in interdisciplinary labs, in community health clinics, in internships, and through research projects. It's a place of cutting-edge discovery and innovation. It's a place of intellectual intersection and collaboration. It's a place that is fast becoming the economic engine and beating heart of the state of Delaware.”

Delaware State University is one of the nation's premier Historically Black Colleges and Universities. “We take students from all different backgrounds and abilities, but we remain intensely focused on those who are

either underserved or locked out of the traditional system,” says Tony Allen, Delaware State's president. “We make sure that they get the kind of education that can help them make an impact on the world.”

Wilmington University prides itself on pairing an excellent education with real-world skills. “We were the first regional institution to offer predominantly career-focused academic programs such as business and education,” says LaVerne T. Harmon, president of Wilmington University. “Now, 50 years later, we're considered pioneers in delivering real-world education designed to equip students with marketable skills.”

## Healthcare

ChristianaCare focuses on two core values—love and excellence—as well as corresponding behaviors meant to create a patient-first environment. “I see a system in which access to care is radically convenient, so that people have the opportunity to meet their healthcare needs where they want them met—in their homes, in their commu-

**975k**

Population of Delaware

**#1**

State in the nation



nities, and in the hospital when it's necessary, but only where it's necessary," says president and CEO Janice E. Nevin.

Alfred I. du Pont created the Nemours Foundation in 1936. "Not only are we committed to taking the best care of kids with today's medicine, but we're creating the future here—and generating new knowledge and technologies that

will influence and improve the care of kids in the coming decades," says R. Lawrence Moss, Nemours' president and CEO.

At Beebe Healthcare, innovation has meant meeting patients where they are, one goal of its \$200 million expansion in Sussex County. "We have satellite campuses that allow folks to not necessarily come to our main hospital campus," says

interim CEO Rick Schaffner. "We have one of the few Medicare-approved cardiac rehab programs. Our physical rehabilitation group works with people on back pain. And we've done a fair amount of work looking at diabetes and cancer screenings, as well as partnering with independent, local physicians for health and wellness activities." ■





# Play

**DELAWARE'S BEST ATTRACTIONS MARRY THE CHARM OF SMALL-TOWN LIVING WITH ITS PRIZED NATURAL FEATURES, INCLUDING ITS BELOVED ATLANTIC COAST BEACHES.**

## Winterthur

The one-time home of Henry Francis du Pont—horticulturalist, antiquarian, and member of Delaware's renowned du Pont family—Winterthur is now the premier museum of American decorative arts. "As our founder said, Winterthur tells the greatest story there is: the story of the American people," says Mark Nardone, Winterthur's communications manager. "Visitors can easily imagine how Americans of different kinds lived at various periods in the history of our country. And they can enjoy Mr. du Pont's fabulous gardens and an expansive, beautiful landscape that has barely changed in 200 years."

## Delaware Botanic Gardens

The Delaware Botanic Gardens celebrate the unique ecosystem of the Atlantic Coastal Plain. Among

its prized projects is its centerpiece Meadow, a two-acre field transformed into a living tableau of over 70,000 native plants and grasses, created under the direction of Piet Oudolf, the famed Dutch garden designer behind Manhattan's High Line. "Public gardens are our bridges to nature and our environment," says Raymond Sander, DBG president.

## The Counties

Delaware is divided into three counties: northernmost New Castle, which includes Wilmington, its largest city; Kent County; and Sussex County to the south.

"Wilmington and the Brandywine Valley offer so much for residents and for visitors—culture, gardens, and history from 1638, when the first Swedish settlers, sailing on the Kalmar Nyckel, landed at The Rocks," says Sarah Wil-

loughby of the Greater Wilmington Convention & Visitors Bureau. "We have something for everyone, including fantastic, one-of-a-kind events like Clifford Brown Jazz Festival, the Ladybug Festival, and Separation Day, celebrating independence from Pennsylvania and the British Crown."

Kent County pairs proximity to economic centers with the pleasures of country living. "The majority of our county is rural, and it's absolutely stunning," says Linda Parkowski, executive director of the Kent Economic Partnership. "It's a great place to raise your children, with good school systems. If you don't want the hustle and bustle of a metropolitan area, then Kent County is a great place to live."

Sussex County includes both treasured small towns—known as "The 25 Jewels of Sussex County"—and some of Delaware's most popular beaches. "We're a land of small towns—almost like *Mayberry* meets the beach," said Scott Thomas, executive director of Visit Southern Delaware. "It's truly diverse—there's both a small-town vibe that our visitors love, as well as chic resorts on the coast." ■

# BIG IDEAS ARE CLOSER THAN YOU THINK

A nexus of opportunity in the heart of the Mid-Atlantic

Delivering World-Class Education

Leading Groundbreaking Research

Cultivating Innovators and Entrepreneurs

Forging Global Connections

Inspiring Limitless Possibilities

**UNIVERSITY OF  
DELAWARE**

[www.udel.edu](http://www.udel.edu)

# Work

**A SUPERLATIVE LOCATION AND WORLD-CLASS WORKFORCE ARE JUST TWO OF THE ELEMENTS MAKING DELAWARE A GREAT PLACE TO DO BUSINESS.**

Delaware businesses are renowned for their culture of innovation, especially for companies at the fore of the biomedical and biotechnology sectors—like Incyte, which has spearheaded radical advances in the treatment of serious disease, particularly within the realms of hematology and oncology, and inflammation and autoimmunity. “Incyte has been built on the simple belief that science can solve many of the world’s hardest problems,” says Hervé Hoppenot, president and CEO of Incyte.

Agricultural sciences company FMC is investing \$50 million in capital improvement projects, including a state-of-the-art reconfiguration of a greenhouse and research facility at the company’s headquarters. “Pests become resistant to products on the market—so there is always a need for new products,” says Kathy Shelton, FMC’s chief technology officer and vice president. “Innovation has to be present—and we have to bring

new products to the market—or we would not survive as a company.”

Similar innovation powers Adesis. “We boil our research down to the fundamental synthetic organic chemistry, and we’re able to partner throughout different industries—industries as varied as pharma, electronics, eyecare, and catalysis,” says Andrew Cottone, president of Adesis. “We don’t look at the end industry—we look at the composition of matter and how we can solve that chemistry problem.”

CSC works with the world’s biggest brands on compliancy concerns. “Our tagline is that we’re the business behind business,” says Rod Ward, president and CEO of CSC. “In the last 20 years, our business has gone from a very transactional, manual process to a much more technological, data, workflow business. We’ve always been focused on a culture of service, and that is what has made us successful in the market.”

The member-owned Delaware Electric Cooperative has strived to

bring affordable and sustainable power to traditionally rural parts of the state since its founding in 1936. “We’re going to continue to have a big focus on renewable power and clean power, but also on new technologies that supply resiliency and reliability to our membership,” says president and CEO Bill Andrew. “Everything is moving toward electrification, and new technologies give us all kinds of flexibility to meet these changing needs.”

Delaware’s culture of innovation is at work outside these fields as well. “We recognize that value means you have to be more than just a lawyer,” says Doneene Damon, president of Richards, Layton & Finger. “It means you have to look beyond the law to be a better lawyer—and develop talent that’s willing to double down and understand the various industries that our clients are in; understand the state and where the opportunities are for growth; and then grow the firm in partnership with those opportunities.” ■





# IT'S TIME TO DISCOVER THE NEXT GREAT CITY

Wilmington is the city that is right-sized for life. A liveable place where artists experiment, businesses create, and communities thrive.



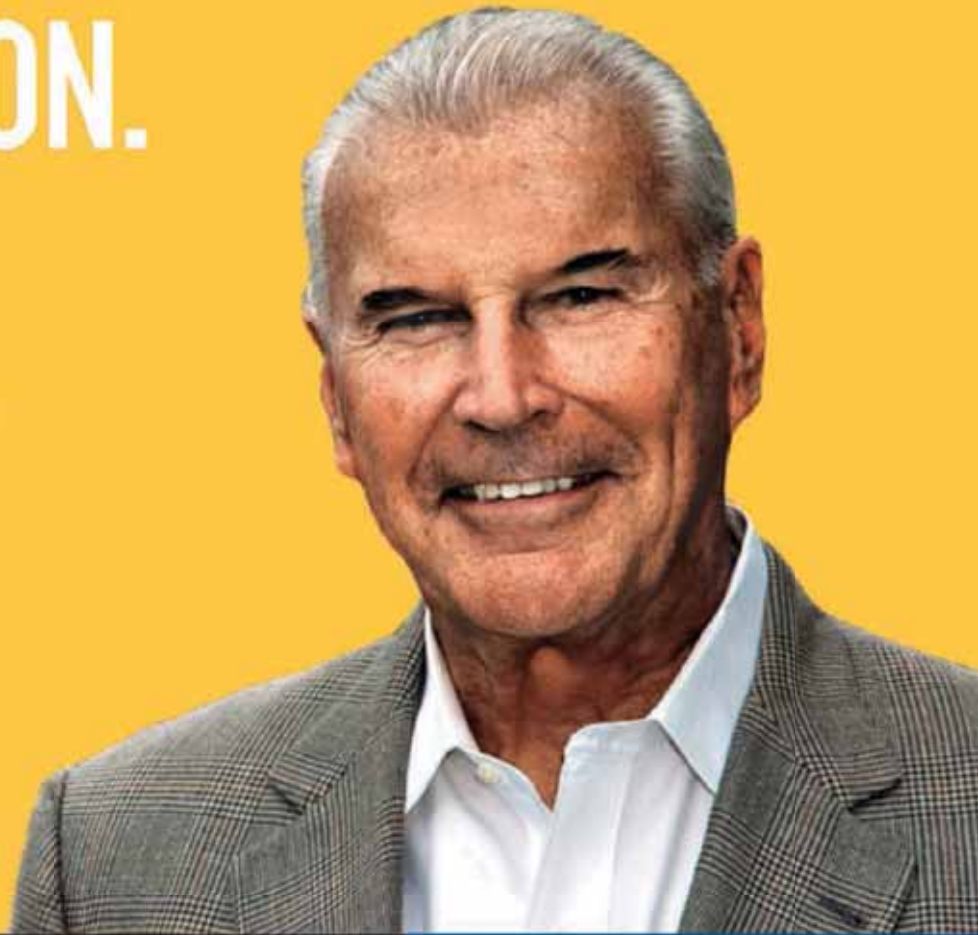
It's time for you to experience it all yourself.

# WILMINGTON. IT'S TIME.



"Wilmington is on the move and is ready for you to come experience all we have to offer. It's time you discovered Wilmington."

— Mayor Mike Purzycki





# Invest

**A WEALTH OF NEW INVESTMENTS—BOTH PUBLIC AND PRIVATE—WILL TRANSFORM DELAWARE'S ECONOMIC FUTURE.**

Delaware prizes its reputation as a superlative place to do business, offering a location within easy reach of the country's economic and political capitals, ease of incorporation, a diverse talent pool, and a name synonymous with a long history of scientific excellence and innovation.

The future is as bright as that distinguished history. The state will execute the largest infrastructure program in its history over the next five years, with \$4.5 billion allocated for the modernization of roads and bridges. Public transit initiatives include the ongoing construction of new train station facilities in Claymont and Newark, and a new transit center in Wilmington.

"We're making big investments in our infrastructure and public transit that will prepare our state to compete for jobs of the future," says Governor John Carney. "Like many states, Delaware's economy is being driven more every day by innovators, entrepreneurs, and mom-and-pop small businesses. About 55 percent of Delaware's workers work at a small business. That's why we created a new Division of Small

Business, which last year helped more than 300 companies navigate permitting processes, identify access to capital, and solve other issues common to startups. We also launched our EDGE grant program, which helps small businesses cover qualified expenses that will lead to expansion and new jobs. And we continue to partner with the University of Delaware to drive innovation at the Delaware Innovation Space and the STAR campus in Newark, where we're investing in everything from biopharmaceutical manufacturing to fintech."

Elizabeth Keller, director of the Delaware Tourism Office, echoes the importance of Delaware's small business owners. "There's this beautiful entrepreneurial spirit in Delaware, and as our governor and our administration support small businesses and entrepreneurs, that will continue to grow and more offerings will become available," she says.

That spirit is reflected in the success of enterprises like the Iron Hill Brewery & Restaurant. "We started Iron Hill in 1996 in Delaware, and we're thrilled to continue to grow within this great state," says Iron Hill

brewer and co-founder Kevin Finn. "With three locations in Delaware, we look forward to continuing to serve our communities, whether up north or at the beach, with the same great quality beer and food we've been serving since the beginning."

Elsewhere, look for a \$600 million investment at the Port of Wilmington from private partner Gulftainer, with plans to build a new container facility along the Delaware River at Edgemoor. "What does that mean for the state?" asks Eric Casey, chief executive officer at GT USA Port of Wilmington. "It's a brand-new economic development engine. It's going to have new jobs associated with it, it's going to have increased revenue associated with it, and it's going to have new expansions into the community, in terms of other jobs that will support mechanisms for the port that are going to blossom around the Edgemoor site."

Wilmington's Mayor Mike Purzycki points to the city's latest endeavors—like its neighborhood stabilization and preservation programs, its Beautiful City clean street teams, the Christina Riverfront entertainment district, the

Every journey starts somewhere. Ours began more than 100 years ago when we pledged to serve our neighbors as respectful, expert, caring partners in their health. Along the way, we've grown into a health system impacting the health of patients beyond the East Coast.

Today, we're ranked among the world's best hospitals.\*

And, we're taking a step forward. We're advancing personalized care for our community to deliver the right care, at the right time, at the right place — to deliver health, not just health care.

What do we do it all for?

# FOR THE LOVE OF HEALTH™

Wherever your journey takes you, all of us at ChristianaCare wish you good health.

\*Newsweek, 2019



**Learn about our journey  
at [ChristianaCare.org](http://ChristianaCare.org)**



**ChristianaCare™**

INNOVATIVE  
SOLUTIONS AROUND  
THE WORLD ARE  
BEING DISCOVERED IN  
DELAWARE.

At the FMC Stine Research Center, scientists are leading the advancement of sustainable and productive farming solutions.



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WHEN IT MATTERED MOST, STU KNEW THE BEST CARE WAS CLOSE TO HOME.

*The Next Generation of*  
**CONFIDENCE**

[beebehealthcare.org/stu](https://beebehealthcare.org/stu)  
302-645-3300

Stu has always been committed to staying active. But when he started experiencing cardiac symptoms in the fall of 2018, he knew that he needed to enlist a team that he could be confident in. With the support of Beebe's expert cardiothoracic team, Stu's heart is beating strongly again.





*“We’re making big investments in our infrastructure and public transit that will prepare our state to compete for jobs of the future.”*  
—Governor John Carney

Philadelphia 76ers Fieldhouse, and three hotel openings—as evidence of a surging city. Once a hive of industrial activity—with shipyards on the river’s shore during the 19th century and military vessel construction there during World War II—the Christina Riverfront has evolved over the past two decades into an attractive destination for visitors and residents alike. That evolution is perhaps best indicated by the increase in the average income of a

Riverfront employee, from \$31,800 in 1997 to \$82,000 in 2017.

“Hundreds of new rental and housing units have been constructed in recent years, a sign that the market believes in Wilmington’s future,” Purzycki says. “While some of our more traditional employers have reduced their footprint, smaller firms at the intersection of finance and technology see Wilmington as a place to build their businesses.” ■

## The Trailblazers

**John Carney**  
Governor

**Why are people coming to Delaware?**  
“Delaware offers a central location along the I-95 corridor, low taxes, and a quality of life that is second to none. From Wilmington, you can get to New York or Washington D.C. for a meeting—or to one of our award-winning beaches—in less than two hours. We also have a world-class workforce and take pride in the responsiveness of the political and business leadership in our state.”

**Mike Purzycki**  
Mayor

**How do you envision Wilmington’s future?**  
“Above all else, as a just city, where all members of our community are cared for and treated with equal respect—while at the same time empowered to pursue their individual dreams and aspirations. A just city means that people with problems believe someone is listening and that somebody cares. A just city aspires to spread the wealth across race and class and opens doors to employment and opportunity.”

**Dennis Assanis**  
President of the  
University of Delaware

**How is the University of Delaware working to shape the future?**

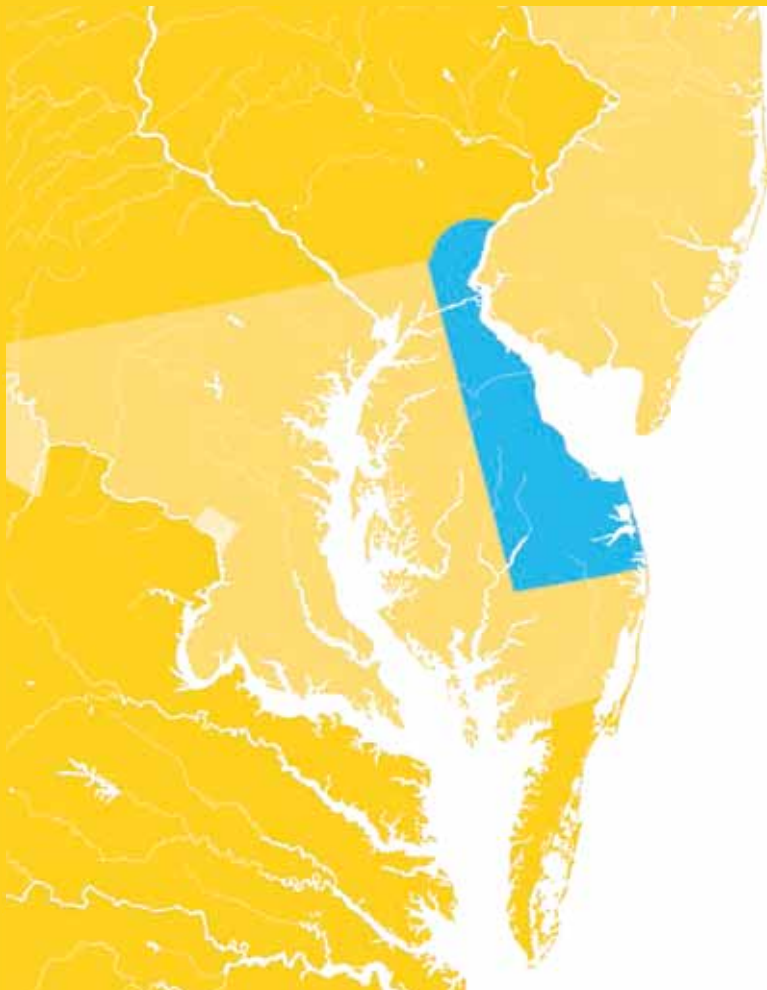
“UD has an audacious mission to change the world for the better. We are achieving that every day by providing a world-class education for our students, making lifesaving discoveries in our laboratories, cultivating an ecosystem of innovation and entrepreneurship, forging global connections and so much more. We truly see infinite possibilities ahead.”

**Janice Nevin**  
President and CEO  
of ChristianaCare  
Health System

**How do you the future of Delaware’s business culture?**

“Delaware is increasingly known for its innovation, and we, in the healthcare space, are fully engaged across every dimension of innovation. I truly envision a system of care that uses data and technology to create a truly personalized experience, in which technology enables the human touch.”





# **Delaware: We're much bigger because of our size.**

1,982 square miles of  
career growth to be exact.

Whether your career is in fintech, biotech, or agritech, you'll find some of the most innovative companies in the country within our borders. With the lowest unemployment rates in nine years, there's more job openings at those companies than ever.

And being in the heart of the mid-Atlantic means quick access to or from the biggest cities on the East Coast so you can have that all important face-to-face meeting and still be home for dinner.

More opportunities. More accessibility.  
That's what you can expect from a state our size.

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