

# Working Together for Delaware

Delaware Prosperity Partnership &  
Delaware Division of Small Business



# Getting DPP Underway

- Delaware Growth Agenda
- HB 226 - August 17, 2017
- Non-profit 501(c)(3) - Public-Private Partnership
- Co-Chairs: Gov. Carney and CSC CEO Rod Ward
- 39 Private Investors to date
- Key “platforms” and staff coming together in 2018

# What DPP Does

## Four “Legs of the Stool”

- Attraction, Expansion, Innovation and Talent
  - Strategic Focus for Attraction
  - Coordinated “BRE” – engaging existing employers
  - Convening innovation sectors/components
  - Enhance state’s talent capabilities for and with employers

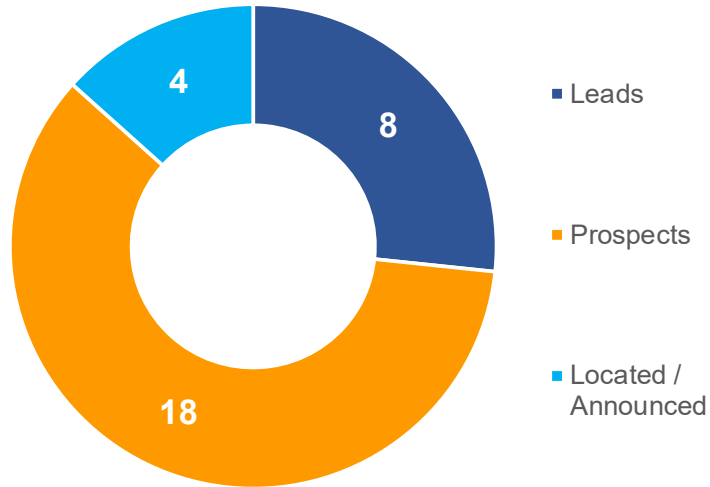
# DPP's Approach

- Partnership: State, Counties, Municipalities, Utilities
- Promote entire state, industries, communities
- Transparency & communication
- Partner protocols
- Division of Small Business interface

# Pipeline Snapshot

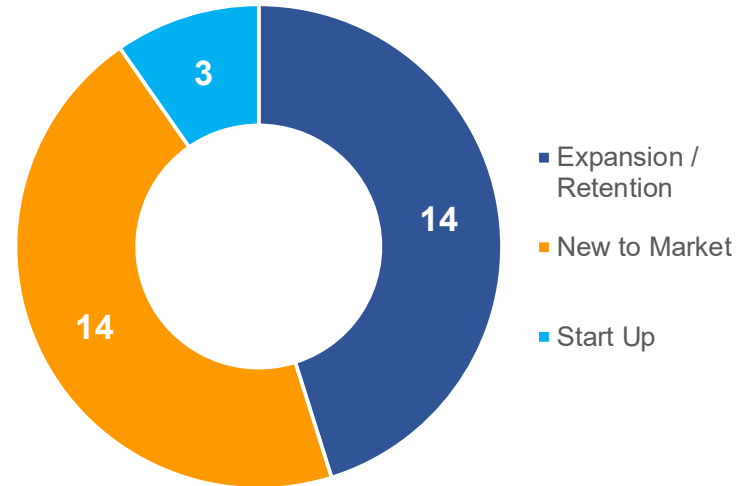
(End of September 2018)

## PIPELINE STATUS



Source: Delaware Prosperity Partnership

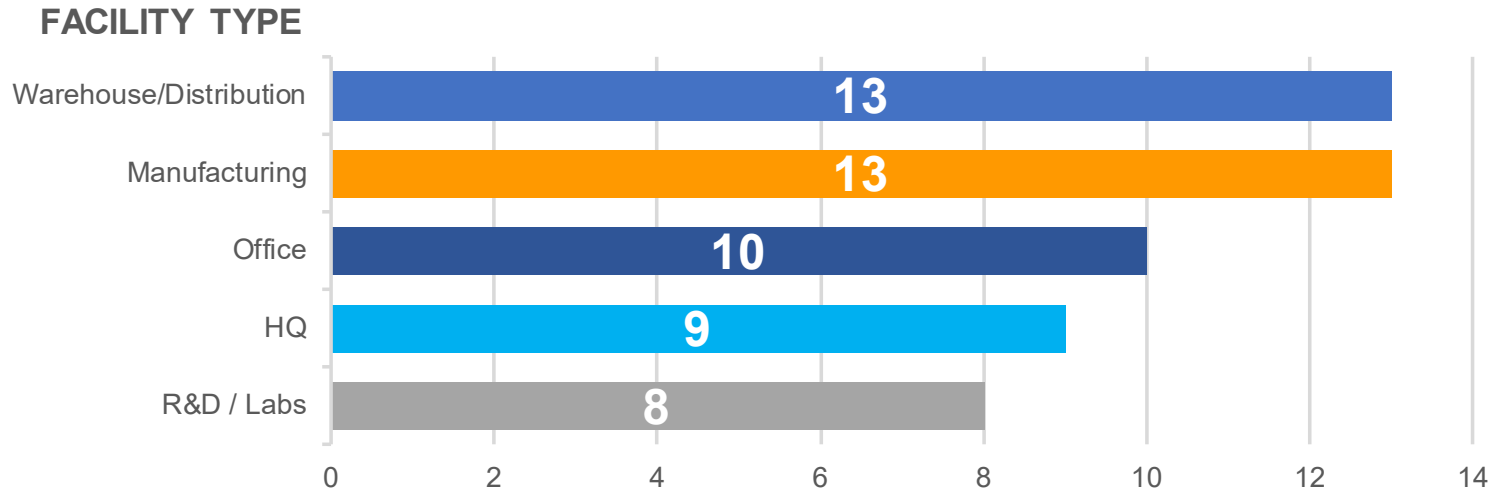
## MARKET PRESENCE



Source: Delaware Prosperity Partnership

# Pipeline Snapshot

(End of September 2018)



Note: Operation type can be more than one

Source: Delaware Prosperity Partnership

# Division Mission

The Division of Small Business is a service-focused agency committed to helping small businesses start and grow in Delaware.

# Achieving the Mission

- Support and encourage businesses
- Assist underserved populations
- Collaborate with state/local government
- Responsible steward of taxpayer money
- Champion Delaware tourism industry



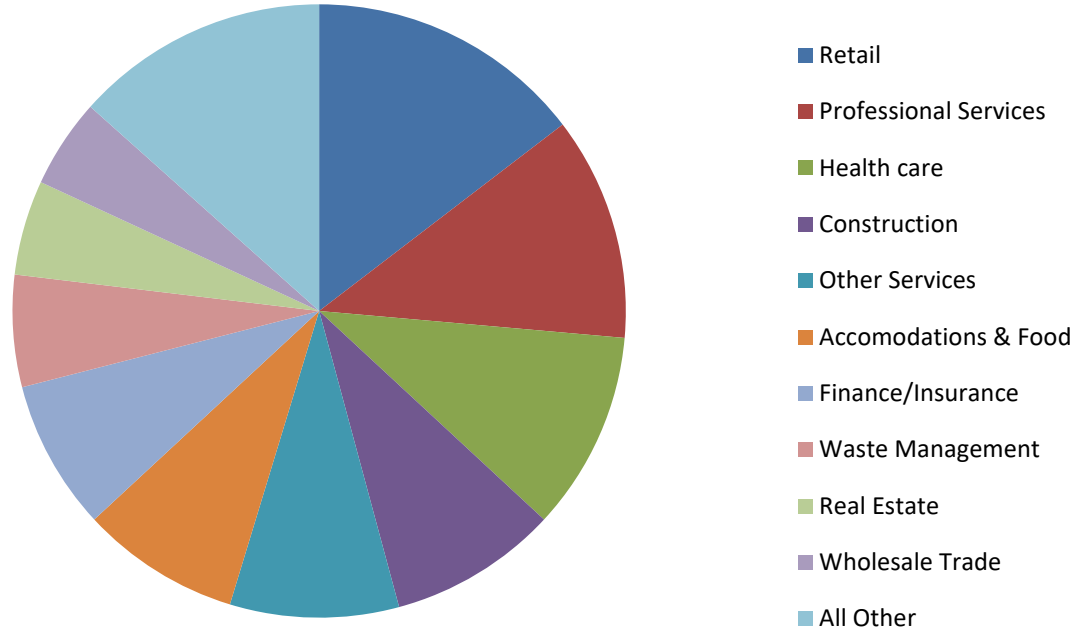


# Small Business Landscape



- 98% of Delaware businesses have fewer than 100 employees
- These companies account for 55% of jobs in Delaware
- They create an average of 2,600 new jobs a year

# Small Business Landscape



# Business Managers as Account Managers

- One-on-one customized service portfolio
- Agile staff providing services to fit business needs, assisting with:
  - Navigating government processes
  - Connecting with resource organizations
  - Accessing capital
  - Targeting support to MWVBE (e.g. Councils)
- Regionally-focused with staff for each county (and Wilmington)



# Additional Elements and Efforts



- Business Finance
  - Gatekeepers and administrators of grant & loan programs, especially Strategic Fund
- Tourism
  - Continue to build on success of Endless Discoveries vision
- Promote Delaware as a great place for small business
- Be a voice for small business community

# Working Together

- Delaware Strategic Fund
  - Still under Division of Small Business
  - Projects are partnership between DPP & DSB
- Example: Solenis
- No wrong door