

Economic Development Working Group

Monday, March 6, 2017

MEMBERS PRESENT:

Dr. Mark Brainard, Co-Chair

Mr. Rod Ward, Co-Chair

Honorable Bernice Whaley, DEDO Director

Ms. Doneene Damon

Mr. Mark Kleinschmidt

Mr. Nick Lambrow

Mr. Jim Maravelias

Mr. Terry Murphy

Ms. Mona Parikh

Honorable Brian Pettyjohn

Mr. Albert Shields

Honorable Bryon Short

Ms. Richelle Vible

Honorable Jack Walsh

Honorable Lyndon Yearick

ALSO PRESENT:

Mr. Kevin DiSabatino, DiSabatino Construction

Mr. Michael Chesney, Delaware Economic Development Office

Mr. Randall Chase, Associated Press

Mr. Art Jenkins

Mr. Vincent Asciona

Mr. Anthony Floyd, Delaware NAACP

Ms. Justina Sapina, Delaware Tech

Mr. Clay Hammond, Delaware Black Chamber of Commerce

Ms. Lisa Goodman, Hamilton Goodman Partners

Mr. Larry Lewis, Delaware Department of Justice

Mr. Joe Williams

Mr. Evan Park, University of Delaware

Mr. Paul Morrill, Committee of 100

Mr. Spiros Mantzavinos, TMG Public Affairs, LLC

The Honorable Bryan Shupe, Town of Milford

Mr. Dave Hugg, Town of Smyrna

Mr. Garth Spencer, University of Delaware

Mr. Bob Perkins, Delaware Business Roundtable

Mr. Bob Byrd, The Byrd Group

Mr. Verity Watson

LOCATION: Delaware Technical Community College, Terry Campus, Corporate Training center, Room 400 B, 100 Campus Drive, Dover, DE 19904

TIME: 12:00 p.m.

CALL TO ORDER:

The meeting was called to order at 12:09 p.m. by Rod Ward on Monday, March 6, 2017.

MINUTES:

The minutes of the February 26, 2017 meeting were approved.

Motion: Doneene Damon

Seconded: Richelle Vible

The working group voted unanimously for approval

TIP Strategies assisted in facilitation of the Working Group meeting, which included presentations on public-private partnership models for economic development from Mike Downing, head of Missouri Economic Development, and Bob Coy, former head of CincyTech, a public-private partnership organization in Ohio. Following review and discussion of the presentations, the Working Group focused on a number of points of consensus for the development of a specific public-private partnership for Delaware:

3/6/17 Working Group Points of Consensus

- Group Discussion -- Structure (Commission, Independent P3, Other)

The consensus of the Working Group was that Delaware needs a new approach to economic development and that a public-private partnership (P3) is the optimum model for economic development to recommend to the Governor for consideration.

- Group Discussion --Membership (Public, Private, Education, Non-Profit, Others)

The Group collectively discussed that the P3 will require collaboration and engagement from several groups including the state, the private sector, higher education, and the non-profit sector.

- Group Discussion --Governance (Leadership Structure and Authority)

The Group's preference is for a non-profit 501 (c) structure for the P3, which is the appropriate framework of the organization that allows for the ability to advocate to the state. Additionally, the leadership structure of the organization should be made up of gubernatorial appointments, legislative appointments, and should include representation from the private sector. The group underscored the priority for transparency in all actions and oversight of the new organization.

- Group Discussion --Funding (Public, Private, Dedicated Funding)

The group observed that the new organization's ability will be limited by its resources. It must be supported in funding by all participating partners including state and private sector funding. A dedicated funding stream from state resources should be considered.

- Group Discussion --Focus Areas (BRE, Recruitment, Workforce, Entrepreneurship, International Trade, Others)

The new organization may take on some of the current economic development related functions of State government, including business recruitment, international business development, and business marketing programs. Other areas such as coordinated workforce development activities and entrepreneurship programs will be considered as well.

With the foregoing input from the Working Group, TIP Strategies will prepare a draft report for discussion at the upcoming March 31 meeting.

PUBLIC COMMENT

- 1) Dave Hugg - Town of Smyrna made comments urging the working group to consider the responsibilities of local government in economic development. The relationship on projects should be transparent and inclusive.
- 2) Clay Hammond – Delaware Black Chamber of Commerce. Mr. Hammond encouraged the working group to focus on minority entrepreneurship. He noted that Delaware is a state of small towns, many of which have significant minority populations. These individuals could be an economic opportunity for Delaware and help reduce recidivism.

- 3) Anthony Floyd – Delaware NAACP. Economic development goes hand in hand with reducing and preventing crime. The vo-tech schools are a great resource that provide Delawareans with tremendous skills that can be used to start careers, and eventually, start businesses.

NEXT MEETING

Friday, March 31, 2017 at Fraunhofer Center for Molecular Biotechnology, 9 Innovation Way, Suite 200, Newark, DE 19711 from 9:00 a.m. to 12:00 p.m.

ADJOURNMENT

The meeting was adjourned at 4:45 pm.