



# TIIF Council Meeting

7/26/2023

# Agenda

- ▶ Welcome, Introductions and Council Updates
- ▶ Approval of the May 18, 2023, Meeting Minutes
- ▶ Summary of TIIF Program Improvements
- ▶ Status of Previous Approvals
- ▶ Review of Received TIIF Grant Applications
- ▶ Executive Session (AS NECESSARY)
- ▶ Vote on Received TIIF Grant Applications
- ▶ Future Meetings
- ▶ Public Comment
- ▶ Adjournment



## *Excellence in Transportation.*

### **Every Trip.**

We strive to make every trip taken in Delaware safe, reliable and convenient for people and commerce.

### **Every Mode.**

We provide safe choices for travelers in Delaware to access roads, rails, buses, airways, waterways, bike trails and walking paths.

### **Every Dollar.**

We seek the best value for every dollar spent for the benefit of all.

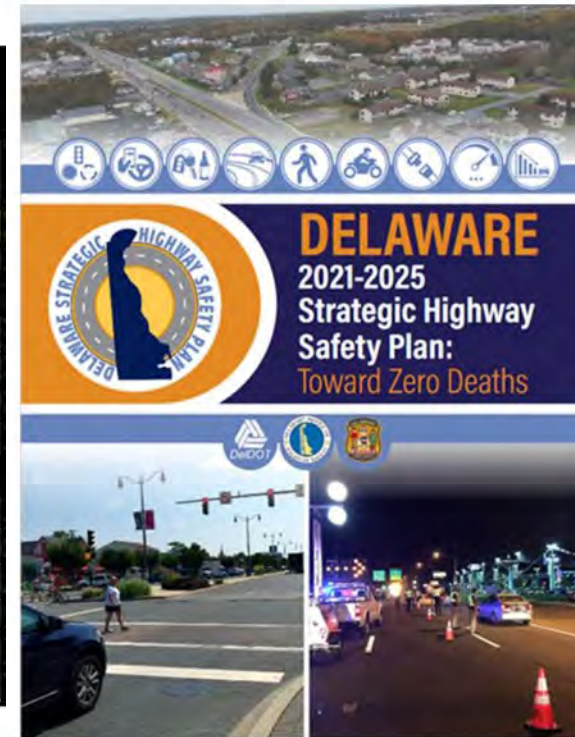
### **Everyone.**

We engage our customers and employees with respect and courtesy as we deliver our services.



# SAFETY

2023 Delaware Traffic Fatalities as of 7/24/2023							
	2023	2022		2021			
		Year-to-Date	Totals	Year-to-Date	Totals		
<b>Fatalities</b>	<b>80</b>	84	↓ -5%	165	65	↑ 23%	139
Delaware Residents	61	62	↓ -2%	120	52	↑ 17%	119
Person Types							
Vehicle Occupant	60	55	↑ 9%	103	43	↑ 40%	84
Pedestrian	11	16	↓ -31%	38	9	↑ 22%	29
Bicyclist	2	2	0%	7	1	↑ 100%	2
Motorcyclist	7	11	↓ -36%	22	12	↓ -42%	24
Crash Types							
Curve Related	16	10	↑ 60%	19	10	↑ 60%	23
Roadway Departure	43	30	↑ 43%	55	31	↑ 39%	58
Intersection Related	19	29	↓ -34%	50	23	↓ -17%	54
Median Crossover	6	4	↑ 50%	8	5	↑ 20%	7
Wrong Way	1	2	↓ -50%	7	0	↑ N/A	0
Work Zone	6	0	↑ N/A	4	2	↑ 200%	8

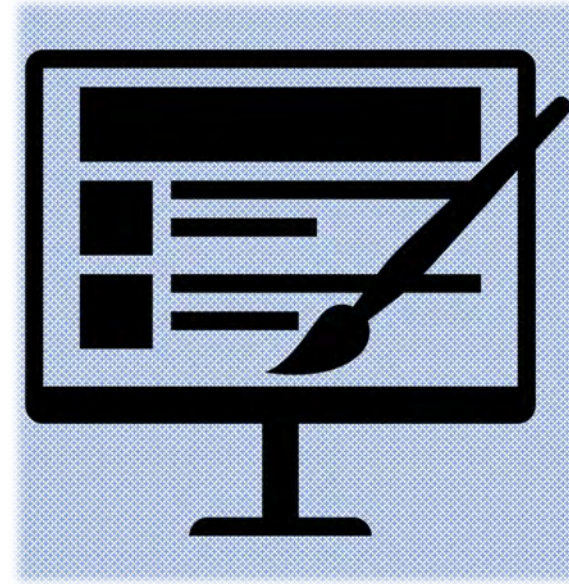


# Summary of TIIF Program Improvements

Focus on increasing quality and quantity of applications



TIIF Employment  
Standards Guidelines



TIIF Website  
under development



# TIF Employment Standard Guidelines



## TIF Employment Standard Guidelines

In an effort to align Delaware's economic development grants, the TIF Council (Council) is seeking to adopt guidelines that define the employment standard based on Delaware Code and Administrative Code.

### Definitions

For purposes of TIF, the "significant number of direct, permanent, quality, full-time jobs" definition shall utilize the following guidelines supported by the Division of Small Business.

### Significant Number

- A TIF funding-to-jobs ratio that indicates a beneficial investment of public funds
- The jobs creation number stated in the application should be achievable within 3 years of the development project's completion

### Direct

- Jobs are not provided through a staffing agency or 1099 contractor

### Permanent

- Not seasonal
- Not term (as in an X-year contract)
- Part-time employees may not be aggregated to equal full-time employees

### Quality

- Employee annual compensation must exceed \$35,000 annually (salary or hourly)
- Employer-offered health benefits

### Full Time

- Employee compensation is based on a work week of at least thirty-five (35) hours

### Generally Excluded Development Types

While the Council acknowledges that all new and expanding businesses in the state in some measure add to the economic prosperity of the state, the following development types are generally considered to be excluded from consideration for TIF based on the adopted job definitions:

- Projects which do not attract or retain employment opportunities.

TIF Guidelines for Employment Standards (cont'd)



- Restaurants, for-profit retail, convenience stores, gas stations, hospitality, residential, mixed-use projects that incorporate one or more of these categories

### Lower Priority Development Types

For purposes of considering applications, the following development types are lower priority based on jobs creation and jobs certainty:

- Private speculative real estate ventures
- Projects where there are no identified tenants at the time of application
- Projects which do not create a significant number of direct, permanent, quality, full-time jobs

Notwithstanding the foregoing, the Council reserves the right to consider funding, including partial funding, requests based upon jobs creation and public benefit factors.

### References

#### Delaware Code:

<https://delcode.delaware.gov/title29/c084/index.html#8422>

#### Administrative Code:

<https://regulations.delaware.gov/AdminCode/title2/2000/2300/2312.shtml#TopOfPage>

Adopted by the TIF Council on XXX/2023:

Drafted on 6/22/2023  
Adopted on 7/27/2023

Drafted on 6/22/2023  
Adopted on XXX/2023

# TIIF Employment Standard Guidelines

- ▶ Discussion
- ▶ Vote

**TIIF** TRANSPORTATION INFRASTRUCTURE INVESTMENT FUND

GIS Map Resources & FAQ Contact [Apply for Funding](#)

Building a business costs money.  
You've got a partner in the State of Delaware!

The Transportation Infrastructure Investment Fund or TIIF is a grant to help build the infrastructure that supports new or growing businesses in Delaware.

**APPLY NOW**

**23** Grants Awarded

**\$30.5M** Awarded to Date

**9,250** Jobs Created

**HEALTHCARE & WELLNESS**

**BUSINESS PARK**

**MANUFACTURING & DISTRIBUTION**

**BIOPHARMACEUTICALS**

**GENERAL**

TIIF helps the public by building needed infrastructure!

**Image FPO**

Types of TIIF-eligible improvements include:

- Site entrance work within the public right of way, curbing, pavement, turn lanes, drainage systems and/or stormwater management of roadway runoff, sidewalks, shared use paths, traffic signage, striping and construction contingency.
- Intersection and midblock improvements such as traffic signals, turn lanes, roundabouts, pedestrian crossings, traffic calming.
- Other components in the public right of way such as utility relocations, landscaping, lighting.
- Soft costs such as design and inspection.



Aspen Health  
Bayhealth Sussex Campus  
TotalHealth

First State Crossing  
Mifflord Corporate Center  
Western Sussex Business Campus

Churchtown Crossing  
Potts Lay  
N&G Distributors

Aspen  
STA Pharmaceutical USA

Lakeshore Motor Company  
Merchies Building Redevelopment  
Grand Property Management

- ▶ Web & mobile versions developed
- ▶ Applications will be moved to Salesforce (fully online)
- ▶ Projected to "go live" in Fall 2023

# Preview of TIIF Website

**TIIF Resources**

- ☑ Grant Meetings Schedule
- ☑ TIIF Application
- ☑ Continuously Letter to DeDOT Template
- ☑ Annual Progress Report Form
- ☑ Reimbursement Request Form
- ☑ Detailed Inspection Report Form
- ☑ FPOs (printable pdf)
- ☑ Delaware Code
- ☑ Delaware Regulations Administration Code

**Frequently Asked Questions**

- + What is TIIF?
- + Who is eligible for the grant?
- + What type of infrastructure is eligible for grant money?
- + How do I apply for the Grant?
- + What information is needed for the Grant application?
- + What other factors are considered in the application review?
- + If my project is approved for an award, how do I receive grant funds?
- + Step me through the TIIF application process.
- + Step me through the TIIF award process.
- + What is the process to request TIIF reimbursement?
- + What if my transportation improvement costs exceed the amount of the TIIF grant award?

TIIF grants are administered by DeDOT in cooperation with the Department of State, Division of Small Business (DSB).

**Contact the TIIF Coordinator**

Submit your questions to DeDOT's TIIF Coordinator:

Name\*

Email\*

Question\*

**SUBMIT**

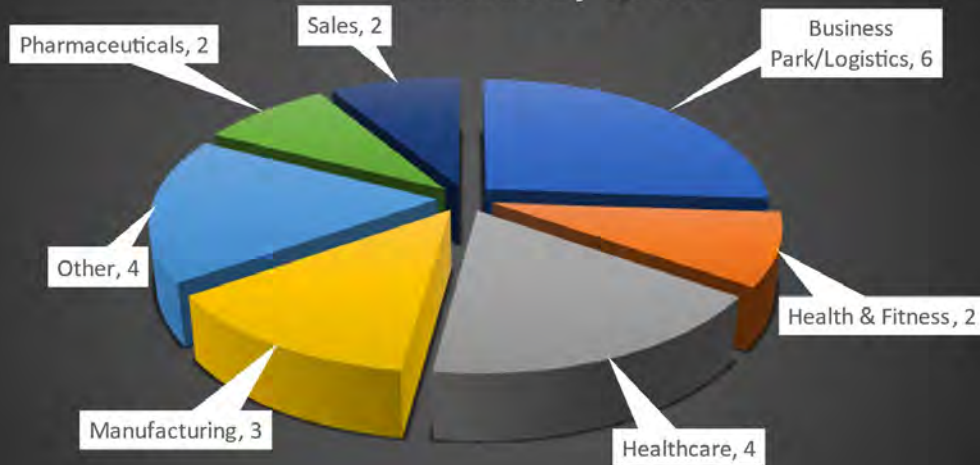
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# Status of Previous Approvals

23 TIIF Awards by Sector



Total amount awarded to date:  
**\$30,622,661.57**

Total jobs created: **9,258**

Project Name	Awarded Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
<b>ROUND ONE (Term Ends 10/2023)</b>					
Incyte	\$ 1,092,154.00	1803	952	851	N
CHRF LLC	\$ 250,000.00	67	18	49	C
FMIVII LLC	\$ 600,000.00	159	159		C
Lakeshore Motor Company	\$ 521,929.10	45	25	20	N
Miller Metal Fabrication	\$ 313,000.00	96	6	90	Y
NKS Distributors	\$ 1,151,816.90	137	4	133	C
TidalHealth/Peninsula Regional Health Systems	\$ 3,570,000.00	150	150		N
<b>TOTALS</b>	<b>\$ 7,498,900.00</b>		<b>1314</b>	<b>1143</b>	

<b>ROUND TWO (Term Ends 2/2024)</b>					
Project Name	Award Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
1313 Owner, LLC	\$ 825,000.00	2800	1000	1800	Y
City of Seaford -Ross Business Park	\$ 750,156.00	1100	1100	0	C
Claymont Properties	\$ 395,091.62	4630	4630	0	C
LPC First State Holding (fka D2 Pencader)	\$ 4,489,794.93	182	182		Y
M and E Properties, LLC	\$ 225,000.00	10	8	2	N
Whitehall Ventures	\$ 1,100,000.00	72	72		Y
<b>TOTALS</b>	<b>\$ 7,785,042.55</b>		<b>6992</b>	<b>1802</b>	

<b>ROUND THREE (Term Ends 11/2024)</b>					
Project Name	Award Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
KSIP I Piccard LLC (fka Churchmas 273 LLC)	\$ 2,500,000.00	90	90		N
STA Pharmaceutical USA	\$ 2,100,000.00	500	500		Y
Light Action/City of Wilmington	\$ 3,673,800.00	80	16	64	N
The Challenge Program LLC/City of Wilmington	\$ 1,003,300.00	19	12	7	N
<b>TOTALS</b>	<b>\$ 9,277,100.00</b>		<b>618</b>	<b>71</b>	

<b>ROUND FOUR (Term Ends 3/2025)</b>					
Project Name	Award Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
Bayhealth Route 9	\$ 978,722.41	69	61	8	C
<b>TOTAL</b>	<b>\$ 978,722.41</b>		<b>61</b>	<b>8</b>	

<b>ROUND FIVE (Term Ends 8/2025)</b>					
Project Name	Award Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
Devreco LLC	\$ 396,814.00	37	37		Y
Plantations Medical Center LLC	\$ 1,685,979.36	161	161		Y
<b>TOTAL</b>	<b>\$ 2,082,793.36</b>		<b>198</b>		

<b>ROUND SIX (Term Ends 2/2026)</b>					
Project Name	Award Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
Snead Property Management LLC	\$ 128,005.36	24	24		Y
City of Milford Industrial Park	\$ 2,766,799.89	43	43		N
<b>TOTAL</b>	<b>\$ 2,894,805.25</b>		<b>67</b>		

<b>ROUND SEVEN (Term Ends 6/2026)</b>					
Project Name	Award Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
McCormick & Associates of Middletown LLC	\$ 105,298.00	14	8	6	N
<b>TOTAL</b>	<b>\$ 105,298.00</b>		<b>8</b>	<b>6</b>	

<b>GRAND TOTALS</b>	<b>\$ 30,622,661.57</b>		<b>9258</b>	<b>3030</b>	
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# Status of Previous Approvals (continued)

\* = New update since last meeting

Round  
1  
(7)

One project completed in 2021  
One project in construction  
*\*Two projects complete in 2023*

 Term Ends 10/2023

Round  
2  
(6)

One project completed in 2022  
*\*One project complete in 2023*  
*\*Two projects in construction*  
*\*One project partially complete*

 Term Ends 2/2024

Round  
3  
(4)

*\*Two projects in construction*

 Term Ends 11/2024

# Status of Previous Approvals (continued)

Round  
4  
(1)

*\* Project has requested reimbursement*



Term Ends 3/2025

Round  
5  
(2)

*\*Both projects in construction*



Term Ends 8/2025

Round  
6  
(2)

*\*One project in construction, one project in early design*



Term Ends 2/2026

# Status of Previous Approvals (continued)

Round  
7  
(1)

*\* Agreement being executed*



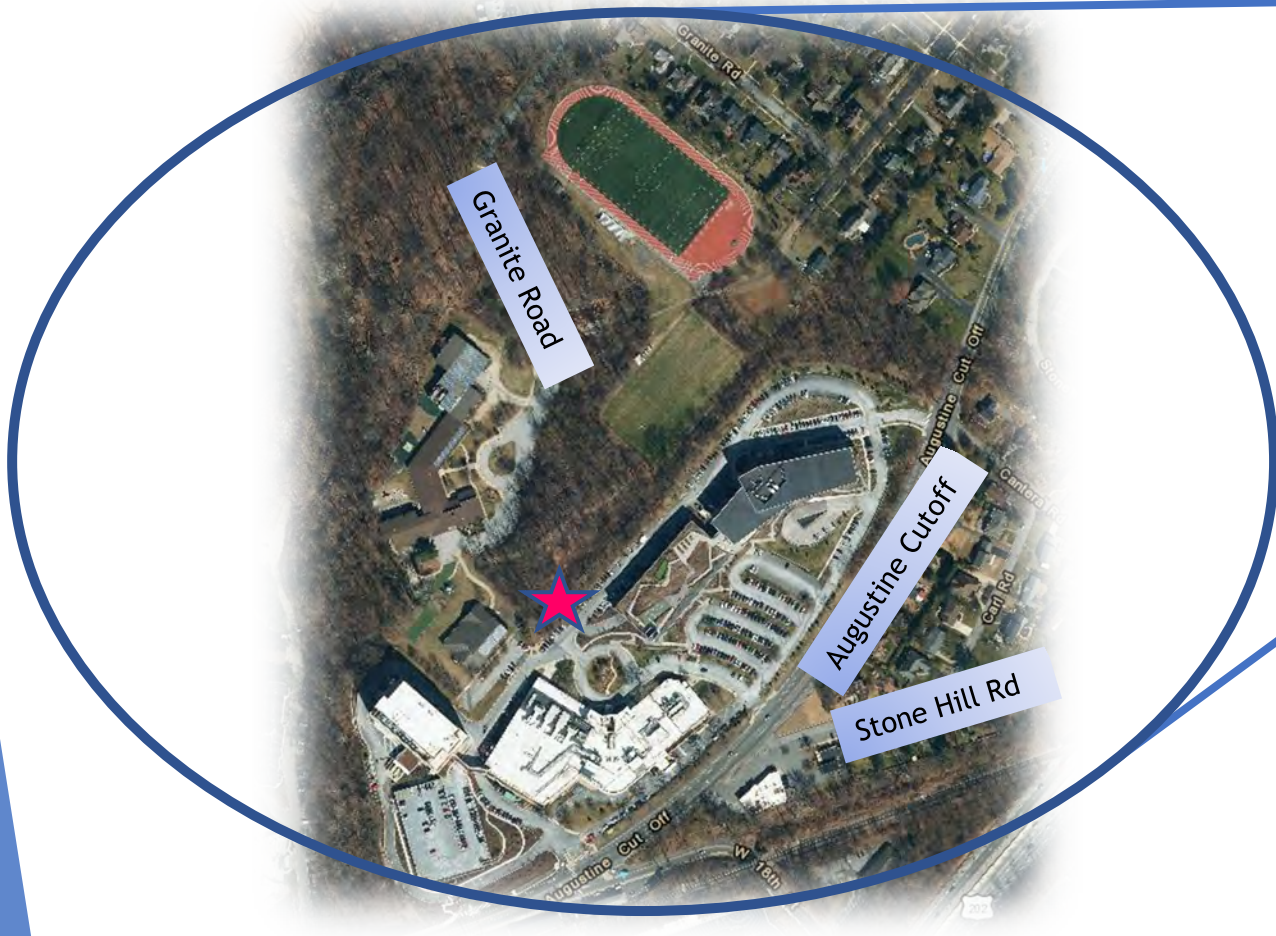
Term Ends 6/2026

**Current Amount Available for Awards:**

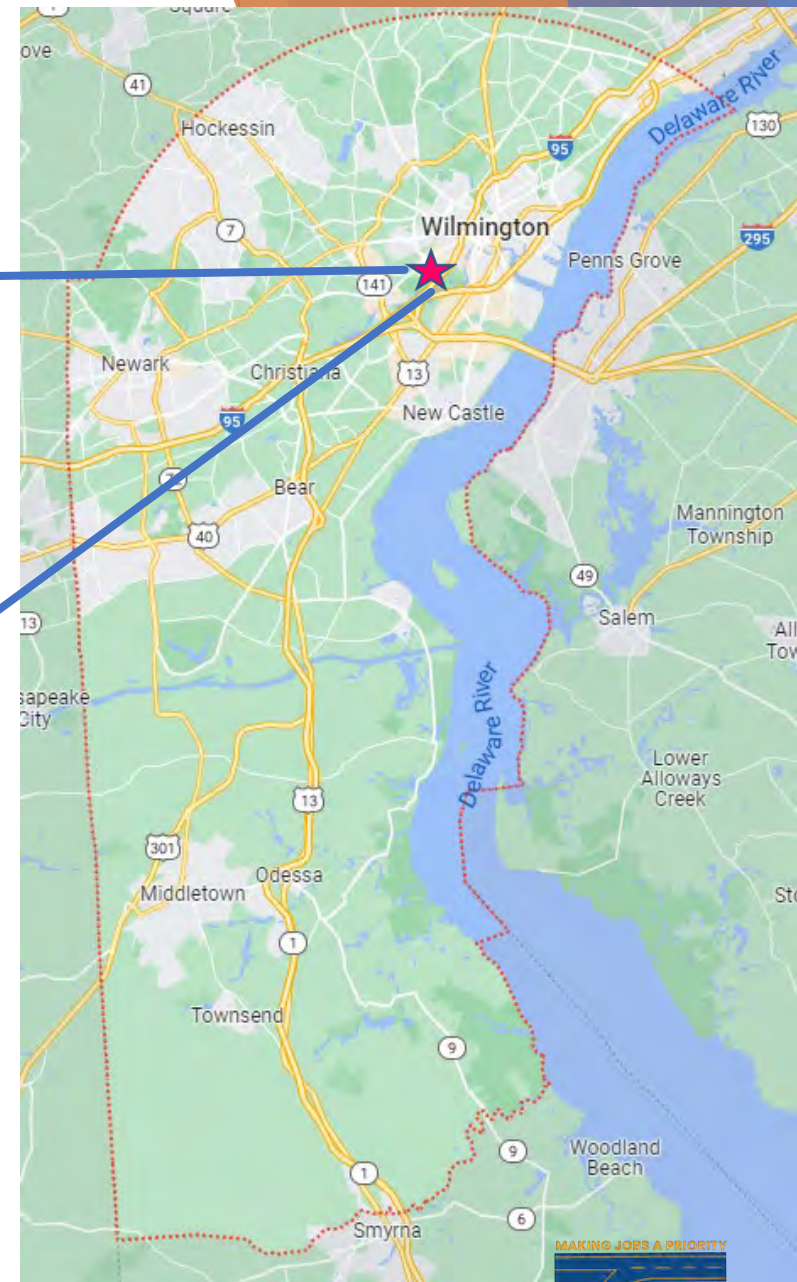
**\$23,397,338.43**



# Incyte (Round 1)



1801 Augustine Cutoff, Wilmington



# Incyte (Round 1)

- ▶ Project Description: Approved in Round 1 for an award of \$1,092,154.00, expansion to the adjacent Friends School property signed TIIF Agreement dated October 12, 2020;
- ▶ TIIF Scope of Work:
  - ▶ Align Stone Mill Road to Incyte entrance, install traffic signal, mill and overlay, northern entrance modifications
- ▶ Employment Standard: 952 jobs proposed, 851 jobs retained



# Incyte (Round 1)

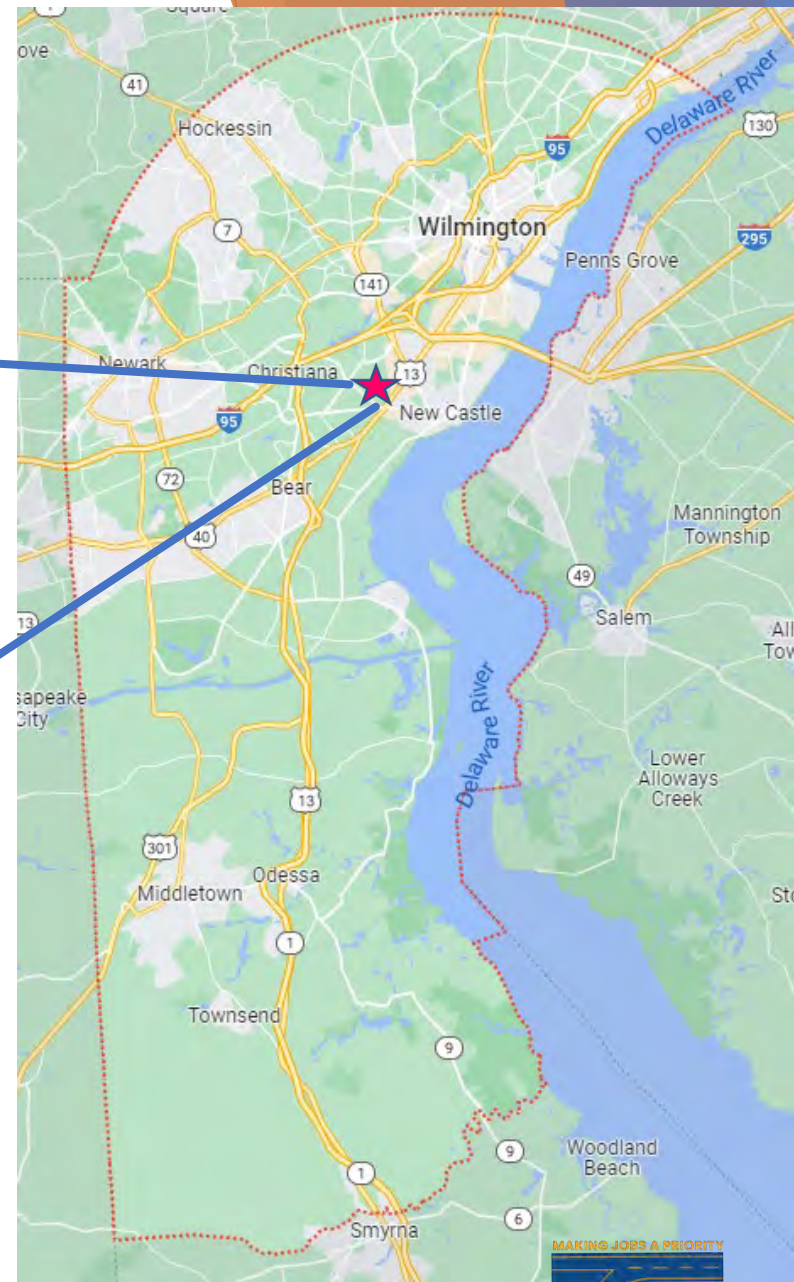
- ▶ The Applicant has requested a grant term extension of two years to expire October 2025
  - ▶ Admin Code 2312, sec. 6.4 The Council will establish the term of the Grant and the reimbursement schedule. The Council may make recommendation on limitations or grant extensions and may only be withdrawn as set forth in subsection 6.3.
- ▶ Discussion



# KSIP I Piccard LLC (Round 3/6)

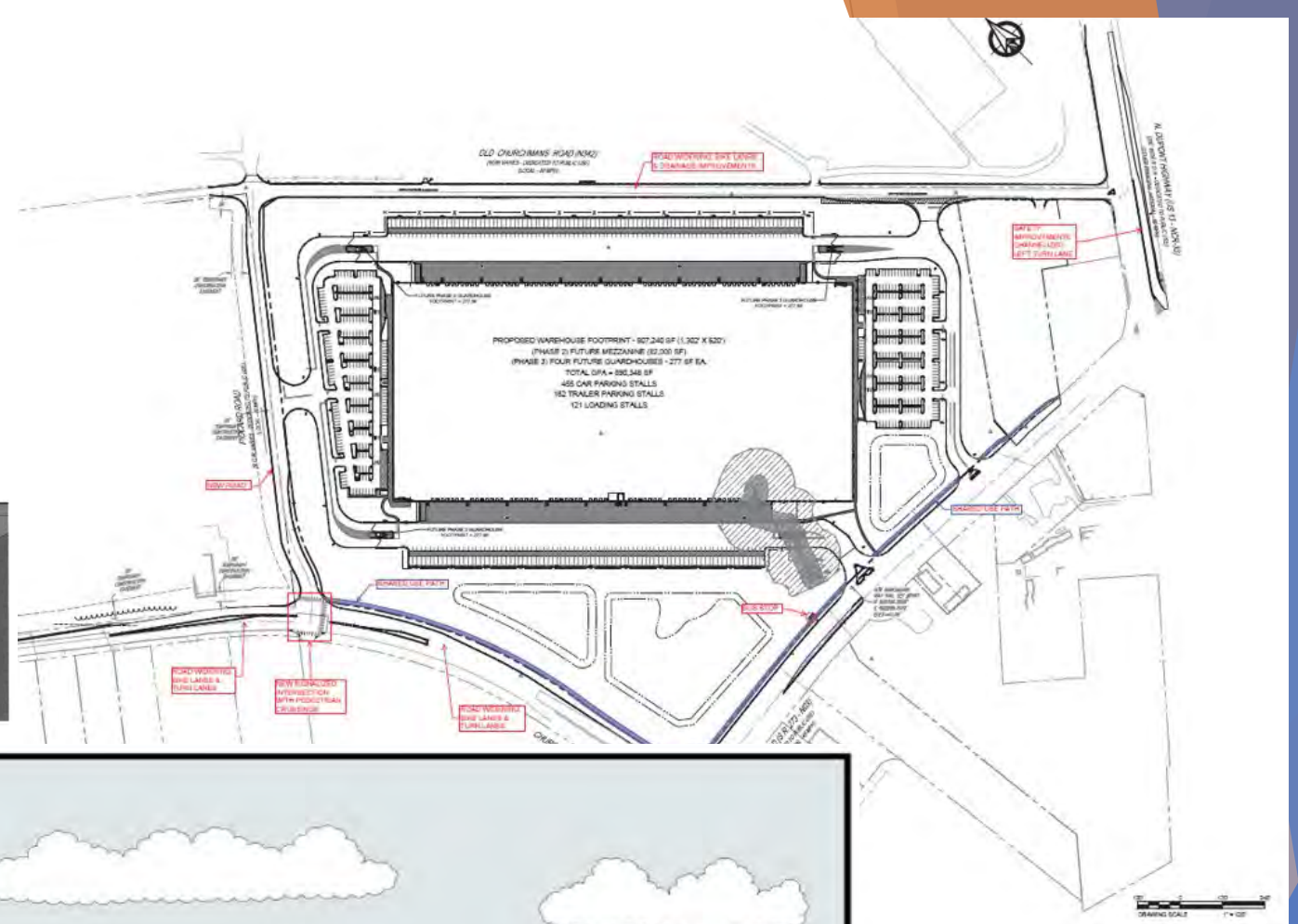
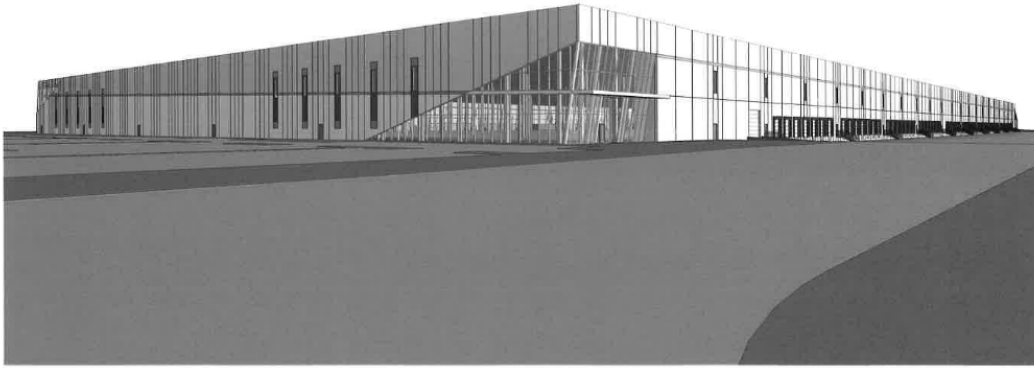


120 Piccard Road, 30 Old Churchmans Road,  
New Castle, near intersection with US  
13/Hares Corner





# KSIP | Piccard LLC



A SECTION / ELEVATION A  
LOADING AREA with EVERGREEN BUFFER, STORMWATER POND and VEGETATIVE BUFFER with PEDESTRIAN TRAIL  
SCALE

# KSIP | Piccard LLC

- ▶ Project Description: 890,348 square feet of industrial warehousing/logistics; site construction is underway; site is being actively marketed however no identified tenants or leases
  - ▶ Approved in Round 3 for an award of \$2.5 million with 90 jobs
  - ▶ Original TIF Agreement dated November 2021;
  - ▶ Site sold in December 2021;
  - ▶ Received Site Readiness Fund award of \$1 million in May 2022;
  - ▶ Reassignment of grant approved in Round 6 (new TIF Agreement dated March 2023), requested funding increase of \$2.5 million not approved in November 2022
- ▶ TIF Scope of Work: Same as previously awarded in Round 3, with two exceptions (as presented in November 2022) and one additional exception:
  - ▶ Dedicated northbound left turn lane on Churchmans Road (DE 58) into HSBC entrance to remain as is
  - ▶ No exit from truck dock onto Churchmans Road (DE 58) (entrance removed from previous scope)
  - ▶ Water line relocation due to widening on Churchmans Road
- ▶ Employment Standard: 225 (potential) New Jobs in Year 3
- ▶ Public Endorser: Charuni Patibanda, Director, NCC Office of Economic Development

# KSIP I Piccard LLC

- ▶ Financial Stability: \*CONFIDENTIALITY OF FINANCIALS WAS REQUESTED\*  
No items of concern; validly organized and in good standing; no compliance issues with other state agencies, no labor law violations
- ▶ Performance Measures:

KSIP I Piccard LLC/Warehousing		\$5,427,055.00	\$5,400,855.00
Performance Measures	Data		
Total Jobs Created/Maintained by Year 1	90		
Total Jobs Created/Maintained by Year 3	225		
Public Benefit - Transportation Safety	SB US 13 widening with channelization of dedicated dual LTLs to prevent weave by vehicles exiting Old Churchmans Road; Dedicated WB LTL into HSBC entrance and widening for median and guardrail at Churchmans/Piccard Roads		
Public Benefit - Transportation Connectivity	Shared use path along SR 273 connect to existing ped network; Churchmans Road from SR 273 to Piccard Road		
Public Benefit - Transportation Investment (TIIF \$ Investment/ADT Volume on Frontage Roads) [Churchmans Rd = 9974 ADT]	\$541.49		
Public Benefit - Services	Transit stops		
State Strategies Investment Level	Level 1		
Employment Impact (TIIF \$ Investment/Total Jobs Year 3)	\$24,003.80		
Employment Impact (No. of Jobs Created per Federal Tax Bracket 2021)			
	12% tax bracket: 206 jobs	\$25,000-\$40,525	
	22% tax bracket: 0 jobs	\$40,526-\$86,375	
	24% tax bracket: 19 jobs	\$86,376-\$164,925	
	35% tax bracket: 0 jobs	\$209,426-\$523,600	
Developer Financial Commitment (TIIF \$ Investment/Developer Site \$ Investment)	5.71%		
Other Current Grant Funding Sources/Applications	\$1,000,000	Site Readiness	
IMPLAN Assessment - Projected Annual State and Local Tax Collections Increase	\$3,944,926.00		

# KSIP I Piccard LLC

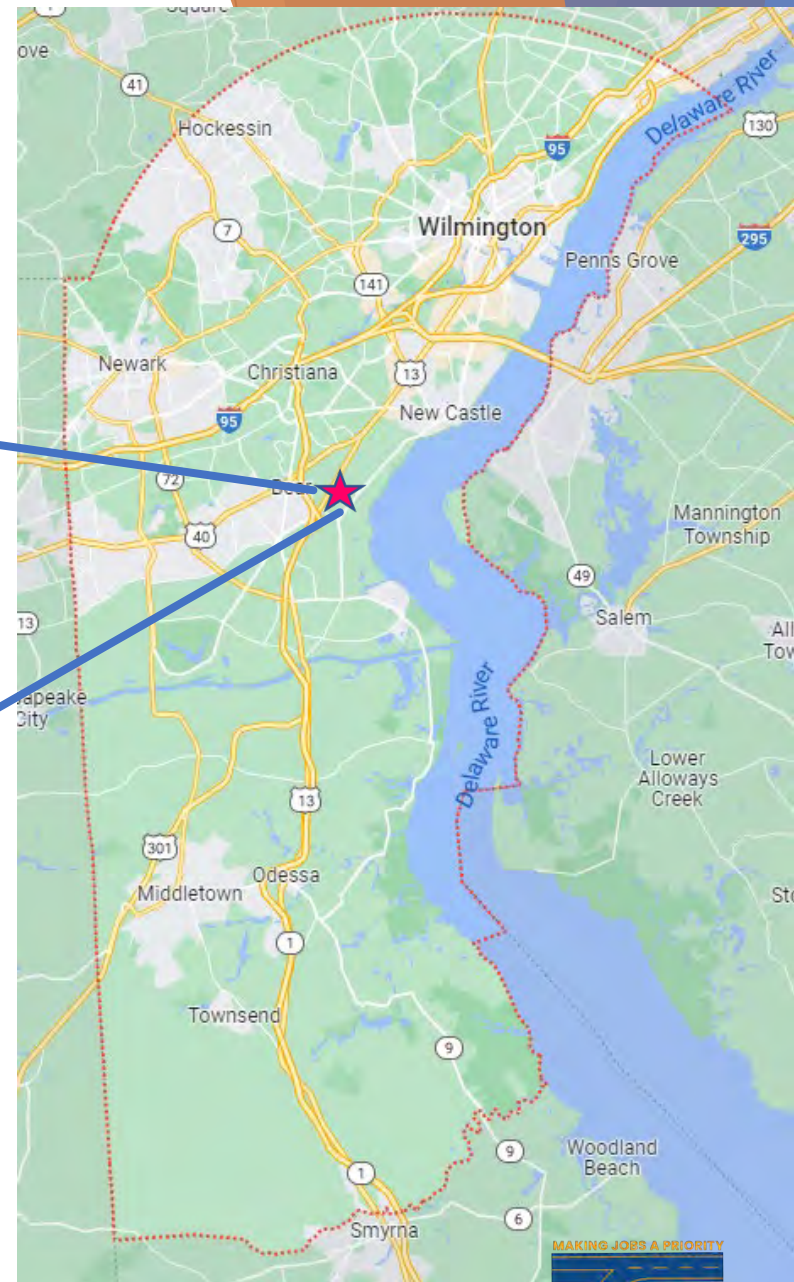
- ▶ Summary: The Applicant has applied for an increase in funding of \$2,900,855.00 for a total of \$5,400,855.00 (\$1 million Site Readiness Fund awarded in 2022)
- ▶ Discussion



# PR-Stoltz Venture LLC



780 S. Dupont Highway, New Castle





# PR-Stoltz Venture LLC



# PR-Stoltz Venture LLC



US 13 Entrance

Hamburg Rd Entrance



Federal School Lane Entrance



# PR-Stoltz Venture LLC

- ▶ **Project Description:** Redevelopment of former borrow pit into industrial/logistics/warehousing hub (Blue Diamond Park).
- ▶ **TIIF Scope of Work:**
  - ▶ Federal School Lane: Dedicated northbound right turn lane, widening from US 13 to site entrance, overlay and safety clearing of roadside along entire site frontage
  - ▶ Signalization of Federal School Lane/US 13 intersection
  - ▶ Sidewalk and SUP along site frontages
  - ▶ Dedicated northbound right turn lane on Hamburg to US 13
  - ▶ Signalization and widening of Hamburg Road/River Road (SR 9) intersection
  - ▶ Lengthened southbound left turn lane on Hamburg Road to site entrance
  - ▶ Signalized pedestrian crossing of Hamburg Road
  - ▶ Widening and mill and overlay of River Road (SR 9)
- ▶ **Employment Standard:** 400 Jobs created to date (Amazon ILG1), total proposed 610 new jobs in Year 3
- ▶ **Public Endorser:** Vanessa Phillips, Chief Administrative Officer, Office of New Castle County Executive

# PR-Stoltz Venture LLC

- ▶ Financial Stability: \*CONFIDENTIALITY OF FINANCIALS WAS REQUESTED\*  
No items of concern; validly organized and in good standing; no compliance issues with other state agencies, no labor law violations
- ▶ Performance Measures:

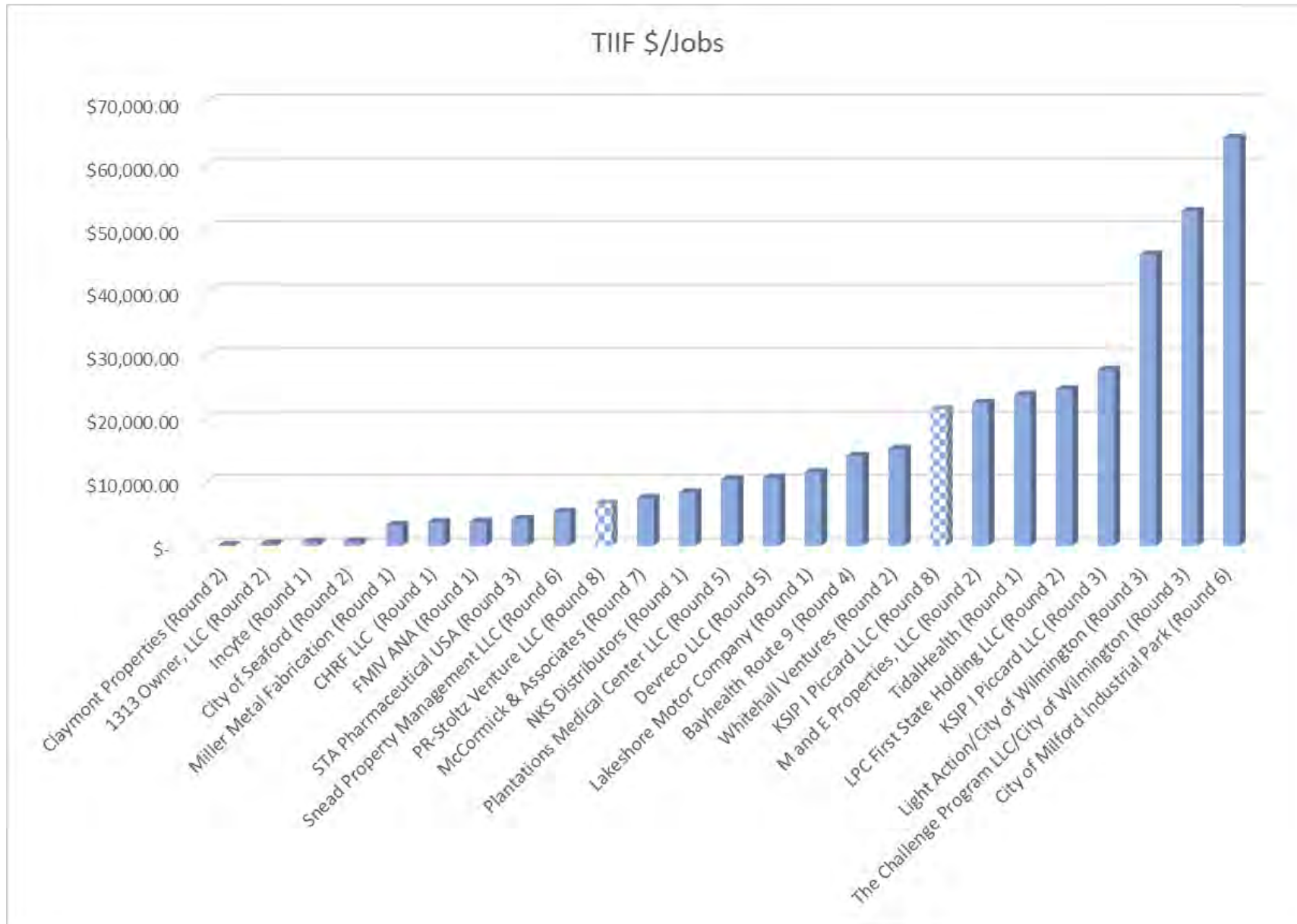
PR-Stoltz Venture LLC (Blue Diamond Park)/Warehousing & Logistics		\$4,028,130.00
Performance Measures	Data	
Total Jobs Created/Maintained by Year 1	400	
Total Jobs Created/Maintained by Year 3	610	
Public Benefit - Transportation Safety	RRFB, protected turn lanes, traffic signals US 13/Fed Sch Ln and Hamburg Rd/River Rd Safety clearing of Federal School Lane roadside	
Public Benefit - Transportation Connectivity	SUP on 3 frontages and through site	
Public Benefit - Transportation Investment (TIIF \$ Investment/ADT Volume on Frontage Roads) [US 13 + Hamburg Rd + River Rd + Fed Sch Ln = 50,366]	\$79.98	
Public Benefit - Services	DART Route 25 serves site. Summer 2022: NB 34 boards/3 offs, SB 2 boards/30 offs	
State Strategies Investment Level	3	
Employment Impact (TIIF \$ Investment/Total Jobs Year 3)	\$6,603.49	
Employment Impact (No. of Jobs Created per Federal Tax Bracket 2021)		
	12% tax bracket: 559 jobs	\$25,000-\$40,525
	22% tax bracket: - jobs	\$40,526-\$86,375
	24% tax bracket: 51 jobs	\$86,376-\$164,925
	35% tax bracket: - jobs	\$209,426-\$523,600
Developer Financial Commitment (TIIF \$ Investment/Developer Site \$ Investment)	1.31%	
Other Current Grant Funding Sources/Applications	\$1,000,000.00	Site Readiness
IMPLAN Assessment - Projected Annual State and Local Tax Collections Increase	\$3,391,106.00	



# PR-Stoltz Venture LLC

- ▶ Summary: The Applicant has requested \$4,028,130.00 (\$1 million Site Readiness Fund awarded in 2022)
- ▶ Discussion

# TIIF All Rounds Awards Comparison



# Executive Session (AS NEEDED)

# Vote on Received Applications

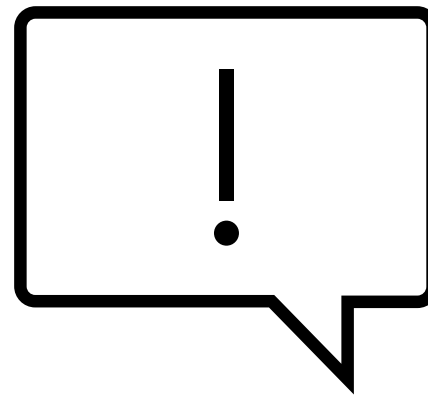
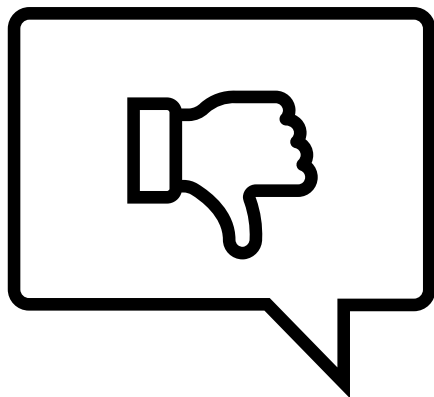
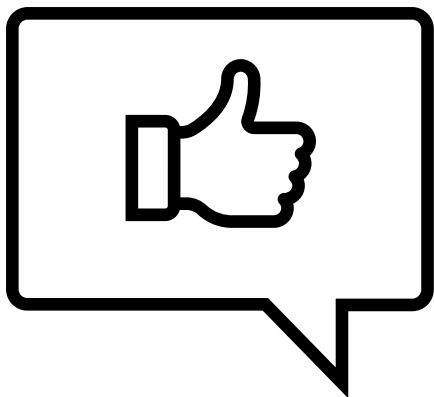
- ▶ Incyte (Grant Extension)
- ▶ KSIP I Piccard (Additional Funding Request)
- ▶ PR-Stoltz Venture LLC



# Future Meetings

- ▶ Next submission deadline is 9/5/23
- ▶ Next Council Meeting is 11/16/23 at 1 p.m.
- ▶ 2023 Meeting dates are published on the TIIF website, [de.gov/tiif](https://de.gov/tiif)

# Public Comment



Adjourn

Thank You!