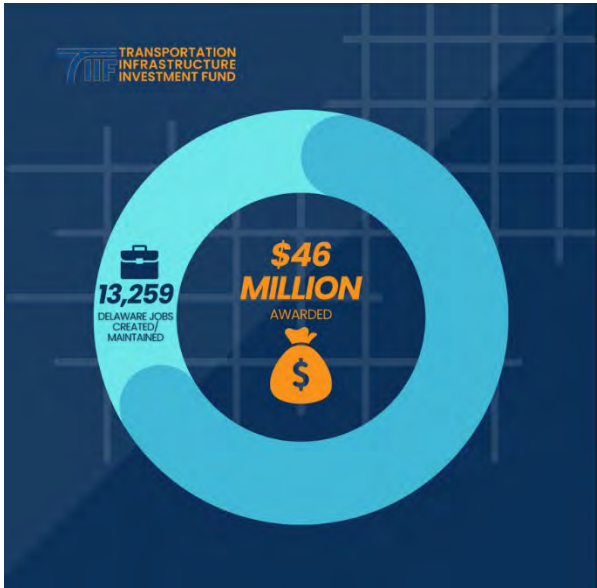


2023 REPORT TO TIIF COUNCIL

PREPARED BY:
DELDOT DIVISION OF PLANNING



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TIIF Council Members



Joseph H. Westcott, Jr. - Chair

Education: BA and MBA, University of Delaware

Joe joined Capital One predecessor ING Direct in 2007 and has held several leadership roles in the Bank. He is currently VP of Card Operations and the Delaware Market President, representing Capital One in the State.

Appointed Chairman of the TIIF Council in 2020



Robert A. Book, II

Education: BA, University of Delaware; MBA, Wilmington University

Currently President and CEO for Delaware Electric Cooperative, Inc. (DEC), in Greenwood, Delaware, Rob has been with DEC for more than 22 years. Previously he worked as a Legislative Assistant to U.S. Senator William Roth of Delaware for nearly seven years, both in Washington, D.C. and in Dover. Rob is also a graduate of the NRECA Management Internship Program at the University of Wisconsin.

Appointed to the TIIF Council in 2019



Rep. Bill Bush, 29th District

Education: University of Delaware; JD, Widener University

Bill currently operates his own small business and practices as a private attorney. Previously he served as policy advisor for the Delaware Department of Safety and Homeland Security. Bill served on the Caesar Rodney School Board, Board of Trustees for Delaware Technical Community College and the Greater Dover Boys and Girls Club Board. He has also served on the Modern Maturity Center Board, and the Delaware Emergency Medical Services Oversight Council.

Appointed to the TIIF Council in 2019

TIIF Council Members



Cornelia Johnson

Education: BSBU, University of Delaware; MBA, Delaware State University; honorary doctorate, Wilberforce University

Over four decades of experience in higher education in Delaware serving students at Delaware Technical Community College, Delaware State University and the University of Delaware. Currently serves as the vice president and campus director at Delaware Technical Community College Terry Campus.

Appointed to the TIIF Council in 2020



Martin P. Nunlee

Education: BS, University of Michigan; MS, Central Michigan University; Ph.D., University of Illinois.

Martin has been a professor for nearly twenty years. He has taught at Syracuse University and is currently a tenured professor at Delaware State University, where he is the Director of the Center of Transportation. He served as a Township Planning Commissioner for Bridgewater Township, Michigan. Early in his career, Dr. Nunlee held a myriad of position from Project Engineer-to-Technical Manager.

Appointed to the TIIF Council in 2019



Mona Parikh

Education: JD, Widener University Delaware Law School

Mona serves as Chief of Staff to Wilmington City Council. She is also an adjunct instructor of Horn Entrepreneurship at the University of Delaware, and at Princeton University's NSF iCorps program. Mona is a licensed attorney in the State of Delaware.

Appointed to the TIIF Council in 2019.

TIIF Council Members



William Strickland

Since taking over as President of L&W Insurance Agency in 2005, Bill has been credited with advancing the size and scope of L&W Insurance, which now employs 40 team members and is the only independent insurance agency in Delaware with locations in all three counties. As a Delaware native, Bill remains an active community advocate, serving on various boards and leading local initiatives that promote economic growth and community impact.

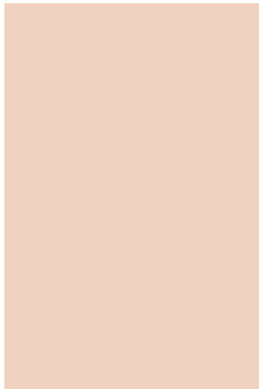
Appointed to the TIIF Council in 2020



Sen. John Walsh, 9th District

John was elected to the Delaware Senate in 2016. His primary focus has been on economic development, education, workforce issues, and animal abuse legislation. He currently serves on several legislative committees as well as a number of non-profit boards.

Appointed to the TIIF Council in 2023



Vacant Seat

No longer serving:

Dr. Michael Casson, Senator David Sokola, Senator Nicole Poore, John S. Riley

Executive Summary

The Transportation Infrastructure Investment Fund (TIIF) is a grant available to businesses to help offset their transportation improvement costs.

Background & Mission

Under Governor Carney's leadership, TIIF was created in 2019 to provide economic assistance for improvements to roads and related transportation infrastructure in order to attract new businesses to or expand existing businesses in this state, when such an economic development opportunity would create a significant number of direct, permanent, quality full-time jobs.

Intent

Improvements funded through TIIF occur within the public right-of-way or on public land and directly benefit the traveling public. To be eligible for a grant, improvements must meet all of the requirements as defined by Delaware Code [29 Del.C. §8422](#).

Authority

The governor-appointed nine member TIIF Council was established to consider applications and make recommendations to the Secretaries of the Departments of Transportation (DOT) and State (DOS). TIIF is administered through a partnership between DOT and DOS.

Funding

TIIF funding allocations are shared between DelDOT (Bond Bill) and DOS (General Fund) at a total investment of typically \$10 million per year beginning in 2019. In 2022 the allocation was \$15 million, for a total of \$55 million allocated through FY 24.

Accountability

The TIIF program was built to ensure grantees remain accountable through the grant term and beyond. In addition to receiving full reimbursement only after the transportation improvements are constructed, grantees are required to file annual jobs progress reports for seven years. If the job generating project ceases or leaves the state, the grant may be clawed back.



Photo Source: <https://news.delaware.gov/2020/01/24>

TIIF Program Function Summary

Based on guidance in the Delaware Administrative Code, ([Title 2, §2312](#)), the TIIF program features a streamlined application process with clearly defined administrative responsibilities between Delaware's Department of Transportation (DelDOT) and Department of State's Division of Small Business (DSB).

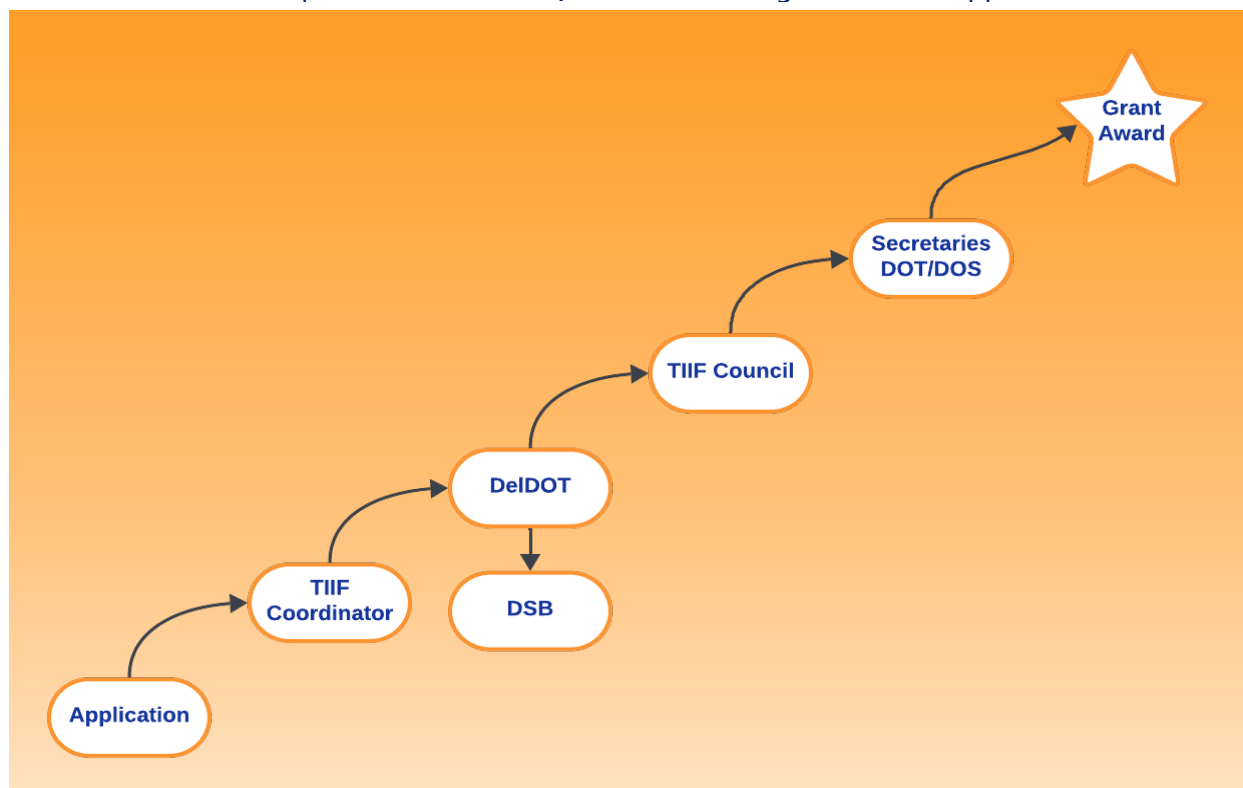
DelDOT's TIIF Coordinator is the applicants' primary point of contact throughout the entire application and award process, ensuring applicants have accessibility to and transparency of the process, timely updates, and feedback. The TIIF Coordinator also interacts regularly with economic development offices throughout the state to understand and help promote the state's economic development interests.

DSB assigns individual financial analysts for every received application. The analysts ensure application completeness and provide thorough reviews of submitted documents.

Together, DelDOT and DSB meet with each applicant to discuss and fully understand the scope and cost of transportation improvements, the applicant's business structure and financial status, proposed employment standards, the project's financial stability and economic sustainability.

Using established performance measures and DSB's evaluation report, DelDOT prepares and presents a brief, consistent summary of each application at each scheduled TIIF Council Meeting.

The TIIF Council considers the applications presented and votes to make grant award recommendations to the Secretaries of Transportation and State, who award the grants to the applicants.



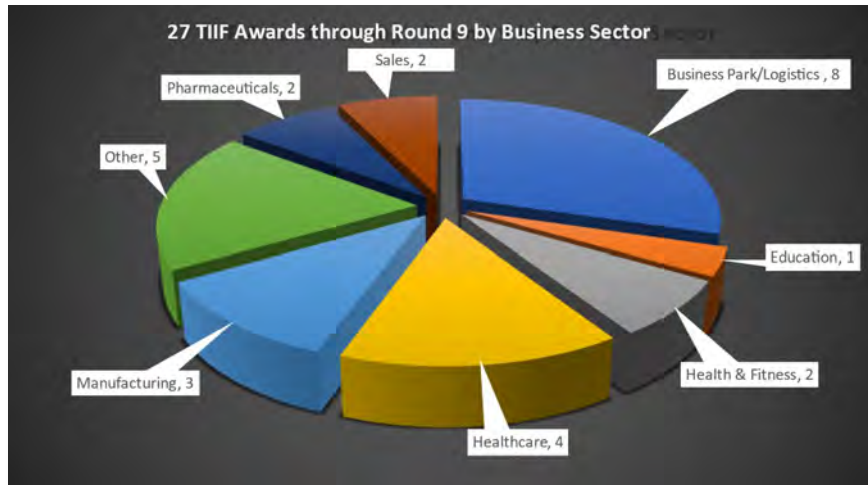
Summary of TIIF Milestones

The first TIIF Council meeting was held on January 27, 2020. In total, the Council has met ten times and has recommended grant awards at nine meetings through 2023.



Summary of TIIF Awards

TIIF has helped fund transportation improvements for 27* new or expanding businesses in the state. The types of businesses vary widely, with the highest percentage (33%) in the Business Parks/Logistics category.

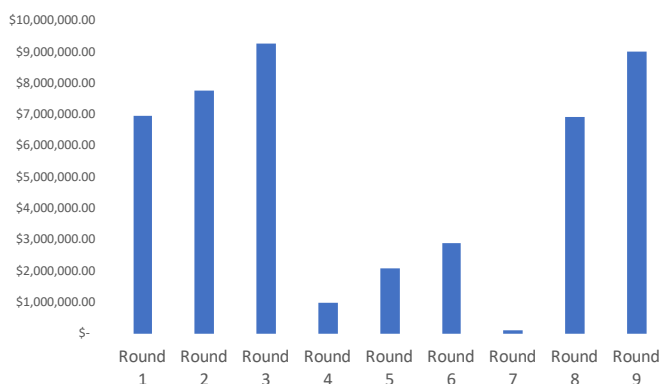


As of December 2023, TIIF has helped businesses create and/or retain over 13,000† jobs in the state. The sizes of businesses receiving TIIF grants range from fewer than 20 to over 1,000 new and/or retained jobs.

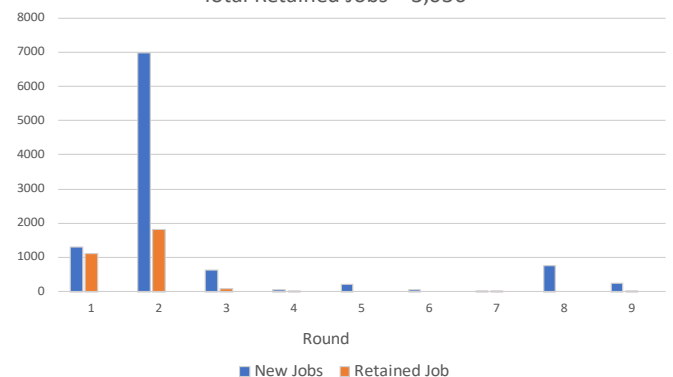
TIIF covers design, construction, inspection, utility relocations and contingencies for the transportation improvement component of development projects.

With a total awarded amount over \$46 million†, the volume of applications has fluctuated over the course of the program. Rounds One through Three account for 17 of the grants awarded to date; Rounds Four through Nine account for 10 grants awarded.

Total Awarded Amount = \$46,037,177.47



Total New Jobs = 10,223
Total Retained Jobs = 3,036



*Includes all grants awarded to date

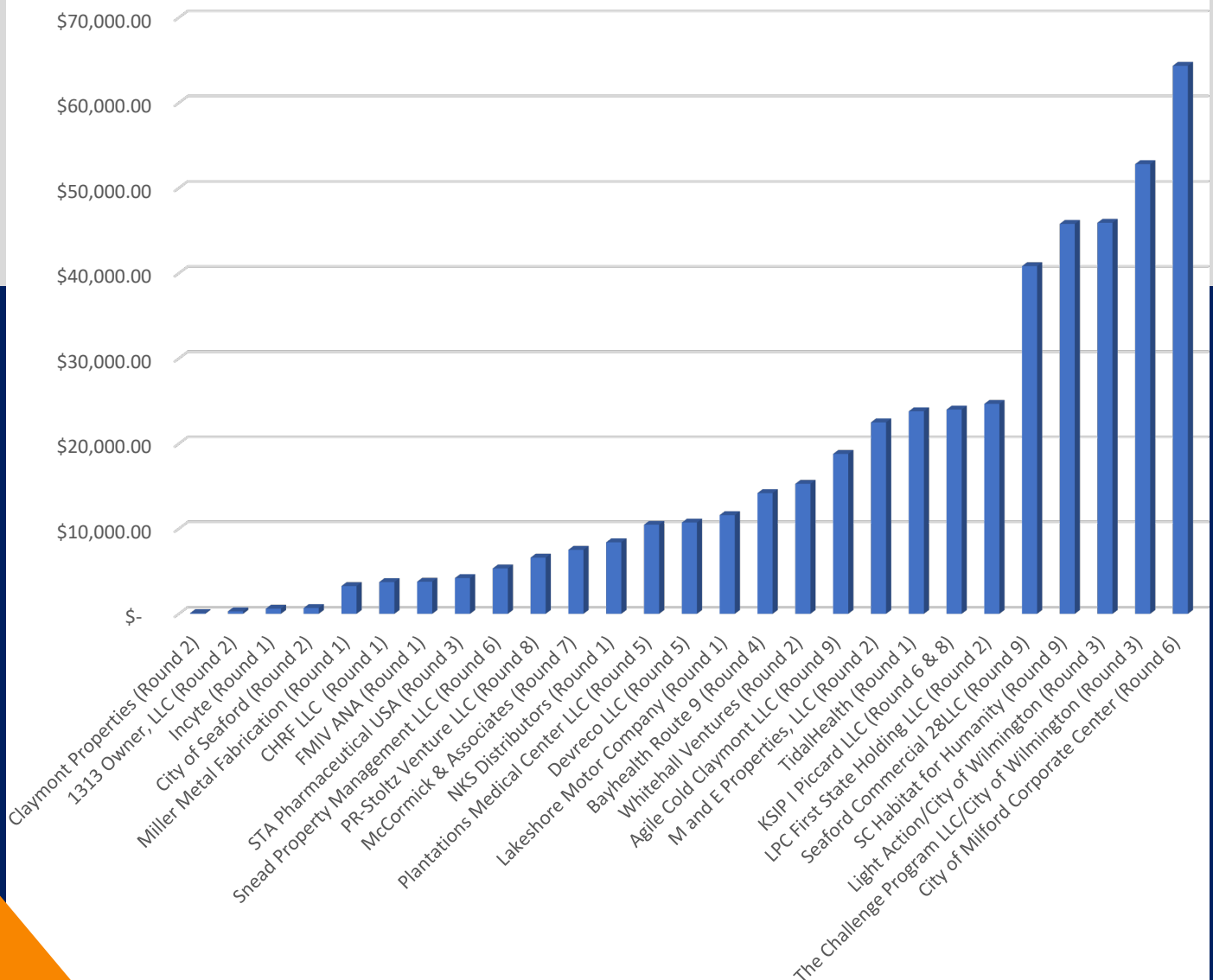
†Adjusted for one grantee withdrawal, see Round 1 Summary on p. 11

Summary of TIIF Awards

(continued)

TIIF grants awarded to date demonstrate a relatively consistent value for state dollars invested per job. Twenty two of the 27 grants awarded (81%) are below \$30,000 state dollars invested per job, and 12 of those (55%) are below \$10,000 state dollars invested per job.

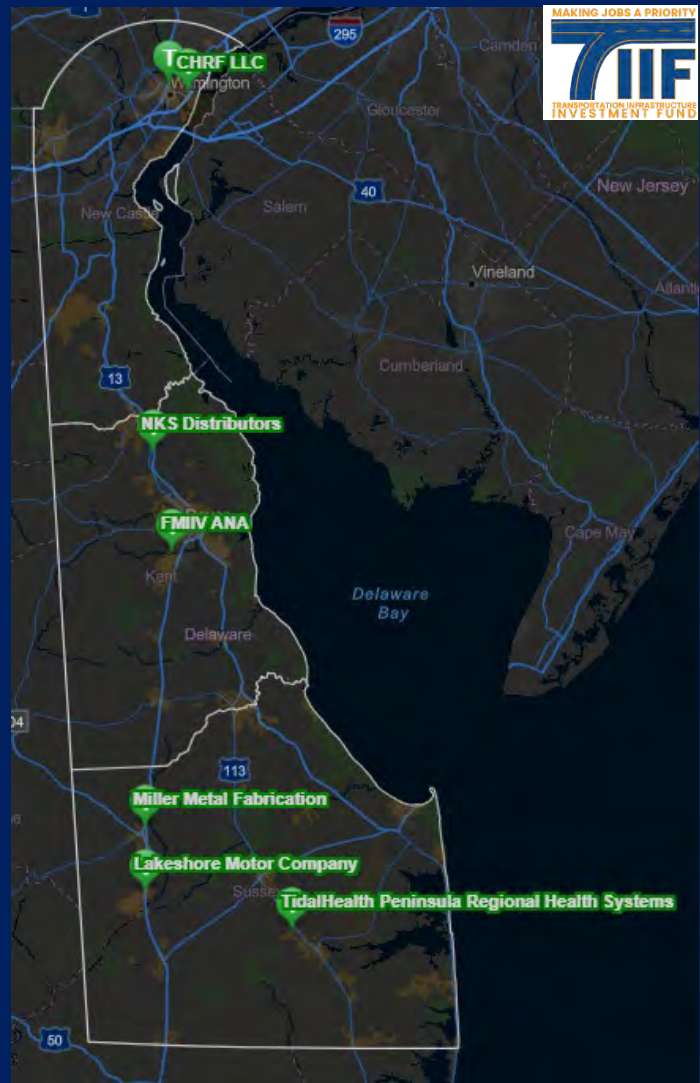
TIIF \$/Jobs‡



‡TIIF funding awarded divided by total jobs created and maintained at Year 3 after project completion

Summary of TIIF Awards by Round (Round 1)

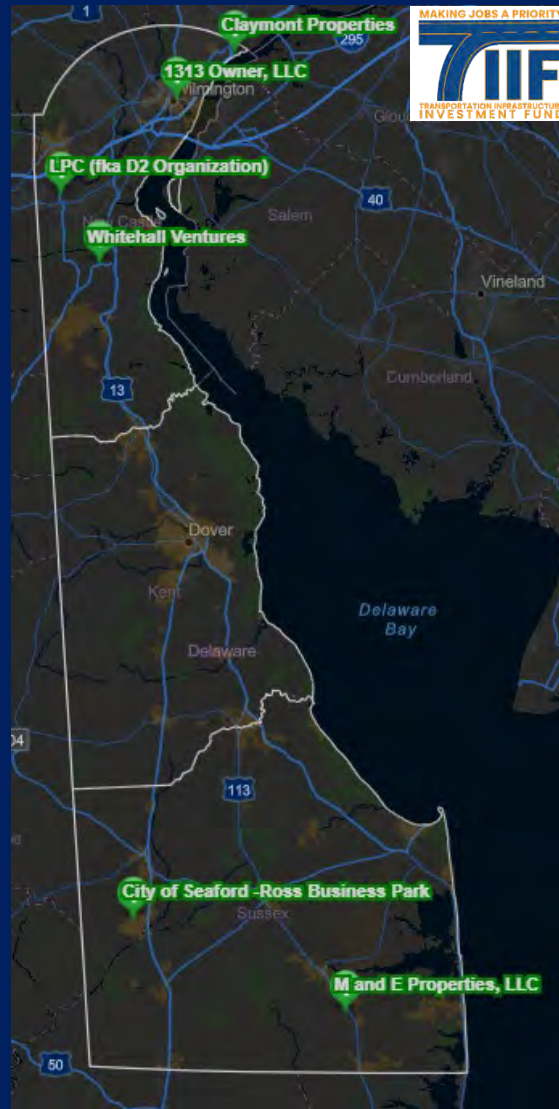
June 18, 2020



| ROUND ONE (Grant Term Ends 10/2023) | Business Type | Award Amount | Total Jobs | Status |
|--|-----------------------------|------------------------|-------------|-------------|
| Incyte | Biopharmaceuticals | \$ 1,092,154.00 | 1803 | Not started |
| CHRF LLC | Contractor Office/Shop/Yard | \$ 250,000.00 | 67 | Complete |
| FMIVII LLC | Corrugated Box Plant | \$ 600,000.00 | 159 | Complete |
| Lakeshore Motor Company | Car Dealership | \$ 521,929.10 | 45 | Withdrawn |
| Miller Metal Fabrication | Metal Fabricator | \$ 313,000.00 | 96 | In Progress |
| NKS Distributors | Beer Distributorship | \$ 1,151,816.90 | 137 | Complete |
| Tidal Health/Peninsula Regional Health Systems | Healthcare Campus | \$ 3,570,000.00 | 150 | Not Started |
| TOTALS | - | \$ 7,498,900.00 | 2457 | - |

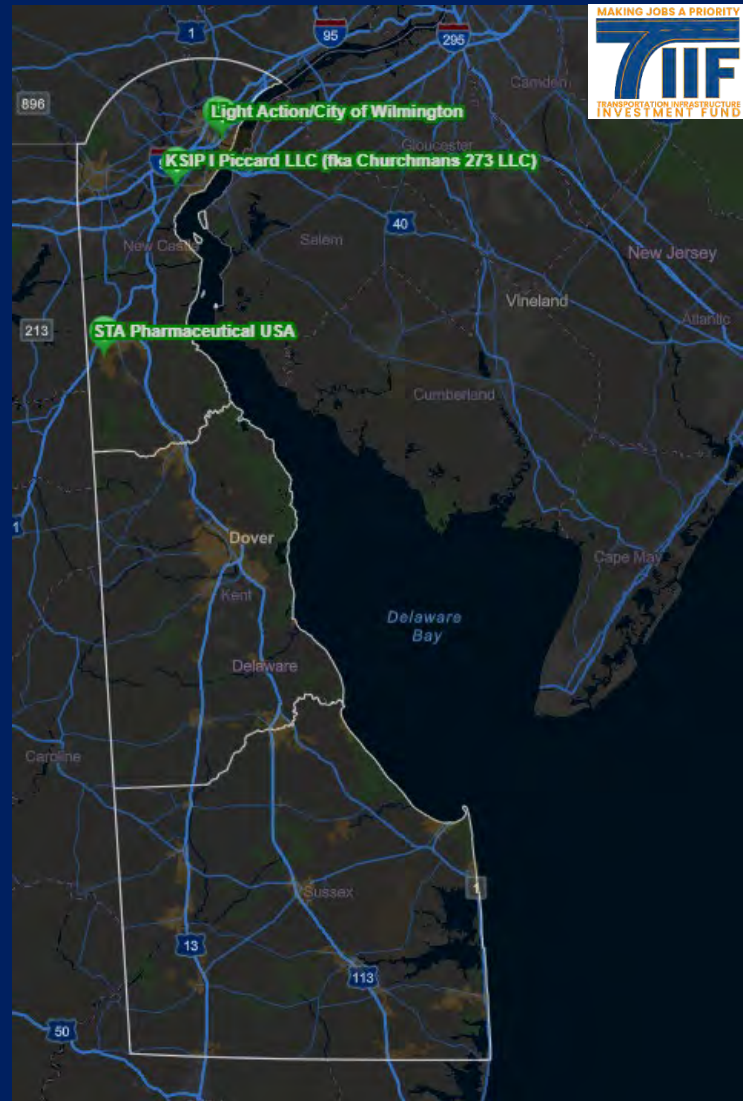
Summary of TIIF Awards by Round (Round 2)

January 26, 2021



| ROUND TWO (Grant Term Ends 2/2024) | Business Type | Award Amount | Total Jobs | Status |
|---|--|------------------------|--------------|-------------|
| 1313 Owner, LLC | Central Business District Revitalization | \$ 825,000.00 | 2800 | In Progress |
| City of Seaford - Ross Business Park | Business Park | \$ 750,156.00 | 1100 | Complete |
| Claymont Properties | Business Park | \$ 395,091.62 | 4630 | Complete |
| LPC First State Holding (fka D2 Pencader) | Logistics Center | \$ 4,489,794.93 | 182 | In Progress |
| M and E Properties, LLC | Fitness/Open Air Market | \$ 225,000.00 | 10 | Not Started |
| Whitehall Ventures | Senior Living/Fitness | \$ 1,100,000.00 | 72 | In Progress |
| TOTALS | - | \$ 7,785,042.55 | 8,794 | - |

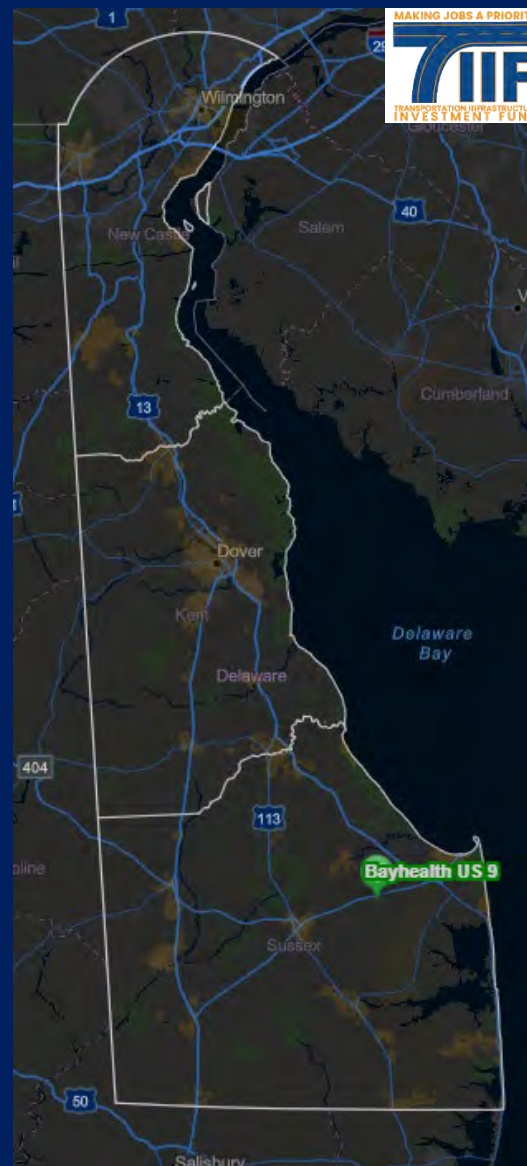
Summary of TIIF Awards by Round (Round 3) July 6, 2021



| ROUND THREE (Grant Term Ends 11/2024) | Business Type | Award Amount | Total Jobs | Status |
|--|-------------------------|------------------------|------------|-------------|
| KSIP I Piccard LLC (fka Churchmas 273 LLC) | Logistics Center | \$ 2,500,000.00 | 90 | In Progress |
| STA Pharmaceutical USA | Pharmaceuticals | \$ 2,100,000.00 | 500 | In Progress |
| Light Action/City of Wilmington | Production Stage | \$ 3,673,800.00 | 80 | Not Started |
| The Challenge Program LLC/City of Wilmington | Furniture Manufacturing | \$ 1,003,300.00 | 19 | Not Started |
| TOTALS | - | \$ 9,277,100.00 | 689 | - |

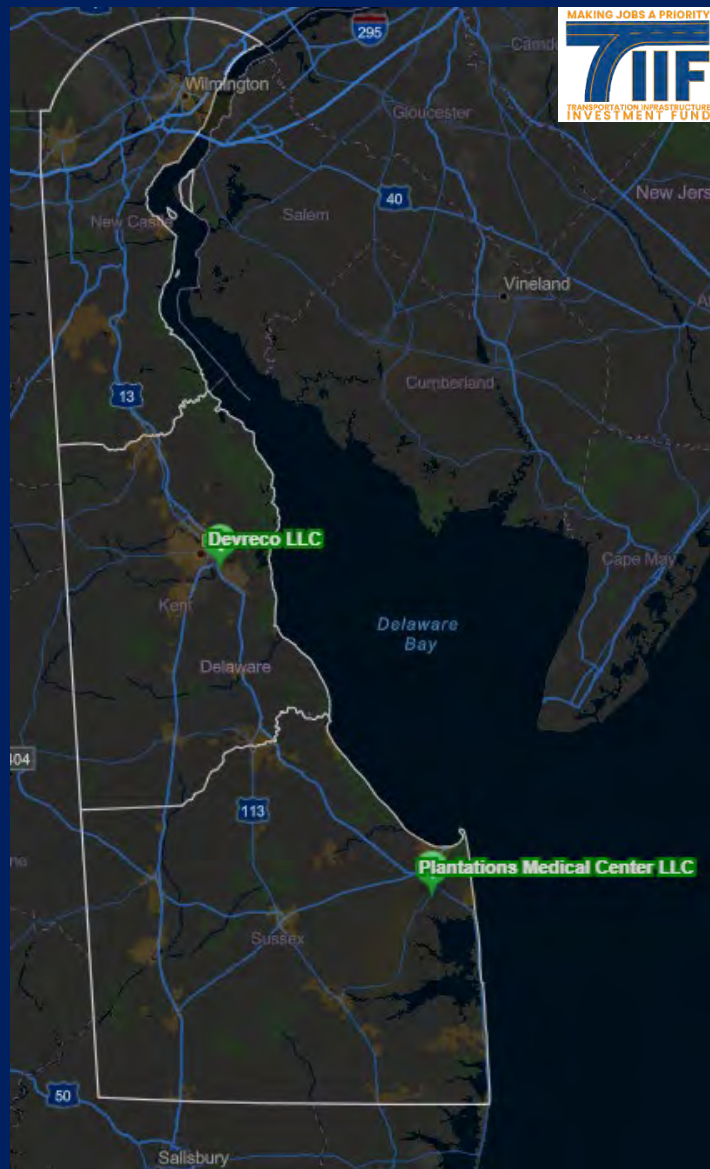
Summary of TIIF Awards by Round (Round 4)

December 15, 2021



| ROUND FOUR (Grant Term Ends 3/2025) | Business Type | Award Amount | Total Jobs | Status |
|--|-------------------|----------------------|------------|----------|
| Bayhealth Route 9 | Healthcare Campus | \$ 978,722.41 | 69 | Complete |
| TOTAL | - | \$ 978,722.41 | 69 | - |

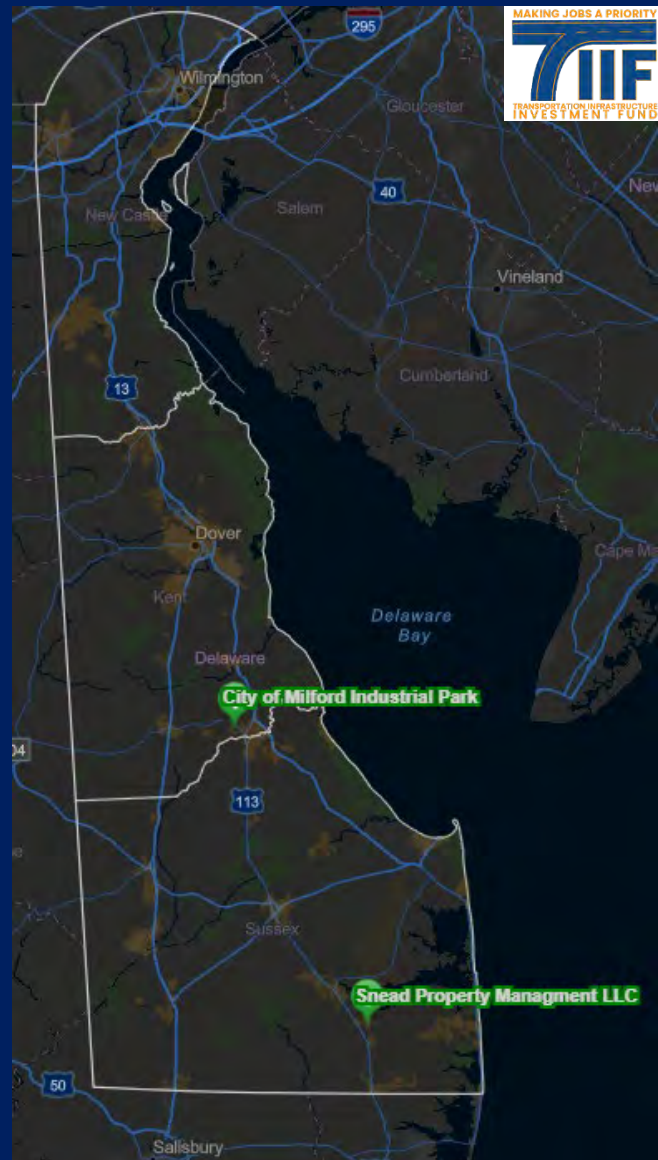
Summary of TIIF Awards by Round (Round 5) July 20, 2022



| ROUND FIVE (Grant Term Ends 8/2025) | Business Type | Award Amount | Total Jobs | Status |
|-------------------------------------|-------------------|------------------------|------------|-------------|
| Devreco LLC | Logistics Center | \$ 396,814.00 | 37 | In Progress |
| Plantations Medical Center LLC | Healthcare Campus | \$ 1,685,979.36 | 161 | Complete |
| TOTAL | - | \$ 2,082,793.36 | 198 | - |

Summary of TIIF Awards by Round (Round 6)

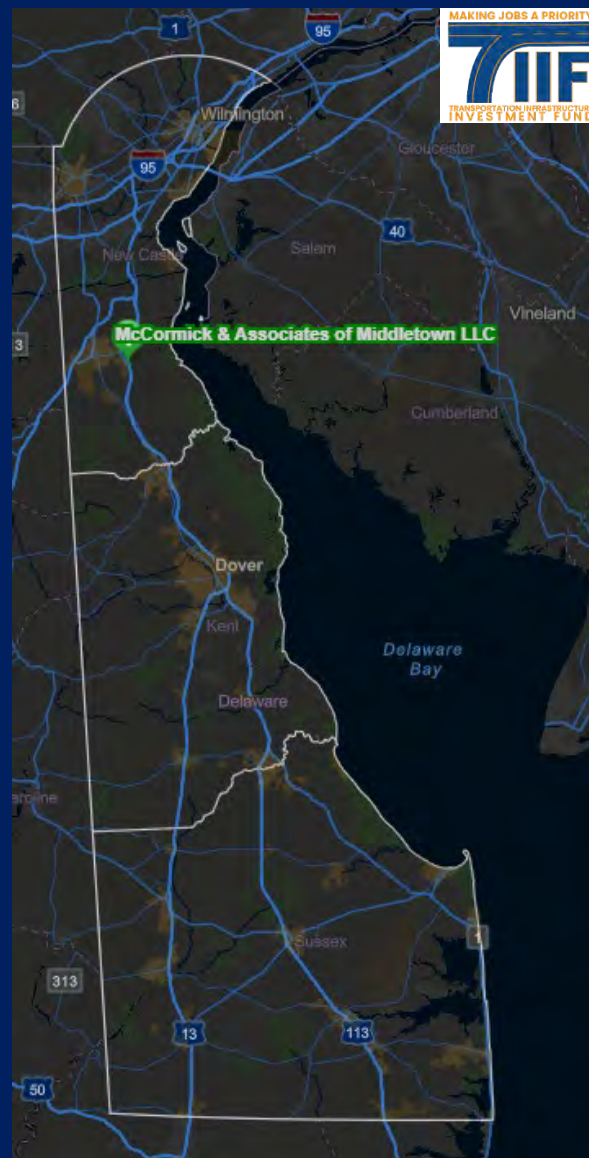
November 16, 2022



| ROUND SIX (Grant Term Ends 2/2026) | Business Type | Award Amount | Total Jobs | Status |
|---------------------------------------|---------------|------------------------|------------|-------------|
| Snead Property Management LLC | Office Space | \$ 128,005.36 | 24 | Complete |
| City of Milford Industrial Park | Business Park | \$ 2,766,799.89 | 43 | Not Started |
| TOTAL | - | \$ 2,894,805.25 | 67 | - |

Summary of TIIF Awards by Round (Round 7)

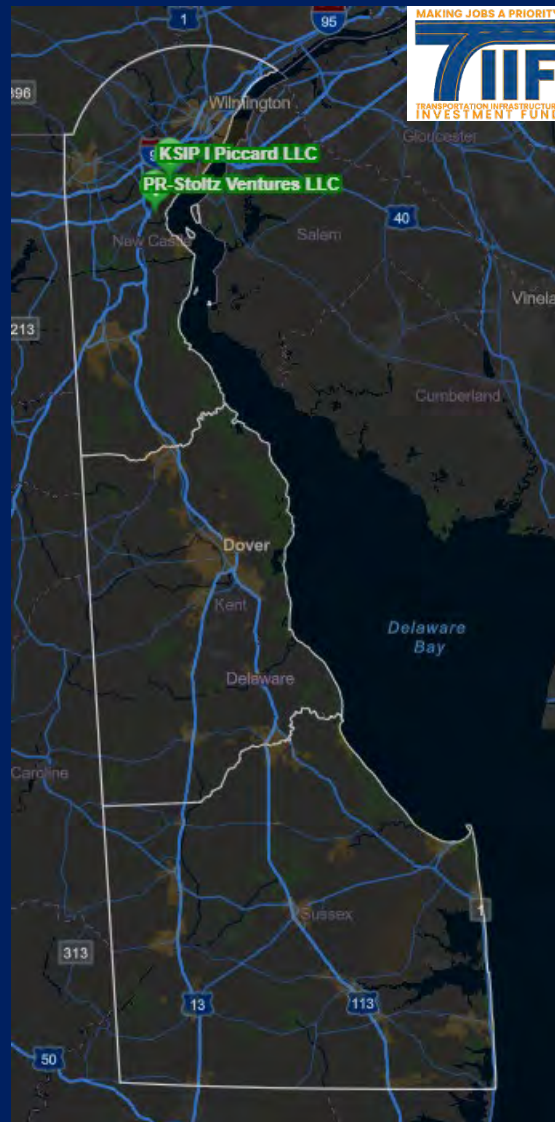
May 18, 2023



| ROUND SEVEN (Grant Term Ends 6/2026) | Business Type | Award Amount | Total Jobs | Status |
|--|--------------------|----------------------|------------|-------------|
| McCormick & Associates of Middletown LLC | Healthcare Offices | \$ 105,298.00 | 14 | Not Started |
| TOTAL | - | \$ 105,298.00 | 14 | - |

Summary of TIIF Awards by Round (Round 8)

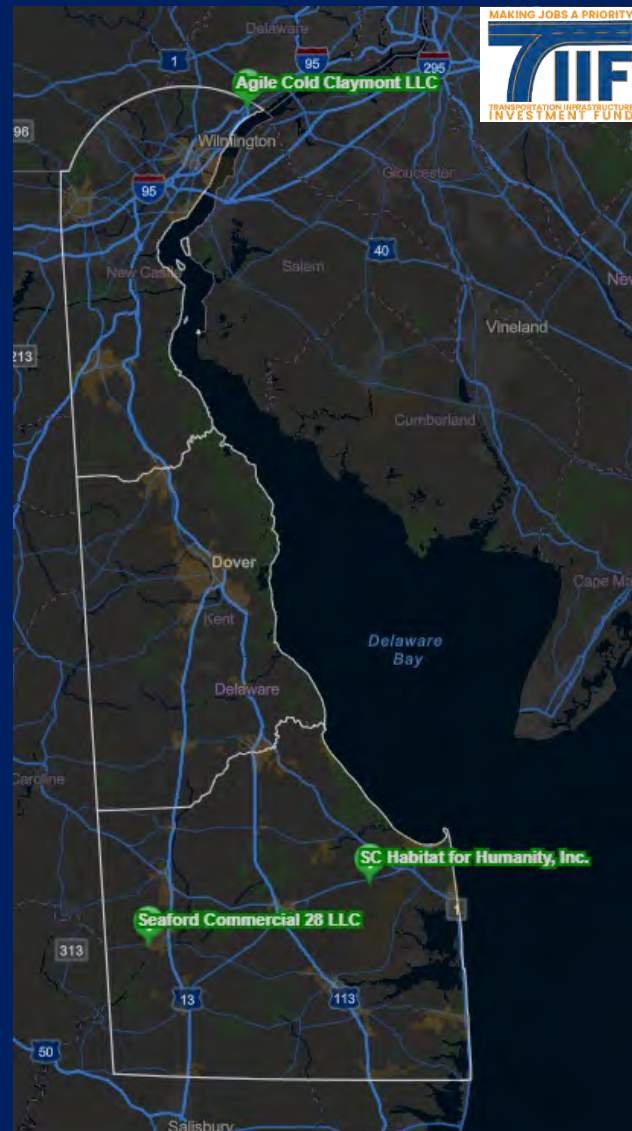
July 26, 2023



| ROUND EIGHT (Grant Term Ends 8/2026) | Business Type | Award Amount | Total Jobs | Status |
|---|--------------------|------------------------|------------|-------------|
| PR-Stoltz Ventures LLC | Logistics Offices | \$ 4,028,130.00 | 610 | In Progress |
| KSIP I Piccard LLC | Logistical Offices | \$ 2,900,855.00 | 135 | In Progress |
| TOTAL | - | \$ 6,928,985.00 | 745 | - |

Summary of TIIF Awards by Round (Round 9)

November 16, 2023



| ROUND NINE (Grant Term Ends 12/2026) | Business Type | Award Amount | Total Jobs | Status |
|--------------------------------------|-------------------------------------|------------------------|------------|-------------|
| Agile Cold Claymont LLC | Cold Storage | \$ 2,342,581.00 | 130 | Not Started |
| Seaford Commercial 28 LLC | Workforce Training Hub | \$ 4,695,879.00 | 115 | Not Started |
| SC Habitat for Humanity, Inc. | Nonprofit Retail/Affordable Housing | \$ 1,969,000.00 | 43 | Not Started |
| TOTALS | - | \$ 9,007,460.00 | 288 | - |

Completed Projects through 2023

Round One

CHRF LLC – Contractor Office/Sales/Yard

Downing Drive cul de sac, City of Wilmington

Completed October 2021

Award Amount \$250,000.00

Actual Reimbursement Amount \$245,824.35



Completed Projects through 2023 (continued)

Round One

FMIVII, LLC – Corrugated Box Plant

New Burton Road Improvements, Traffic Signal

Completed May 2023

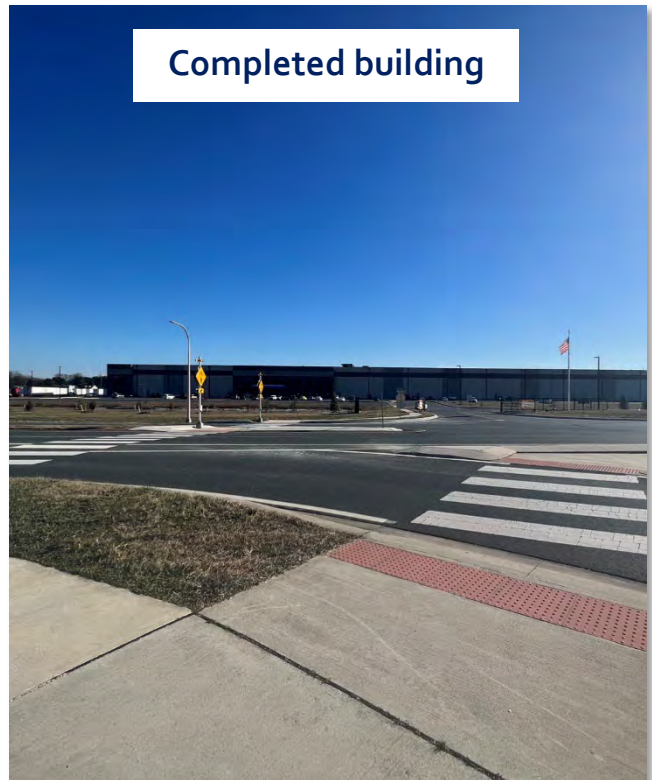
Award Amount \$600,000.00

Actual Reimbursement Amount \$527,873.00

Completed road improvements



Completed building



Completed Projects through 2023 (continued)

Round One

NKS Distributors, LLC – Beer Distributor

Big Woods Road Improvements, Traffic Signal

Completed July 2023

Award Amount \$1,151,816.90

Actual Reimbursement Amount \$1,151,816.90



Completed traffic signal



Completed road improvements



Completed building

Completed Projects through 2023 (continued)

Round Two

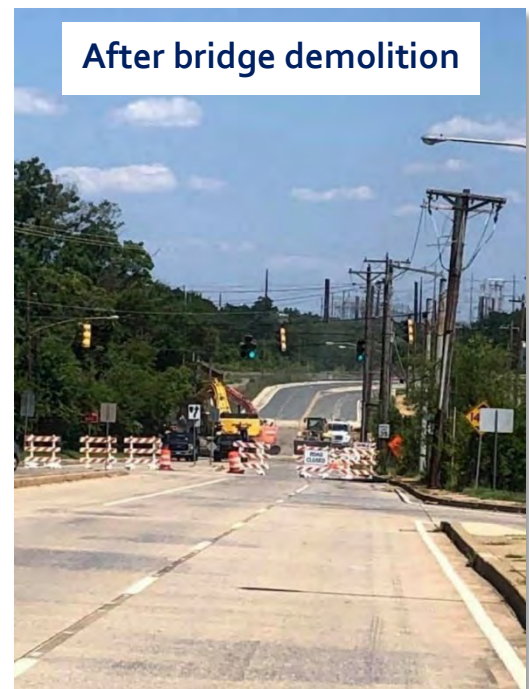
Claymont Properties, LLC – First State Crossing Redevelopment/Warehousing

Bridge Demolition, Philadelphia Pike

Completed March 2022

Award Amount \$395,091.62

Actual Reimbursement Amount \$394,345.86



Completed Projects through 2023 (continued)

Round Two

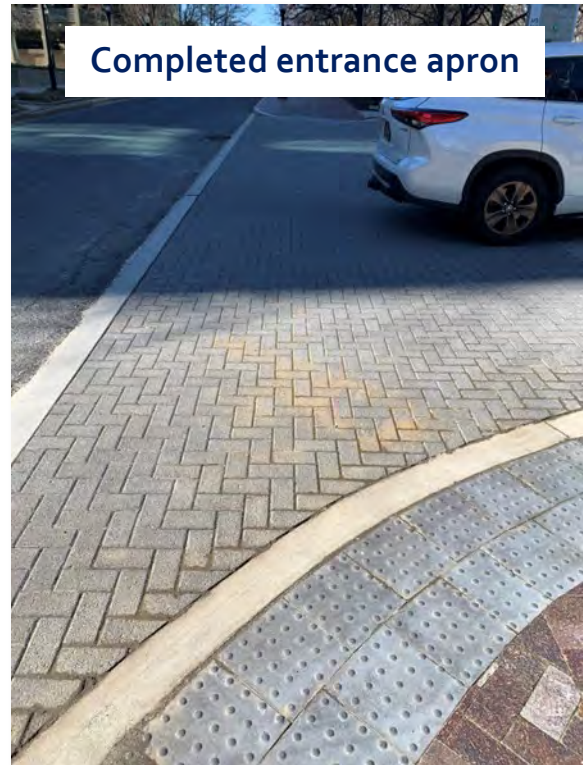
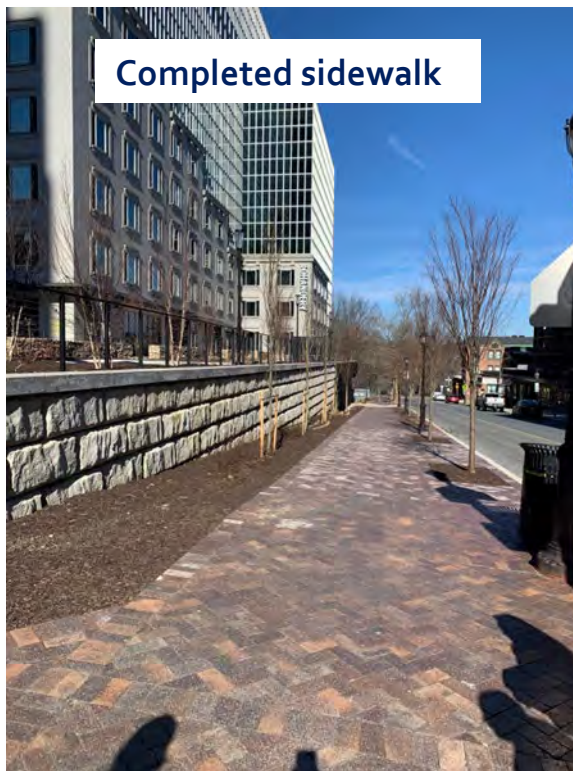
1313 Owner, LLC – Office Building Redevelopment

Intersection Improvements West 13th Street at Orange and North Market Streets, Sidewalk

Partially completed March 2023, full completion pending coordination with City

Award Amount \$825,000.00

Actual Partial Reimbursement Amount \$132,250.00



Completed Projects through 2023 (continued)

Round Two

City of Seaford, Ross Business Park – Business Park

Herring Run Road Improvements

Completed May 2023

Award Amount \$750,156.00

Actual Reimbursement Amount \$750,156.00



Completed road improvements



Completed shared use path and stormwater

Completed Projects through 2023 (continued)

Round Four

Bayhealth Route 9– Healthcare Campus

Hudson Road Improvements and Shared Use Path

Completed July 2023

Award Amount \$978,722.41

Actual Reimbursement Amount \$906,673.50



Completed building and road improvements



Completed shared use path

Completed Projects through 2023 (continued)

Round Five

Plantations Medical Center, LLC – Healthcare Campus

Plantation Road Improvements and Shared Use Path

Completed December 2023

Award Amount \$1,685,979.36

Actual Reimbursement Amount \$1,685,979.36



Completed Projects through 2023 (continued)

Round Six

Snead Property Management, LLC – Office Space

Vines Creek Road Improvements and Sidewalk

Completed December 2023

Award Amount \$128,005.36

Actual Reimbursement Amount \$128,005.36



TIIF Program Improvements

Since its inception in 2019, TIIF has undergone continuous program improvement to better serve the needs of the stakeholders, with an emphasis on communications and marketing.

Communications

Making sure the benefits of the TIIF grant are understood by the economic development and business communities has been a priority from the beginning. TIIF presentations have occurred in multiple public meetings and networking forums, such as the Small Business Development Center (SBDC) events, economic development workshops, engineering educational workshops, and development summits.

Marketing

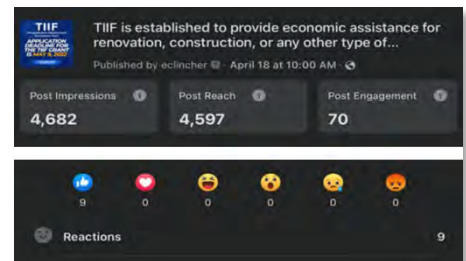
Several documents have been created to showcase the availability and accessibility of the TIIF grant. For example, TIIF at a Glance (AAG) is a one-page high level document featuring a grantee testimonial. AAG was deployed to the Committee of 100, chambers of commerce and economic development offices throughout the state.

Strategies to keep TIIF in the public awareness include both a social media and DelDOT landing page presence one month prior to application deadlines, along with email blasts to subscribing customers. A short description and link to the TIIF webpage is also located on the DSB website under "Incentives Programs."

Resources

A Frequently Asked Questions (FAQ) document explains TIIF grant eligibility and the process for prospective applicants.

The Council adopted Employment Standard Guidelines in an effort to align Delaware's economic development grants. The guidelines provide a detailed definition of "direct, quality, permanent, full-time jobs" as referenced in Delaware Code and pertaining to TIIF.



Future Initiatives

Efficiency

Recognizing that process efficiency is one of the governor's priorities, a secure online TIIF application is in the preliminary stages of investigation for possible future implementation.

Code Changes

Several additions to Delaware Administrative Code Title 2, §2312 are anticipated to address ongoing requests of grantees. These include:

- New Section 7 – Assignment. This section will provide guidance and process for reassignment of awarded grants from one entity to another, both for related entities and unrelated entities.
- New Section 8 – Interim Payments. This section will provide guidance and process for grantees to request interim payments.

For additional information or questions regarding the content of this report, please email
DelDOT_TIIF@delaware.gov