



TIIF Council Meeting

11/14/2024

Agenda

- ▶ Welcome and Introductions
- ▶ Approval of the July 30, 2024, Meeting Minutes
- ▶ Status of Previous Approvals
- ▶ Review of and Vote on Requests for Extension/Progress Payments*
- ▶ Summary of TIIF Program Improvements
- ▶ Public Comment
- ▶ Future Meeting Announcement
- ▶ Adjournment

*Including Executive Session (AS NECESSARY), Public Comment and Council Vote



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

2024 Delaware Total Fatalities
as of 11/13/24

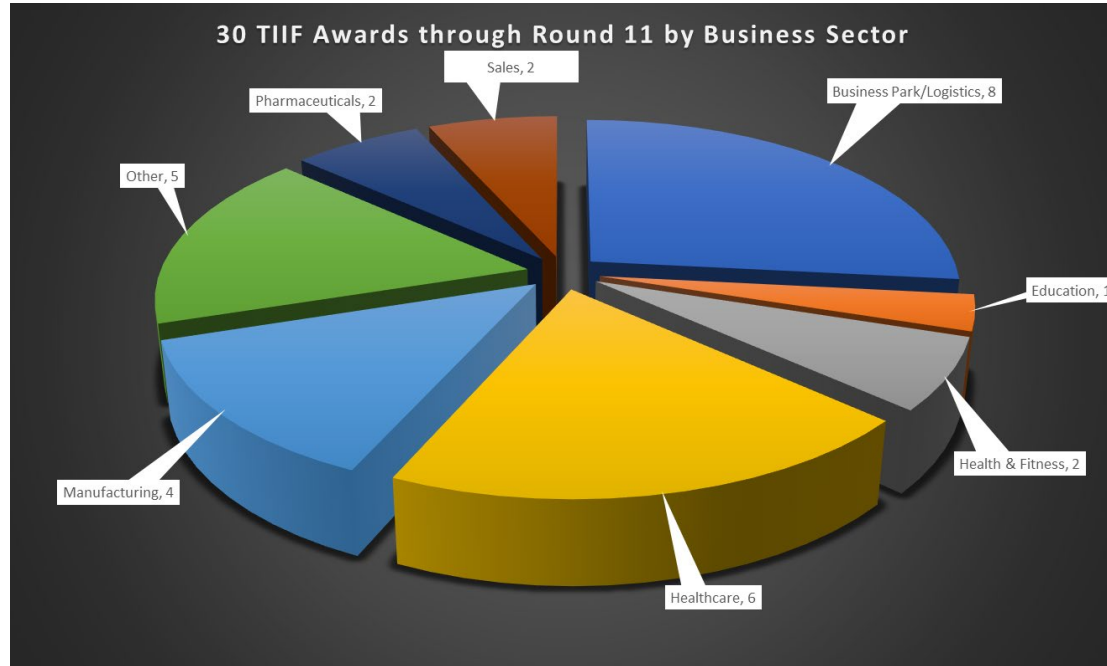
	2024	2023			2022			
	Year-to-date	Year-to-Date		Total	Year-to-Date	Total		
Fatalities	118	123	↓ -4%	137	135	↓ -13%	164	
Delaware Residents	99	97	↑ +2%	110	100	↓ -1%	119	
Person Types								
Vehicle Occupant	62	82	↓ -24%	89	81	↓ -23%	103	
Pedestrian	26	21	↑ +24%	28	27	↓ -4%	32	
Bicyclist	5	5	↑ +0%	5	6	↓ -17%	7	
Motorcyclist	20	14	↑ +43%	14	20	↑ +0%	21	
Other Person Type	5	1	↑ +400%	1	1	↑ +400%	1	
Crash Types								
Curve Related	20	27	↓ -26%	28	15	↑ +33%	19	
Roadway Departure	40	66	↓ -39%	69	44	↓ -9%	55	
Intersection Related	45	30	↑ +50%	37	44	↑ +2%	50	
Median Crossover	0	8	↓ -100%	8	6	↓ -100%	8	
Wrong Way	4	1	↑ +300%	1	5	↓ -20%	7	
Work Zone	5	9	↓ -44%	9	3	↑ +67%	4	

BECOME A HERO TOWARD ZERO

**HELP
EDUCATE
REINFORCE
ORGANIZE**

BE DELAWARE.
TOWARD
ZERO
DEATHS
[BEDELAWARE.DELOTT.GOV](https://delaware.deldot.gov)

Status of Previous Approvals



Total amount awarded to date:

\$50,726,811.03

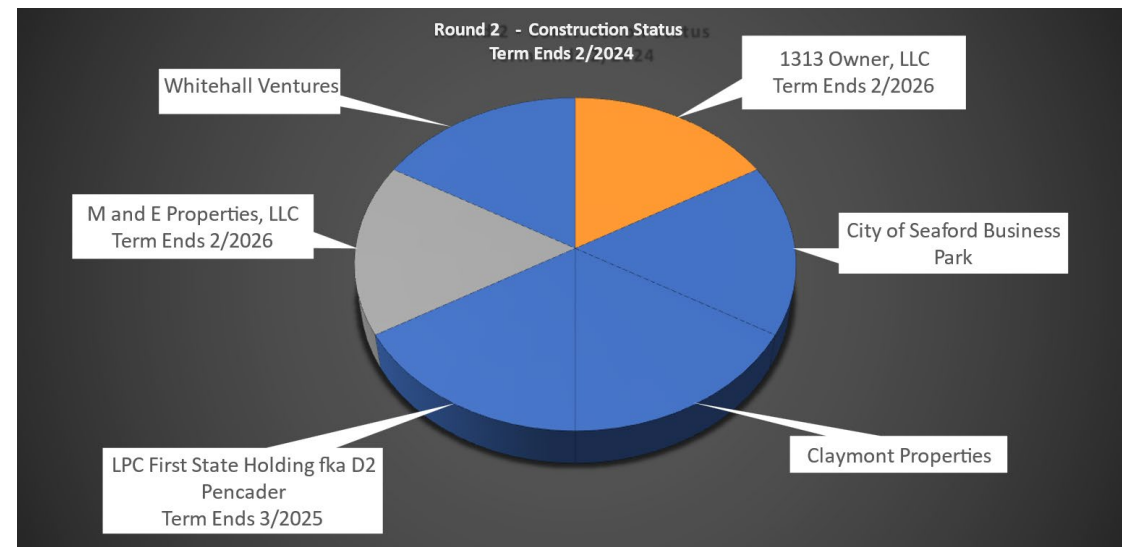
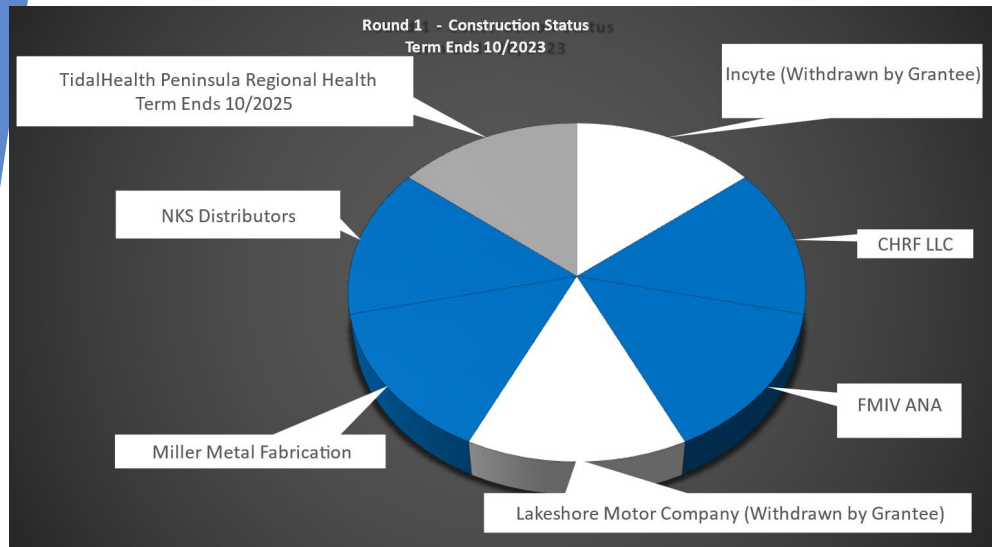
Total jobs created/maintained: **11,705**

Current Amount Available for Awards:

\$13,293,188.97

Project Name	Awarded Amount	Total Jobs	# of Jobs Created	# of Jobs Relocated/Maintained	Construction Started Y/N/C(omplete)
ROUND ONE (Term Ends 10/2023)					
Incyte (Grant term extended to 10/2025) FORFEITED GRANT as of 3/2024	\$ -	0	0	0	N/A
CHRF LLC	\$ 250,000.00	67	18	49	C
FMVII LLC	\$ 600,000.00	159	159		C
Lakeshore Motor Company FORFEITED GRANT as of 10/2023	\$ -	0	0	0	N/A
Miller Metal Fabrication	\$ 313,000.00	96	6	90	C
NKS Distributors	\$ 1,151,816.90	137	4	133	C
TidalHealth Peninsula Regional, Inc. (Grant term extended to 10/2025)	\$ 3,570,000.00	150	150		N
TOTAL	\$ 5,884,816.90		337	272	
ROUND TWO (Term Ends 2/2024)					
1313 Owner, LLC (Grant term extended to 2/2026)	\$ 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 (Grant term extended to 2/2026)	\$ 225,000.00	10	8	2	N
Whitehall Ventures	\$ 1,100,000.00	72	72		C
TOTAL	\$ 7,785,042.55		6992	1802	
ROUND THREE (Term Ends 11/2024)					
KSIP I Piccard LLC (fka Churchmas 273 LLC) (Grant term ends 3/2026)	\$ 2,500,000.00	90	90		Y
STA Pharmaceutical USA	\$ 2,100,000.00	500	500		Y
Light Action/City of Wilmington (Grant term extended to 11/2027)	\$ 3,673,800.00	80	16	64	N
The Challenge Program LLC/City of Wilmington (Grant term extended to 11/2027)	\$ 1,003,300.00	19	12	7	N
TOTAL	\$ 9,277,100.00		618	71	
ROUND FOUR (Term Ends 3/2025)					
Bayhealth Route 9	\$ 978,722.41	69	61	8	C
TOTAL	\$ 978,722.41		61	8	
ROUND FIVE (Term Ends 8/2025)					
Devreco LLC	\$ 396,814.00	37	37		C
Plantations Medical Center LLC	\$ 1,685,979.36	161	161		C
TOTAL	\$ 2,082,793.36		198		
ROUND SIX (Term Ends 2/2026)					
Snead Property Management LLC	\$ 128,005.36	24	24		C
City of Milford Industrial Park	\$ 2,766,799.89	43	43		N
TOTAL	\$ 2,894,805.25		67		
ROUND SEVEN (Term Ends 6/2026)					
McCormick & Associates of Middletown LLC	\$ 105,298.00	14	8	6	N
TOTAL	\$ 105,298.00		8	6	
ROUND EIGHT (Term Ends 8/2026)					
PR-Stoltz Ventures LLC	\$ 4,028,130.00	610	610		Y
KSIP I Piccard LLC (Add'l funding term ends 8/2025)	\$ 2,900,855.00	135	135		Y
TOTAL	\$ 6,928,985.00		745		
ROUND NINE (Term Ends 12/2026)					
Agile Cold Claymont LLC	\$ 2,342,581.00	130	130		Y
Seaford Commercial 28 LLC	\$ 4,695,879.00	115	115		N
SC Habitat for Humanity, Inc.	\$ 1,969,000.00	43	17	26	N
TOTAL	\$ 9,007,460.00		262	26	
ROUND TEN (Term Ends 5/2027)					
City of Milford Funding Increase (Grant term ends 2/2026)	\$ 2,283,730.37				N
FDPN Management LLC (Manufacturing/Distribution/Warehouse)	\$ 974,505.59	140	140		N
Lewes Georgetown Professional Park (Healthcare Offices)	\$ 1,979,089.00	48	24	24	N
TOTAL	\$ 5,237,324.96		164	24	
ROUND ELEVEN (Term Ends 09/2027)					
SCMC Long Neck LLC	\$ 544,462.60	44	20	24	N
TOTAL	\$ 544,462.60	44	20	24	
GRAND TOTALS					
	\$ 50,726,811.03		9472	2233	

Status of Previous Approvals (continued)

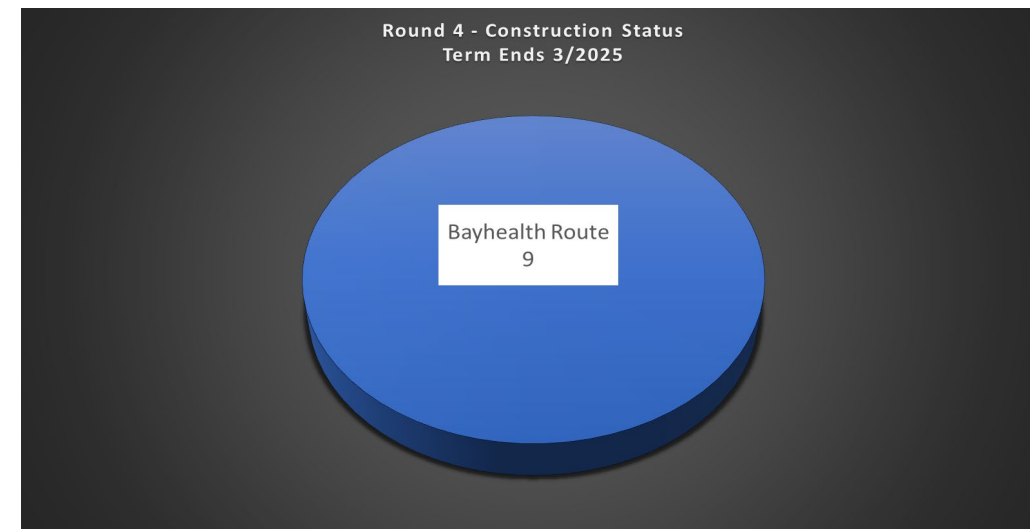
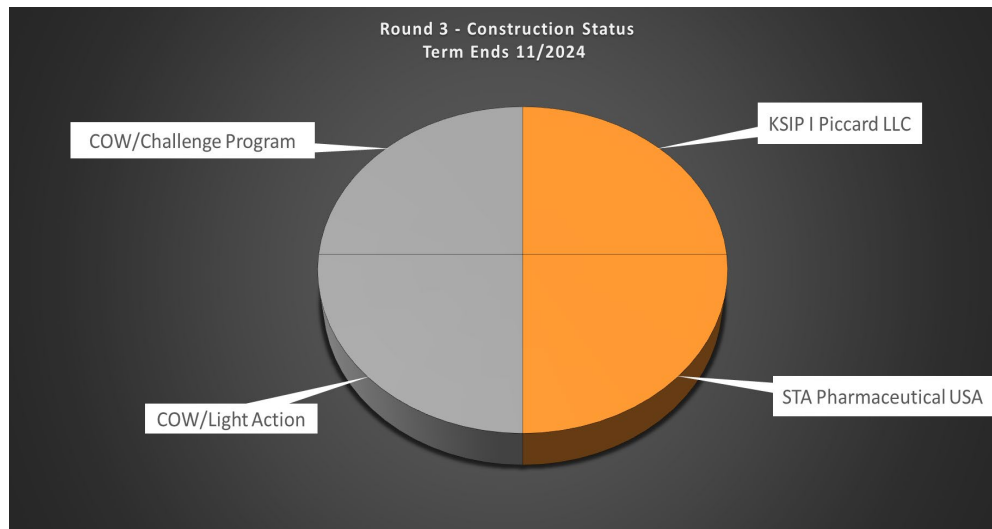


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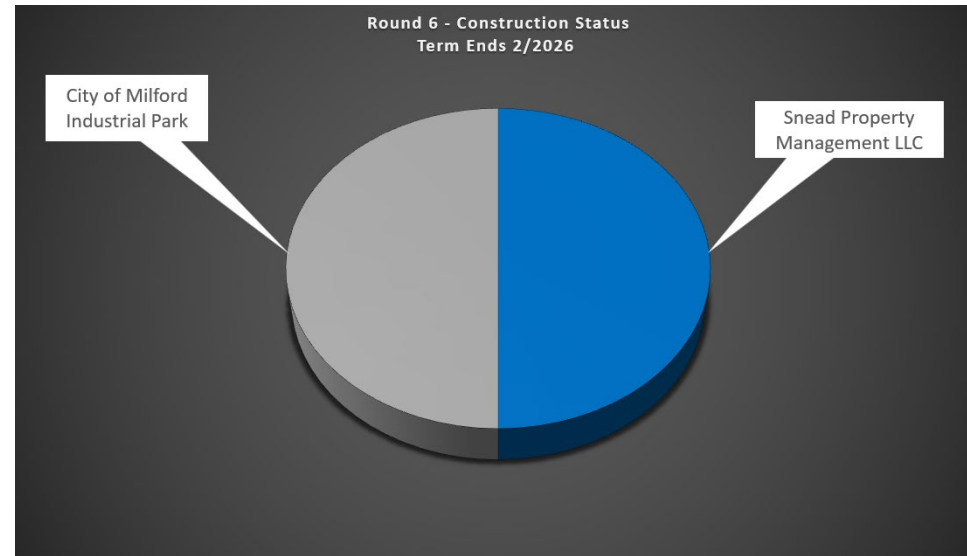
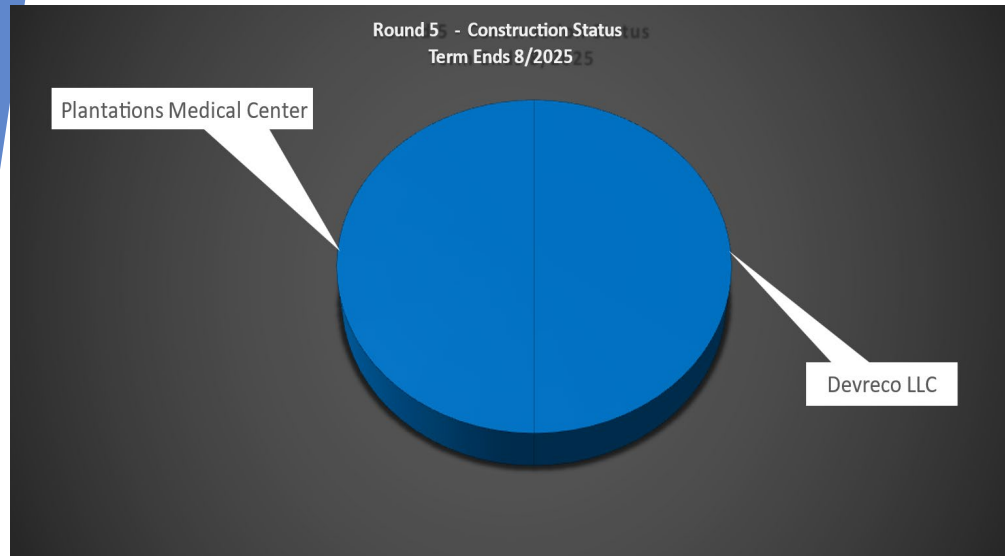
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In Progress

Not Started



Status of Previous Approvals (continued)

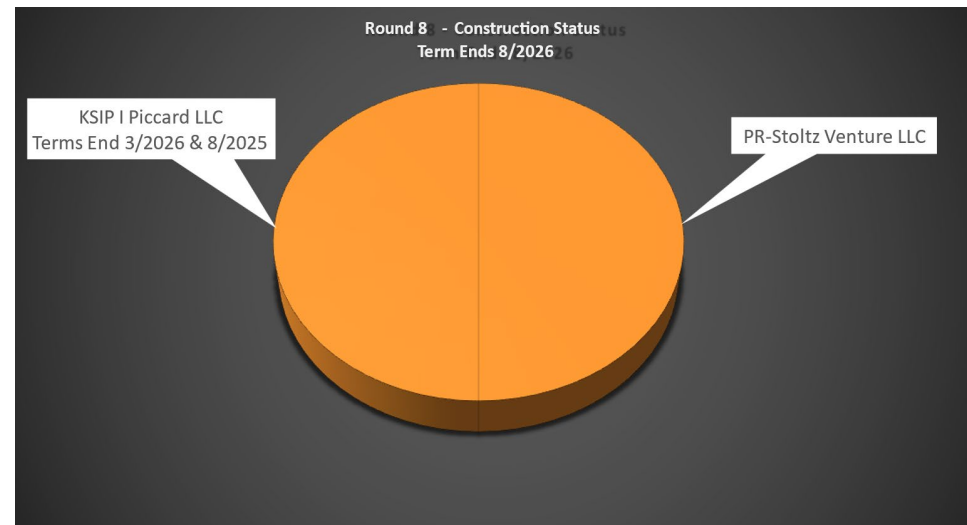


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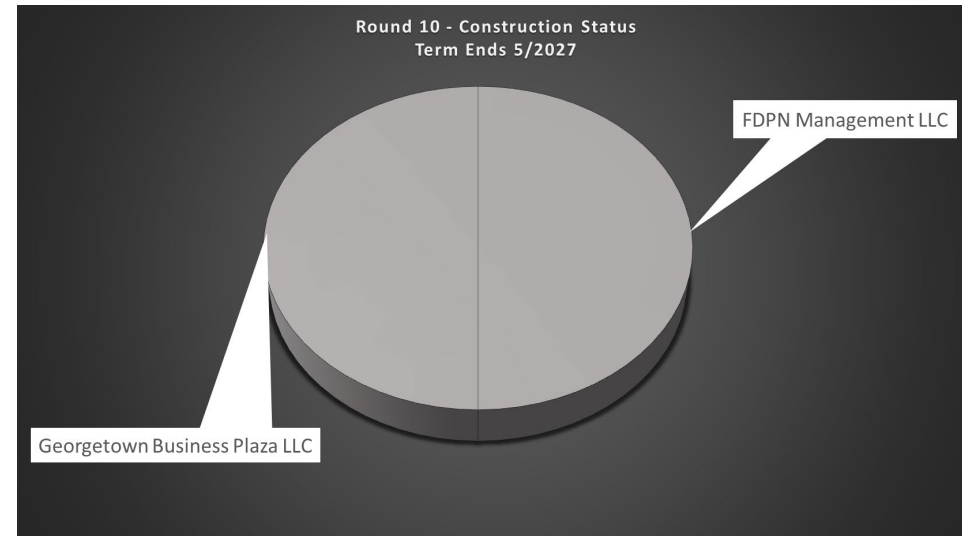
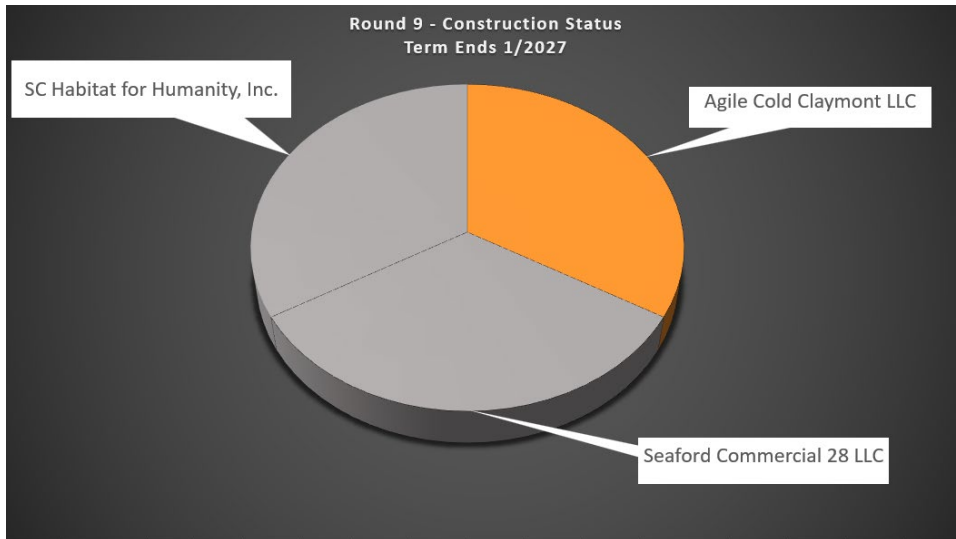
Complete

In Progress

Not Started



Status of Previous Approvals (continued)

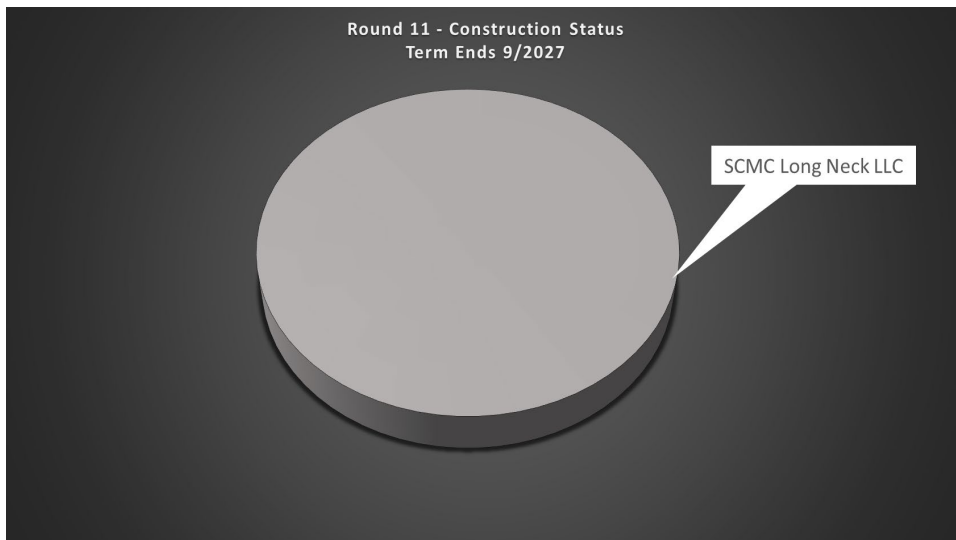


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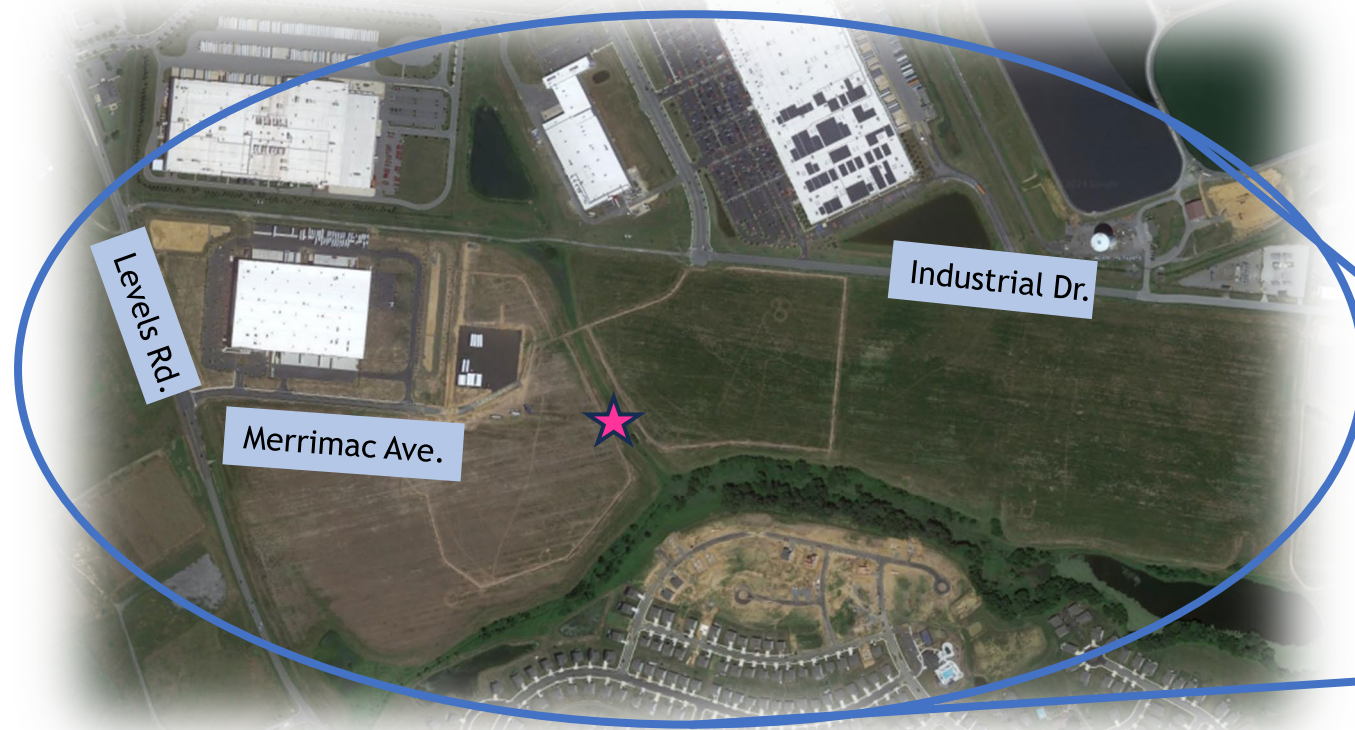
Complete

In Progress

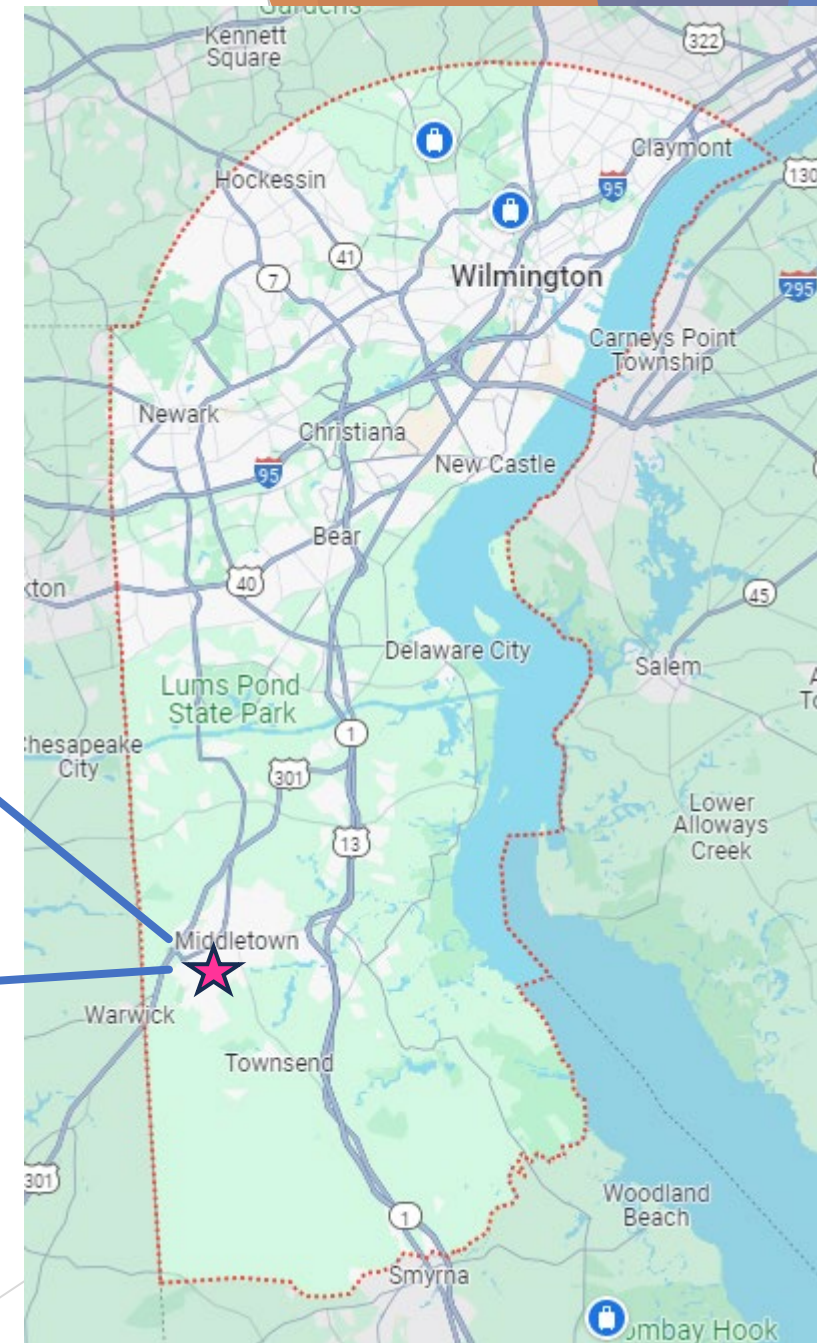
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STA Pharmaceutical USA (Round 3) Extension Request



610, 640, 650 & 660 Merrimac Avenue,
Middletown



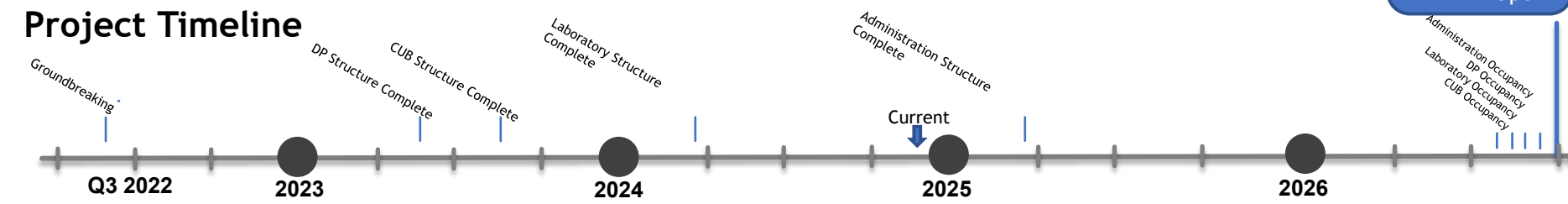
STA Pharmaceutical USA

- ▶ Project Description: Phase I includes 461,190 sf across four buildings, with an anchor Drug Product manufacturing facility of 291,300 sf. All four buildings are under construction.
 - ▶ Approved in Round 3 for an award of \$2,100,000.00 with 500 jobs in Year 3
 - ▶ TIIF Agreement dated November 2021
 - ▶ Project delays due to supply chain delays in manufacturing equipment and design changes have extended Day One operations to the fourth quarter of 2026
 - ▶ Anticipated Town of Middletown acceptance of Merrimac Avenue is 11/19/24
 - ▶ Anticipated DelDOT permit for construction of SUP on Levels Road is 12/2024
- ▶ TIIF Scope of Work:
 - ▶ Construct new Merrimac Avenue connector between Levels Road and Industrial Drive
 - ▶ Shared-use path along Levels Road from Merrimac Avenue to Deep Creek
- ▶ Employment Standard: No Changes

STA Pharmaceutical USA

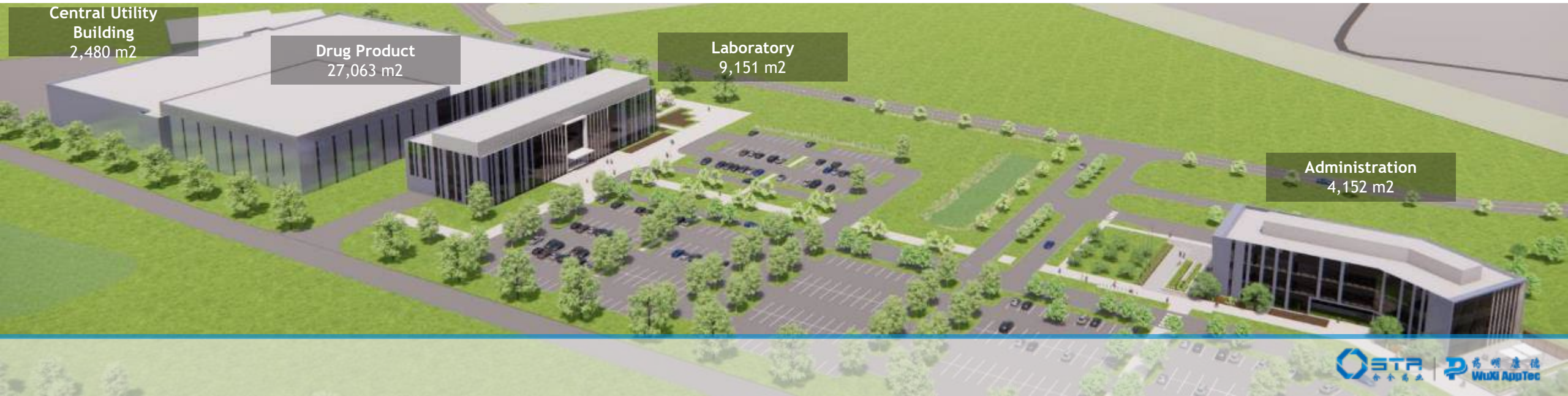


Project Timeline



Capabilities

- Clinical and Commercial Oral Solid Dosage
 - 1.3B units/yr
- Laboratory - Analytical and Microbiology Testing
- Packaging, Labeling and Distribution



STA Pharmaceutical – Progress Photos as of 11/4/2024



Campus from Levels Road Looking Northeast & Levels Road SUP



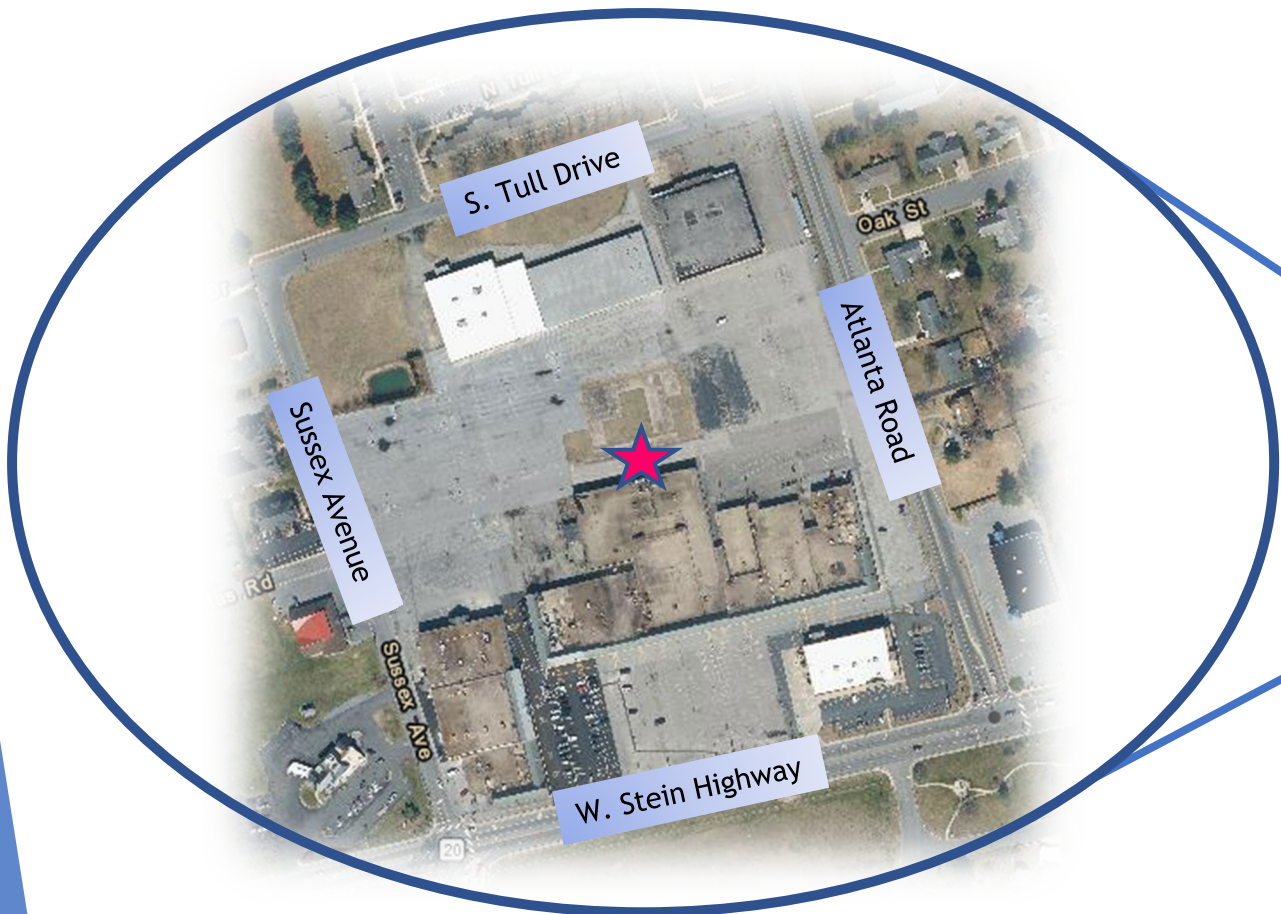
Merrimac Extension from Industrial Drive Looking Southwest

STA Pharmaceutical USA

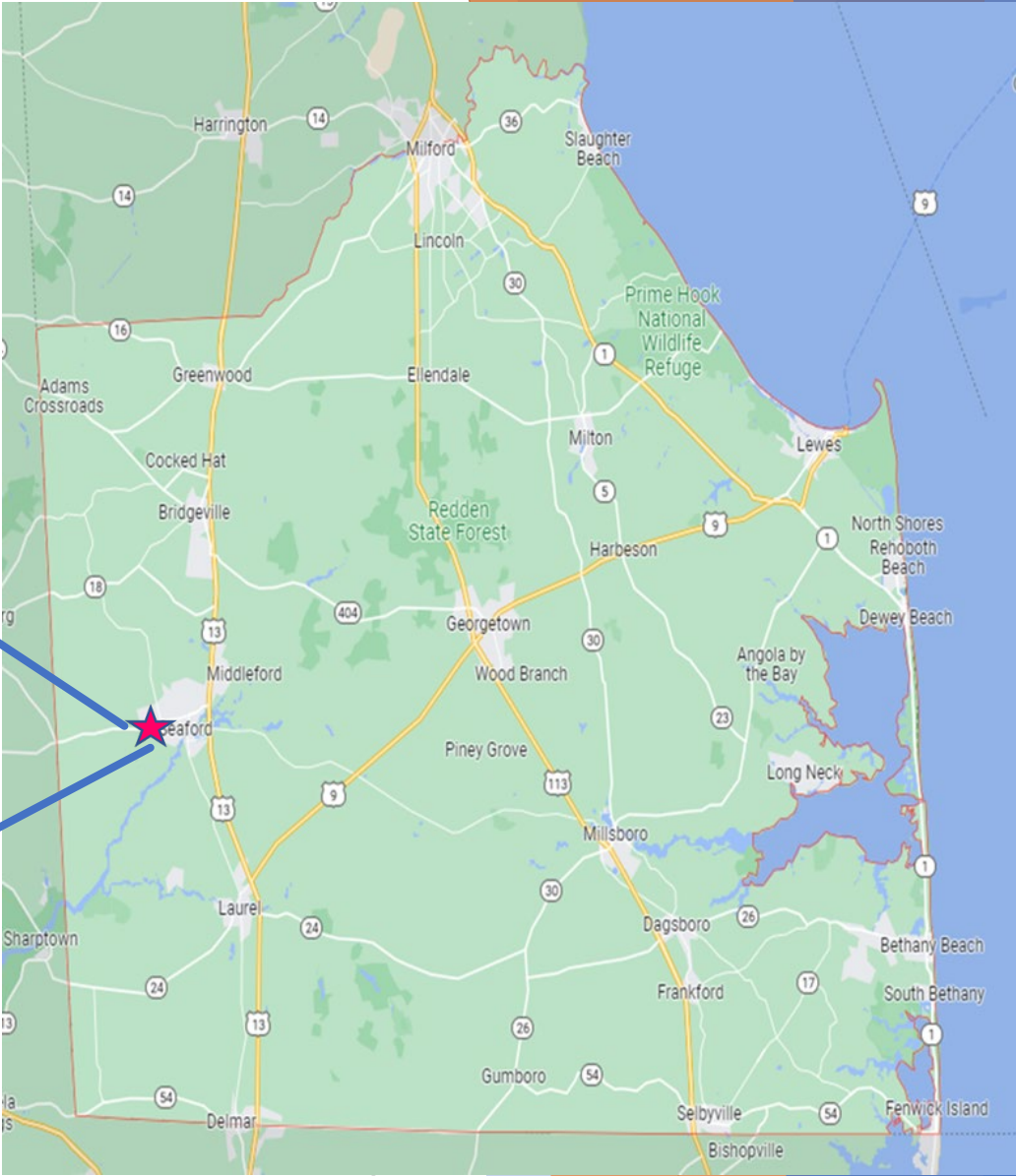
- ▶ Summary:
 - ▶ The Grantee has requested that the grant term be extended by an additional year, to expire November 24, 2025
- ▶ Discussion
- ▶ Executive Session (as necessary)
- ▶ Public Comment
- ▶ Vote

Seaford Commercial 28 LLC (Round 9)

Progress Payments Request



1023 W. Stein Highway, Seaford



Seaford Commercial 28 LLC

- ▶ Project Description: Redevelopment of former Nylon Capital Shopping Center to create a workforce training and opportunity hub, to include The Mill coworking space, an education component, a healthcare component, applied behavioral therapy center for special needs children, childcare/early childhood education totaling over 70,000 sq. ft., plus an existing and proposed retail component.
 - ▶ Approved in Round 9 for an award of \$4,695,879.00 with 115 jobs in Year 3
 - ▶ TIIF Agreement dated January 2024
 - ▶ Anticipated phasing of TIIF Scope of work due to complexity, to minimize impacts to traveling public, and to allow portions of existing shopping center to remain active during construction
- ▶ TIIF Scope of Work:
 - ▶ W. Stein Highway: Mill & overlay, updated striping, signage & curb ramps, utility relocations (underground to eliminate poles in ped facilities and out of clear zone).
 - ▶ Atlanta Road: Mill & overlay, restriping to create center 2-way left turn lane, sidewalk along site frontage, ped crossing at Oak Street, utility relocations (underground)
 - ▶ Sussex Avenue: Mill & overlay, sidewalk along site frontage, consolidate access points, additional lighting, utility relocations
 - ▶ S. Tull Drive: Mill & overlay, eliminate access points, additional lighting
 - ▶ Engineering design, construction inspection, construction contingencies and utility relocation contingencies
- ▶ Employment Standard: No Changes

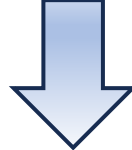
Seaford Commercial 28 LLC Progress Photos as of 10/29/2024



Looking south from Tull Drive
toward Stein Highway



Looking northeast
toward Tull/Atlanta
intersection



Stein Highway at Sussex Avenue



Seaford Commercial 28 LLC

- ▶ Summary:
 - ▶ The Applicant has requested interim progress payments:
 - ▶ Overhead utility relocations
 - ▶ City street segments (Sussex Avenue and Tull Drive)
 - ▶ DelDOT road segments (Stein Highway and Atlanta Road)
- ▶ Discussion
- ▶ Executive Session (as necessary)
- ▶ Public Comment
- ▶ Vote



Summary of TIIF Program Improvements

Employment Standard Guidelines

Adopted by Council 7/26/23

TIIF Employment Standard Guidelines

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

Definitions

For purposes of TIIF, 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 TIIF 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 TIIF based on the adopted jobs definitions:

- Projects which do not attract or retain employment opportunities
- 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.



Summary of TIIF Program Improvements

Employment Standard Guidelines

DRAFT Revisions highlighted

Significant Number

- A TIIF 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
- If the lessee or tenant of the development project is known, the employment standard must be provided by the lessee or tenant

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, excluding overtime)
- Employer-offered health benefits

Full Time

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



Summary of TIIF Program Improvements

Employment Standard Guidelines

DRAFT Revisions highlighted

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 TIIF based on the adopted jobs definitions:

- Projects which do not attract or retain employment opportunities
- Restaurants, for-profit retail, convenience stores, gas stations, hospitality, residential, mixed-use projects that incorporate one or more of these categories

Notwithstanding the foregoing, the Council reserves the right to consider funding Generally Excluded Development Type (GEDT) requests, including partial funding, based upon public benefit factors. GEDT applicants must minimally meet the following criteria:

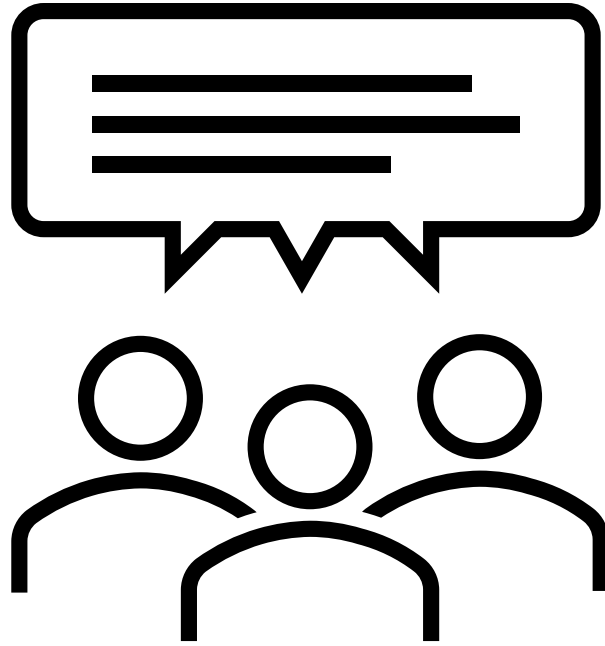
- Demonstrate by extensive narrative how their particular jobs creation differs from other similar GEDT's
 - For example: upward mobility, turnover rates, benefits, pay, educational opportunities; and
- Explain by extensive narrative and supporting documentation of qualitative and quantitative arguments how the GEDT will create or stimulate secondary jobs growth in the region of the project; and
- Provide a comprehensive environmental justice analysis (using an industry-standard screening and mapping tool such as <https://www.epa.gov/ejscreen>) of the impacts the proposed GEDT will have on the surrounding area.

The Council will also review the economic development analysis report prepared by DSB to assess economic benefit indicators associated with the GEDT.

The transportation improvements under consideration for GEDT's will be limited to improvements with direct public benefit such as increasing intersection levels of service (capacity) and/or safety improvements. Site entrances including auxiliary lanes, and frontage improvements for the purpose of enabling entrance into and egress out of the GEDT including pedestrian facilities along the frontages, which are required by DelDOT's Development Coordination Manual, or by local regulations for access to municipality-maintained streets, are considered developer-funded investments in the economic development project and are not TIIF eligible. The Council will allow DelDOT to have discretion in determining the TIIF Scope of Work.

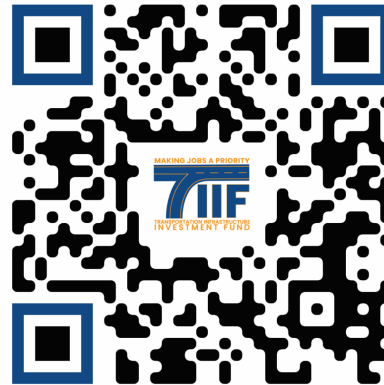
Executive Session (AS NEEDED)

Public Comment



Future Meetings

- ▶ Next submission deadline is Monday, February 10, 2025
- ▶ Next Council Meeting is Wednesday, April 30, 2025, at 11 a.m.
- ▶ 2025 Meeting dates are published on the TIIF website, de.gov/tiif



Adjourn

Thank You and
Happy Holidays!