

MAKING JOBS A PRIORITY



TIF Council Meeting 4/2/2024



Agenda

- Welcome and Introductions
- Approval of the November 16, 2023, Meeting Minutes
- Summary of TIIF Program Improvements
- Status of Previous Approvals
- Review of and Vote on Requests for Extensions and Progress Payments
- Review of and Vote on Received TIIF Grant Applications
- Executive Session (AS NECESSARY)
- Future Meetings
- Public Comment
- Adjournment





Excellence in Transportation, t

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

	Delaw		raffic F 6/23/202		es		
	2022		2021			2020	
	2022	Year	-to-Date	Totals	Year	-to-Date	Totals
Fatalities	71	51	1 39%	139	43	65%	117
Delaware Residents	53	40	1 33%	115	35	1 51%	96
		Per	son Types				
Vehicle Occupant	46	30	1 53%	83	27	1 70%	75
Pedestrian	14	9	1 56%	30	9	1 56%	25
Bicyclist	2	1	100%	2	0	1 N/A	3
Motorcyclist	9	11	♣ -18%	24	7	1 29%	14
		Cra	ish Types				
Curve Related	9	8	13%	23	6	1 50%	19
Roadway Departure	26	25	1 4%	59	18	44%	47
Intersection Related	25	16	1 56%	53	14	1 79%	32
Median Crossover	4	2	100%	7	1	1 300%	3
Wrong Way	2	0	1 N/A	0	1	100%	1
Work Zone	0	1	♣ -100%	8	1	♣ -100%	3





DELAWARE 2021-2025 Strategic Highway Safety Plan: Toward Zero Deaths

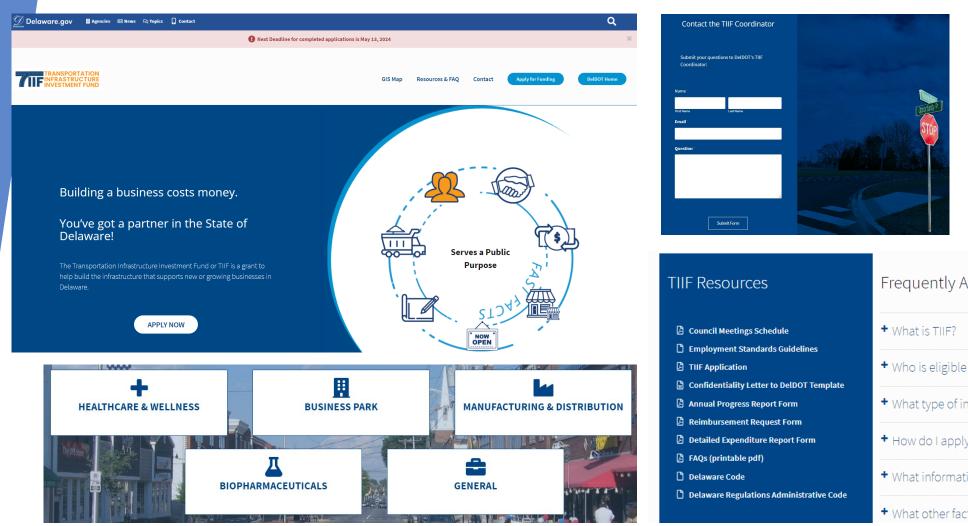


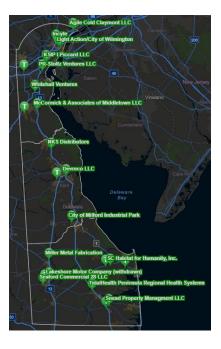
MAKING JOBS A PRIORITY

Summary of TIIF Program Improvements

New & Improved TIIF Website Launched February 2024!

https://de.gov/TIIF





	Frequently Asked Questions
e uidelines	+ What is TIIF?
elDOT Template	+ Who is eligible for the grant?
orm	+ What type of infrastructure is eligible for Grant money?
ort Form	+ How do I apply for the Grant?
ninistrative Code	+ What information is needed for the Grant application?
mistrative code	What other factors are considered in the Application review?

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

<u>Permanent</u>

- 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

1 of 2	Drafted on 6/22/2023	2 of 2
	Adopted on 7/26/2023	

TIIF 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

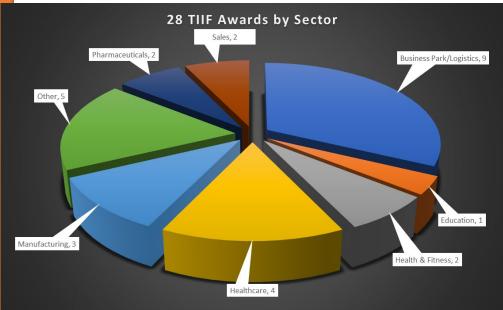
Notwithstanding the foregoing, the Council reserves the right to consider funding, including partial funding, requests based upon jobs creation and public benefit factors.

Adopted by the TIIF Council on 7/26/2023.

Drafted on 6/22/2023 Adopted on 7/26/2023

TIF

Status of Previous Approvals

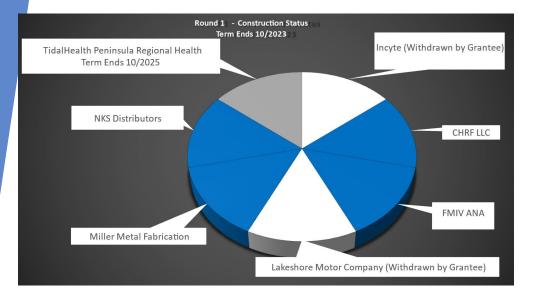


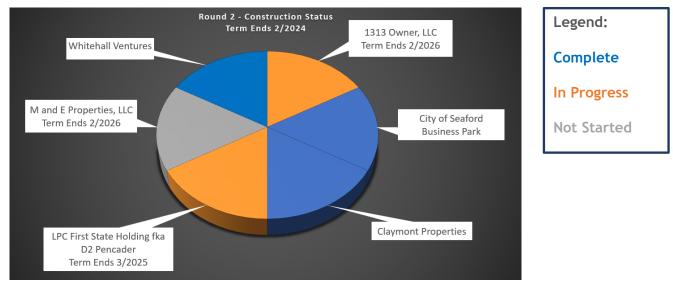
Total amount awarded to date: \$46,037,177.47 Total jobs created/maintained: 13259

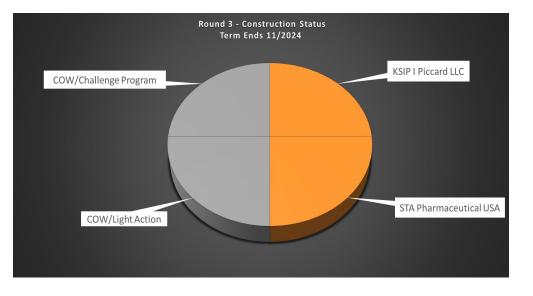
Current Amount Available for Awards: \$8,129,919.85

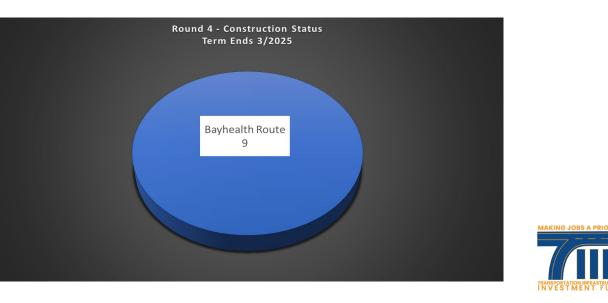
					# of Jobs	Construction
				# of Jobs	Relocated/	Started
Project Name	AWE	arded Amount		Created		
ROUND ONE (Term Ends 10/2023)		ward Amount	Total Jobs	Created	Maintaineu	
Incyte (Grant term extended to 10/2025) FORFEITED as of 3/2024	\$	1,092,154.00	1803	952	851	N
CHRF LLC	\$	250,000.00	67	18	49	C
FMIVILLC	\$	600,000.00	159	159	-13	C
Lakeshore Motor Company FORFEITED GRANT as of 10/2023	\$	000,000.00	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	100	N
TOTAL	\$	6,976,970.90	100	1289	1123	
101712		0,010,010.00		1200	1120	
ROUND TWO (Term Ends 2/2024)	Av	ward Amount	Total Jobs			
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		Ŷ
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)	Av	ward Amount	Total Jobs			
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		Ŷ
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
TOTAL	\$	9,277,100.00		618	71	
	-1			1		
ROUND FOUR (Term Ends 3/2025)	Av	ward Amount	Total Jobs			
Bayhealth Route 9	\$	978,722.41	69	61	8	С
TOTAL	\$	978,722.41		61	8	
DOUND EN/E (Term Ende 8/2025)	Δ.		Tatal Jaha			
ROUND FIVE (Term Ends 8/2025)		ward Amount	Total Jobs	07		V
Devreco LLC	\$	396,814.00	37	37		Y
Plantations Medical Center LLC	\$ \$	1,685,979.36	161	161 198		С
TOTAL	•	2,082,793.36		190		
ROUND SIX (Term Ends 2/2026)	Δυ	ward Amount	Total Jobs			
Snead Property Management LLC	\$	128,005.36	24	24		С
City of Milford Industrial Park	\$	2,766,799.89	43	43		N
TOTAL	\$	2,894,805.25	43	67		IN
		2,034,003.23		07		
ROUND SEVEN (Term Ends 6/2026)	Δν	ward Amount	Total Jobs			
McCormick & Associates of Middletown LLC	\$	105,298.00	14	8	6	N
TOTAL	\$	105,298.00	14	8	6	
	Ť	.00,200.00		0	0	
ROUND EIGHT (Term Ends 8/2026)	Av	ward Amount	Total Jobs			
PR-Stoltz Ventures LLC	\$	4,028,130.00	610	610		Y
KSIP I Piccard LLC (Add'I funding term ends 8/2024)	\$	2,900,855.00	135	135		Ŷ
TOTAL	\$	6,928,985.00		745		
				I		
ROUND NINE (Term Ends 12/2026)	Av	ward Amount	Total Jobs			
Agile Cold Claymont LLC	\$	2,342,581.00	130	130		Y
	\$	4,695,879.00	115	115		Ν
Seaford Commercial 28 LLC			10	47	26	Ν
Seaford Commercial 28 LLC SC Habitat for Humanity, Inc.	\$	1,969,000.00	43	17	20	IN
	\$ \$	1,969,000.00 9,007,460.00	43	245	26	11
SC Habitat for Humanity, Inc.		1 1	43			IN .

Status of Previous Approvals (continued)

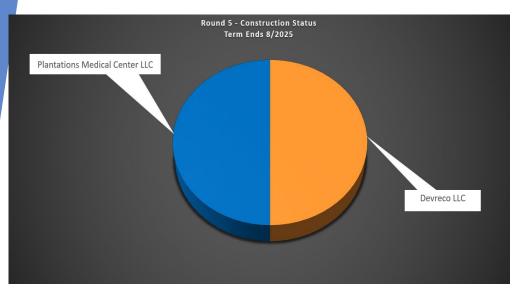


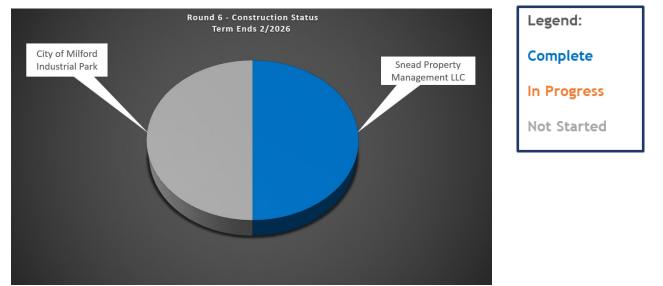


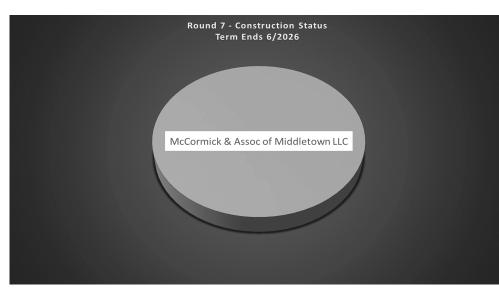


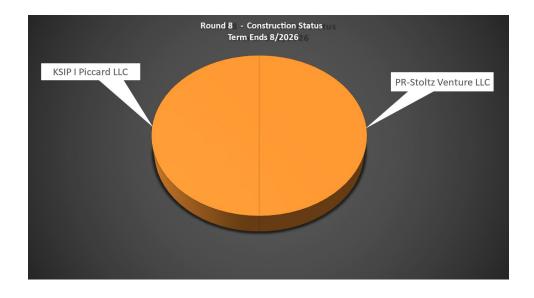


Status of Previous Approvals (continued)



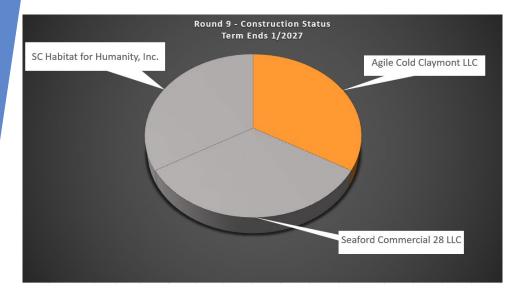








Status of Previous Approvals (continued)



Legend:
Complete
In Progress
Not Started





- Project Description: Approved in Round 3 (July 2021) as two awards totaling \$4,677,100.00
 - Light Action = \$3,673,800.00 (Prelim. Engineering = \$310,000.00)
 - Challenge Program = \$1,003,300.00 (Prelim. Engineering = \$190,000.00)
 - Signed TIIF Agreements dated November 24, 2021 (standard three-year term).

TIIF Scope of Work:

- Raise E. 7th Street (Light Action) and add drainage improvements (Challenge Program) to mitigate flood risk to properties.
- Employment Standard:
 - Light Action = 80 total jobs
 - Challenge Program = 19 total jobs



City of Wilmington/Light Action/Challenge Program Current Project Status

Flood Modeling, Design, Public Engagement

- Completed evaluation to analyze road elevation alternatives
 - Evaluated Storm Events with Tidal Influences and Sea Level Rise
 - Elevation 5, 7.5 and 9 were evaluated
- Design recommendation completed
 - Currently recommending elevation 7.5
- Completed Conceptual Roadway Designs and Drainage
 - Closed pipe network within roads
 - Temporary Access
 - Utility Impacts
- Final Design started
- Public Engagement
 - November 28, 2023
 - April 2024







PROJECT ACTIVITY							_		curren		7			F	PR	OP	os	ED	DE	SIC	GN		HEC TIM		LE PERIO	DC	(Mc	onth)														Construction:	
	1	Τ	2		3	Ι	4		5	\sim		1	7	Γ	8	Ι	9		t	10		11		1	2	1	3	:	4		15	Γ	16		1	7	Ι	18	Ι	19		2	20	
Dates	\$202/02/11 \$202/11/12 \$202/11/12	11/27/2023	12/11/2023 12/18/2023	1/1/2024	1/15/2024 1/22/2024	2/5/2024 2/5/2024	2/19/2024	3/4/2024	3/18/2024	+202/L/2	4/15/2024	¥202/502/9	5/20/2024	6/3/2024	6/10/2024 6/17/2024	5/24/2024 7/1/2024	7/15/2024	7/22/2024	+202/21/8 8/32/2024	8/19/2024	9/2/2024	9/16/2024	9/23/2024 9/30/2024	10/7/7024 10/14/2024	10/23/2024	11/4/2024	11/18/2024	1/202/2/21	12/23/2024 12/23/2024	1/6/2025	1/20/2025	5202/E/Z	2/10/2025 2/17/2025	2/24/2025 3/3/2025	3/10/2025	3/24/2022	5202/15/6	4/14/2025 4/21/2025	4/28/2025	5/12/2025	5/26/2025	6/9/2022	6/16/2025	Begin - Summer 2025
Verification validation of survey data																																												Summer 2025
Kick off Property Owner Workshop						Π															Π								Π								Π				Π			
Development of property mosaic								Π			Π			Π						\square	Π	Π							Π	Π							Π	П			Π	Π	Γ	
Review of Geotechnical Report						Π		Π			П			Π							Π	П							П	Π							П	П			Π	П		
Geotechnical Field Investigation						П		П						Π							П	П							П	Π							Π	П			Π	П		
Development of the settlement model						Π		Π		Π											Π	Π							Π	Π							Π	Π			Π	Π		
Floodplain Modeling For FEMA Compliance																																												Finish —
Floodplain Field Visit						Π	Π	Π		Π	Π			Π							Π	Π							Π	Π							Π	Π			Π	Π	Γ	FIIII3II —
Alternatives development								Π		ΓΠ	Π			Π							Π	Π							Π	Π							Π	Π			Π	Π		
Selection of preferred alternative																					П	Π							П	Π							Π				Π	Π		Summer 2027
Stakeholder Workshop #2 (Property Owner)																																												
Stakeholder Workshop #2 (All Public)						Π		Π		Π											Π								Π	Π							Π	Π			Π	Π		
Utility coordination						Π															Π	Π							П	Π							Π				Π	Π		
NTP for Roadway Design										Π											Π	Π							Π								Π	Π			Π	Π		
Development of roadway designs						Π		Π		Π											Π								Π	Π							Π	Π			Π	Π		
Utility relocation design						Π		\prod																																	Π	Π		
Drainage design						Π		Π																																	Π		\square	
30% Plan Submission						П		Π			Π			П						\square	П								П	П											П	Π	\square	
Right-of-Way Acquisition		Ш				\square	\square	Ш			Ш			Ш																							Ш	Ш			Ш	Ш		
60% Plan Submission						Ш		Ш			Ш	\square		П						\square	Ш	П							Ш	Ш		\square					П				Ш	П	Ш	MAKING JOBS & PRIORITY
Final Specifications and Cost Estimates																																									\prod			
PS&E Submission			Π			Π	П	Π		Π	Π			П						Π	Π	П		П			Т		Π	П			Т				П	П			П	П		

- The Applicant has requested a grant term extension of three years to expire November 2027
 - 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.

The Applicant has requested progress payments as follows:

Per Grant Agreement, the Grantee may apply to the Council for approval of interim progress reimbursement of less than the entire amount of the Grant without forfeiting the remainder of the Grant.

Progress Payment Submission	Anticipated Work Complete	
May 2024	Planning and Preliminary Engineering	
May 2025	Preliminary / Final Engineering, Right-of-Way, Utility Relocations, Initial Construction Activities	
May 2026	Final Engineering, Right-of-Way, Utility Relocations, Construction	
May 2027	Right-of-Way, Utility Relocations, Construction	
November 2027	Final Payment for Construction	



- Summary: The Applicant has requested a three-year grant term extension and five annual progress payments.
- Public Comment

► Discussion





City of Milford Corporate Center (Round 6) Funding Increase Request

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Road

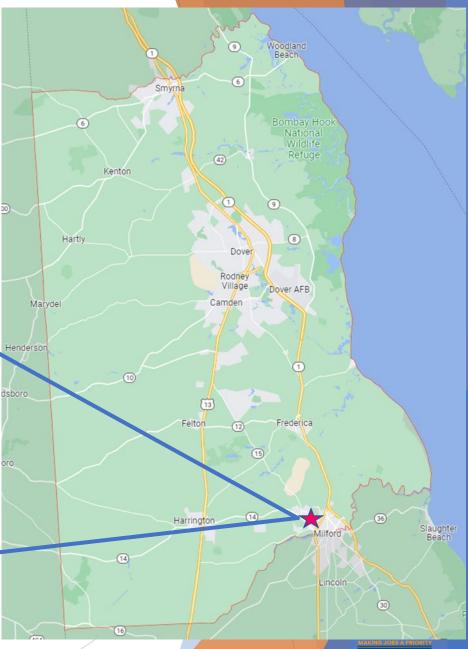
Williberty Way

Airport Road

Milford-Harrington Highway, Milford, near intersection with Canterbury Road

Church Hill Road

Milford Harrington Highway (SR 14)





City of Milford Corporate Center (Round 6)

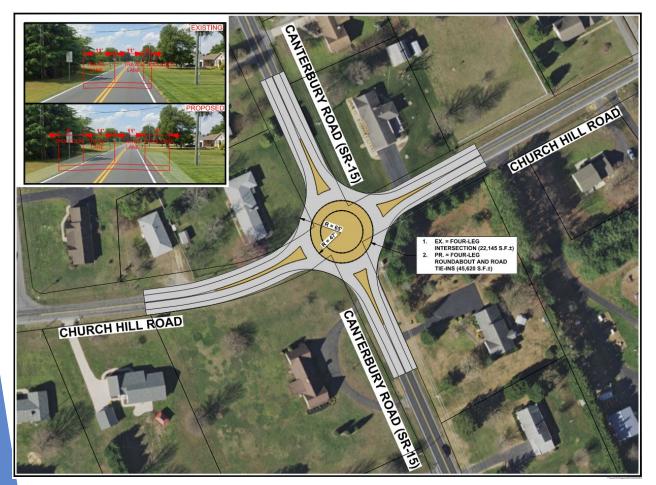
Project Description: Approved in Round 6 (November 2022) for an award of \$2,766,799.89, signed TIIF Agreement dated February 1, 2023

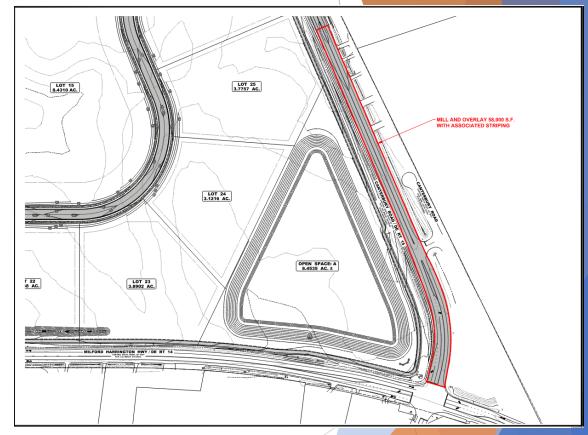
- TIIF Scope of Work: As approved in Round 6 (before the final Traffic Impact Study (TIS) - Three-legged roundabout at Canterbury Road/Airport Road/Site entrance, associated utility relocations, 8-foot shoulders on Canterbury Road along site frontage; full movement entrance on Milford-Harrington Highway with dedicated left turn lane and right turn lane with 5foot bike lane; shared-use path along both frontages and pedestrian crossing at Canterbury Road/Milford-Harrington Highway signalized intersection.
- Additional TIIF Scope of Work for this request, identified in final TIS: fourlegged single lane roundabout at Canterbury Road/Church Hill Road north of site, mill and overlay of Church Hill Road along site frontage, mill and overlay of Canterbury Road between Airport Road and Milford-Harrington Highway.
- Employment Standard: Unchanged from Round 6 43 new jobs in Year 3

Public Endorser: State Sen. Eric Buckson, 16th District



City of Milford Corporate Center (Round 6)







City of Milford Corporate Center (Round 6)

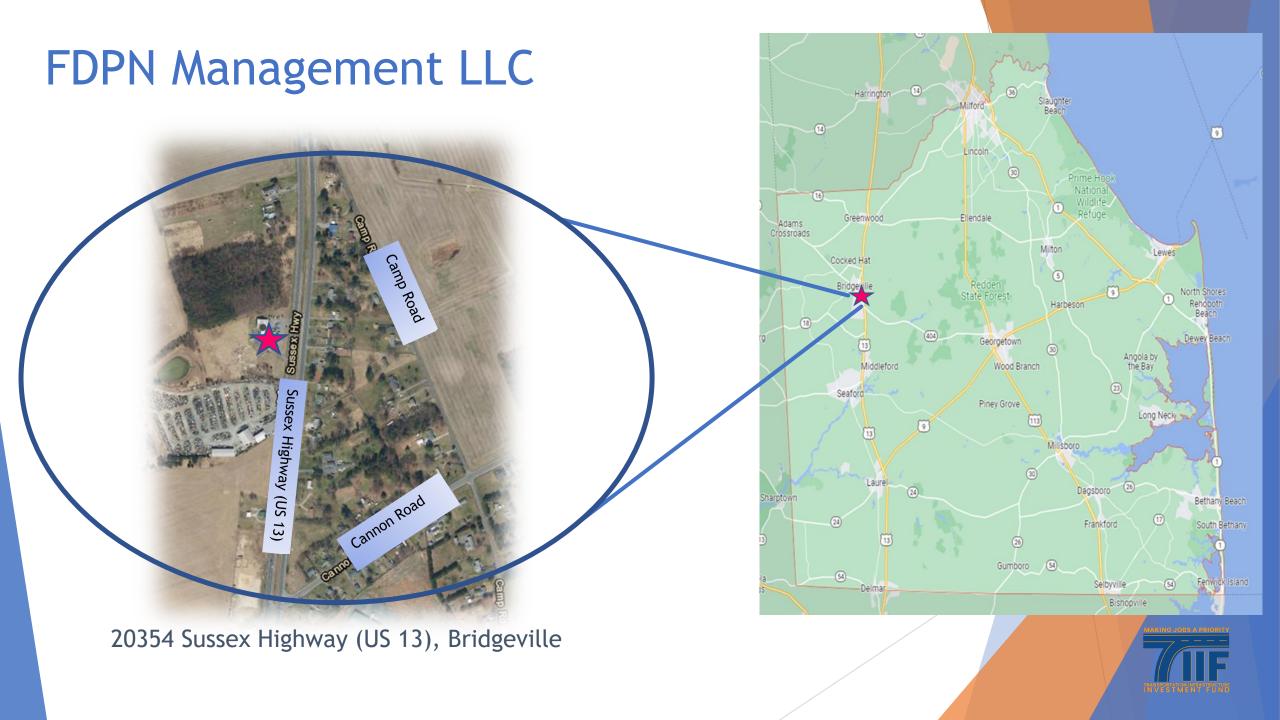
The Applicant has requested a funding increase of \$2,283,730.37, in addition to the \$2,766,799.89 previously awarded, for a total of \$5,050,530.26

Public Comment

Discussion

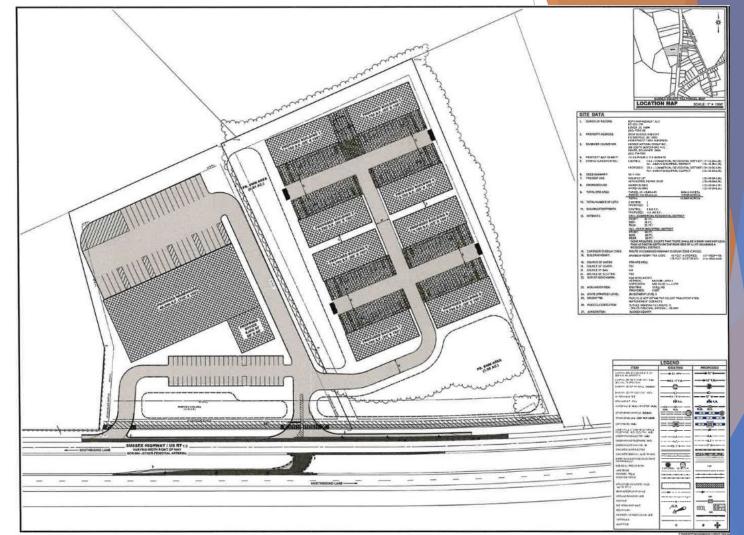








Example of small warehouse Camden Business Center





Project Description: Eight 10,000 sq. ft. warehouse-style buildings for flexible workspace units from 2,500 sq. ft., and one 52,000 sq. ft. manufacturing/warehouse distribution center. Proposed project is similar to Camden Business Center.

► TIIF Scope of Work:

- Single right-in/right-out/left-in site entrance (opposite existing full movement crossover) w/ right turn lane and bike lane and left turn lane modifications to crossover;
- Shared use path along frontage
- Engineering design and construction inspection
- Employment Standard: 140 new jobs in Year 3
- Public Endorser: William Pfaff, Economic Development Director, Sussex Co.



Financial Stability: No items of concern; validly organized and in good standing; no compliance issues with other state agencies, no major labor law violations
 Performance Measures:

Performance Measures	Data	
Total Jobs Created/Maintained by Year 1		
Total Jobs Created/Maintained by Year 3	140	
	Crossover conversion to lefts-in	
Public Benefit - Transportation Safety	only, RTL	
Public Benefit - Transportation Connectivity	Shared access for two parcels	
Public Benefit - Transportation Investment (TIIF \$ Investment/ADT Volume on		
Frontage Roads) [US 13 = 24,968 ADT]	\$39.03	
Public Benefit - Services	-	
State Strategies Investment Level	2&3	
Employment Impact (TIIF \$ Investment/Total Jobs Year 3)	\$6,960.75	
Employment Impact (No. of Jobs Created per Federal Tax Bracket 2023)		
	12% tax bracket: N/A jobs	\$11,001-\$44,725
	22% tax bracket: 140 jobs	\$44,726-\$95,375
	24% tax bracket: N/A jobs	\$95,376-\$182,099
	32% tax bracket: N/A jobs	\$182,100-\$231,249
	35% tax bracket: N/A jobs	>\$231,250
Developer Financial Commitment (TIIF \$ Investment/Developer Site \$ Investment)	8.0%	
Other Currnt Grant Funding Sources/Applications - Site Readiness Level 2	\$1,000,000.00	
IMPLAN Assessment - Projected Annual State and Local Tax Collections Increase	\$1,289,537.37	

Summary: The Applicant has requested \$974,505.59

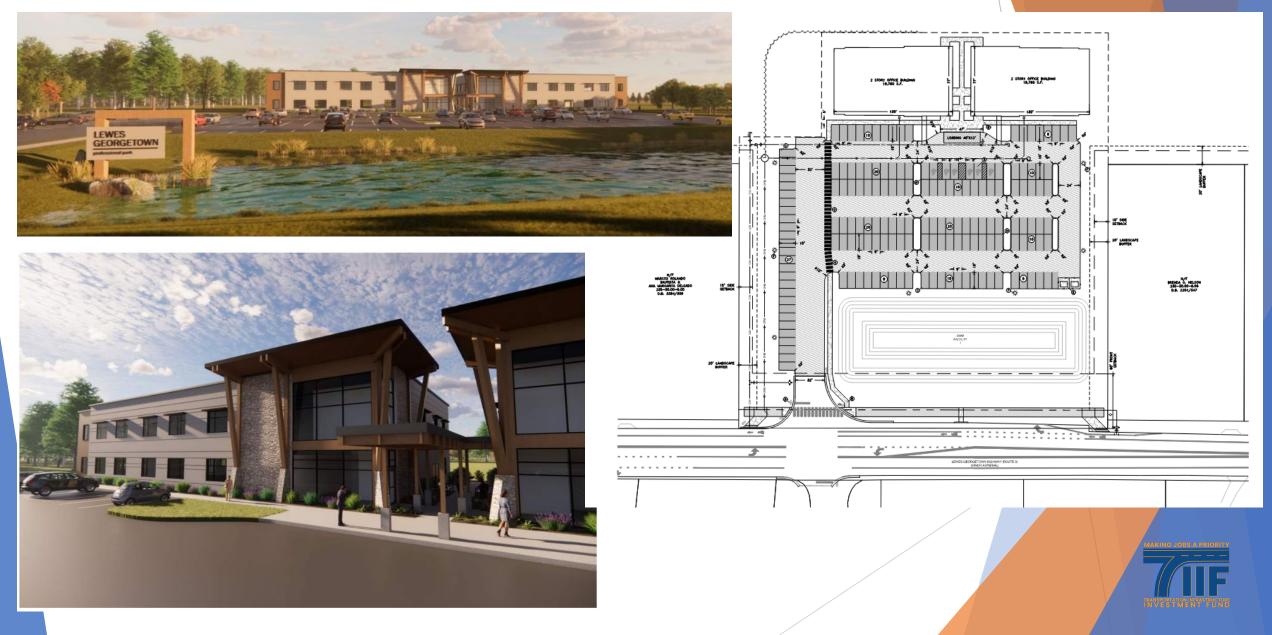
Public Comment

► Discussion

► Vote







- Project Description: Two 20,000 sq. ft. professional office buildings to be partially occupied by a relocated medical office anchor (Pointe Primary Care), with the vision of attracting complimentary cross-specialty medical services in one location.
 - Site is surrounded by areas that fall in 70th to 80th percentile for Limited English-Speaking, and less than 1 mile from an area of 95th to 100th percentile for Unemployment Rate indices, per EPA's Environmental Justice Mapping Tool.
 - Site is approximately 2.3 miles from the municipal boundary of Milton, approximately 1.2 miles from the nearest Level 3 State Strategies investment area.

► TIIF Scope of Work:

- Full movement site entrance, widening and restriping of US 9 to create a protected left turn lane and right turn lane into the site entrance, utility relocations, shared use path across frontage, bus shelter pad.
- Engineering design, construction inspection, construction contingency.
- Employment Standard: 24 new jobs created plus 24 jobs maintained in Year 3
- Public Endorser: William Pfaff, Economic Development Director, Sussex Co.



- Financial Stability: No items of concern; validly organized and in good standing; no compliance issues with other state agencies, no major labor law violations
- Performance Measures:

Performance Measures	Data	
Total Jobs Created/Maintained by Year 1		
Total Jobs Created/Maintained by Year 3	48	
	Dedicated RTL and LTL on US	
Public Benefit - Transportation Safety	9	
	Access serves larger potential	
Public Benefit - Transportation Connectivity	site development	
Public Benefit - Transportation Investment (TIIF \$ Investment/ADT Volume on		
Frontage Roads) [US 9 = 15,888 ADT]	\$124.57	
Public Benefit - Services	Transit stop	
State Strategies Investment Level	4	
Employment Impact (TIIF \$ Investment/Total Jobs Year 3)	\$41,231.02	
Employment Impact (No. of Jobs Created per Federal Tax Bracket 2023)		
	12% tax bracket: 20 jobs	\$11,001-\$44,725
	22% tax bracket: N/A jobs	\$44,726-\$95,375
	24% tax bracket: N/A jobs	\$95,376-\$182,099
	32% tax bracket: 4 jobs	\$182,100-\$231,249
	35% tax bracket: N/A jobs	>\$231,250
Developer Financial Commitment (TIIF \$ Investment/Developer Site \$ Investment)	14.99%	
Other Currnt Grant Funding Sources/Applications	-	
IMPLAN Assessment - Projected Annual State and Local Tax Collections Increase	\$189,614.64	

Summary: The Applicant has requested \$1,979,089.00

Public Comment

Discussion

► Vote





Dupont Boulevard (US 113) and Johnson Road/Fitzpatrick Road, Milford









- Project Description: A 5,915 sq. ft. convenience store with fueling station (to be leased by Wawa for a 20-year period)
- ► TIIF Scope of Work:
 - Widening and restriping of eastbound Fitzpatrick Road and westbound Johnson Road to provide dedicated left, through and right turn lanes, with associated traffic signal modifications and pedestrian crossings.
 - Engineering design, construction inspection, utility relocation, contingency
- Employment Standard: 34 new jobs (9 managers/team leads and 25 customer service associates) proposed in Year 3
- Public Endorser: Senator David L. Wilson, 18th District



- 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 major labor law violations
- Performance Measures:

Performance Measures	Data	
Total Jobs Created/Maintained by Year 1		
Total Jobs Created/Maintained by Year 3	34	
Public Benefit - Transportation Safety	Signalized ped crossings	
Public Benefit - Transportation Connectivity	-	
Public Benefit - Transportation Investment (TIIF \$ Investment/ADT Volume on		
Frontage Roads) [Dupont Blvd. + Johnson Rd. = 24,286 ADT]	\$73.92	
Public Benefit - Services	LOS increase at intersection	
State Strategies Investment Level	3	
Employment Impact (TIIF \$ Investment/Total Jobs Year 3)	\$52,802.94	
Employment Impact (No. of Jobs Created per Federal Tax Bracket 2023)		
	12% tax bracket: N/A jobs	\$11,001-\$44,725
	22% tax bracket: 34 jobs	\$44,726-\$95,375
	24% tax bracket: N/A jobs	\$95,376-\$182,099
	32% tax bracket: N/A jobs	\$182,100-\$231,249
	35% tax bracket: N/A jobs	>\$231,250
Developer Financial Commitment (TIIF \$ Investment/Developer Site \$ Investment)	31.06%	
Other Currnt Grant Funding Sources/Applications - Retention and CapEx Grants	TBD	
IMPLAN Assessment - Projected Annual State and Local Tax Collections Increase	\$291,548.77	



Summary: The Applicant has requested \$1,795,300.00

Public Comment

► Discussion

► Vote



TIIF All Rounds Awards Comparison

	TIIF \$/Jobs	
\$120,000.00		
\$100,000.00		
\$80,000.00		
\$60,000.00	§ 1	
\$40,000.00 \$20,000.00		
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Executive Session (AS NEEDED)



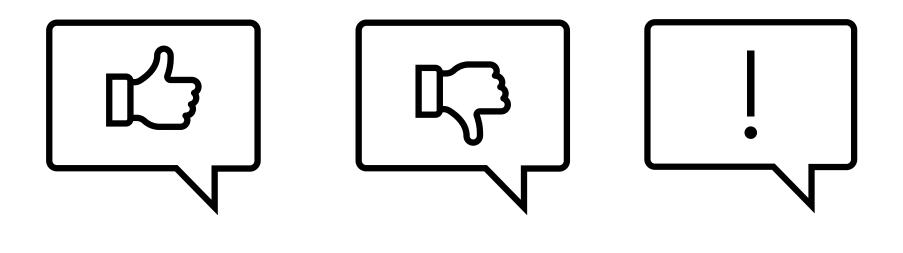
Future Meetings

Next submission deadline is Monday, 5/13/2024

- Next Council Meeting is Tuesday, 7/30/2024 at 11 a.m.
- 2024 Meeting dates are published on the TIIF website, <u>de.gov/tiif</u>



Public Comment





Adjourn

Thank You!

