



TIIF Council Meeting

7/30/2024

Agenda

- ▶ Welcome and Introductions
- ▶ Approval of the April 2, 2024, Meeting Minutes
- ▶ Status of Previous Approvals
- ▶ Review of and Vote on Requests for Extension/Progress Payments*
- ▶ Review of and Vote on Received TIIF Grant Application*
- ▶ Summary of TIIF Program Improvements
- ▶ Public Comment
- ▶ Future Meetings
- ▶ 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 Traffic Fatalities as of 7/18/2024

	2024	2023		Totals	2022		Totals
		Year-to-Date			Year-to-Date		
Fatalities	72	82	↓ -12%	137	81	↓ -11%	164
Delaware Residents	59	63	↓ -6%	110	60	↓ -2%	122
Person Types							
Vehicle Occupant	39	60	↓ -35%	90	55	↓ -29%	104
Pedestrian	15	12	↑ 25%	28	14	↑ 7%	32
Bicyclist	3	2	↑ 50%	5	2	↑ 50%	7
Motorcyclist	11	8	↑ 38%	14	10	↑ 10%	21
Other Person Type	4	0	↑ N/A	1	1	↑ 300%	1
Crash Types							
Curve Related	14	16	↓ -13%	28	10	↑ 40%	19
Roadway Departure	30	43	↓ -30%	69	29	↑ 3%	55
Intersection Related	27	19	↑ 42%	37	29	↓ -7%	50
Median Crossover	0	6	↓ 100%	8	4	↓ 100%	8
Wrong Way	1	1	0%	1	2	↓ -50%	7
Work Zone	4	6	↓ -33%	9	0	↑ N/A	4

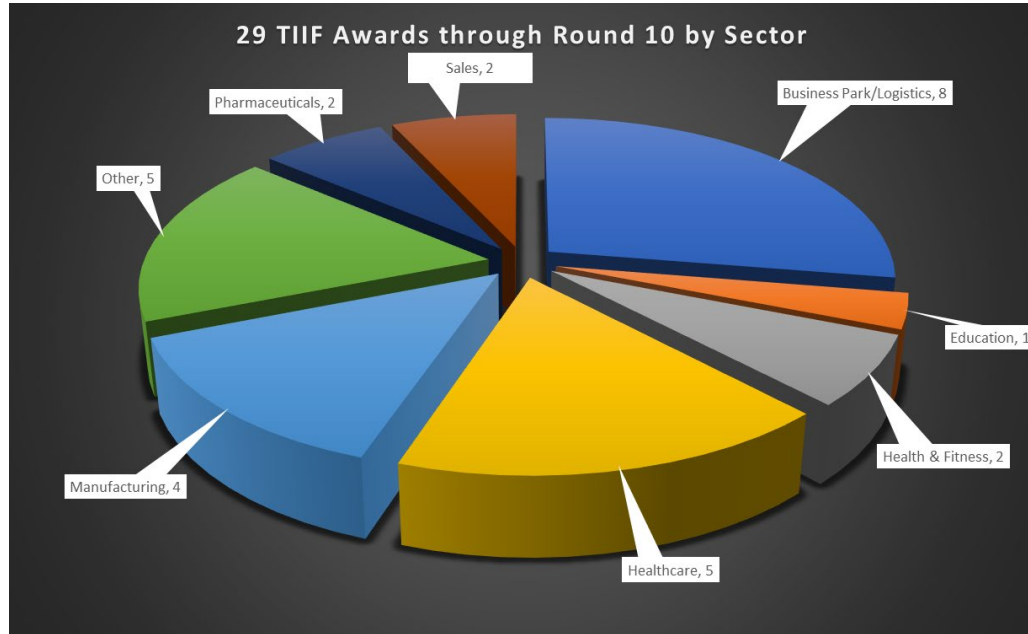
BECOME A HERO TOWARD ZERO

**HELP
EDUCATE
REINFORCE
ORGANIZE**



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

Status of Previous Approvals



Total amount awarded to date:

\$50,182,348.43

Total jobs created/maintained: **11,661**

Current Amount Available for Awards:

\$11,240,286.29

Project Name	Awarded Amount		# 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
FMV 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	\$ 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	

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	

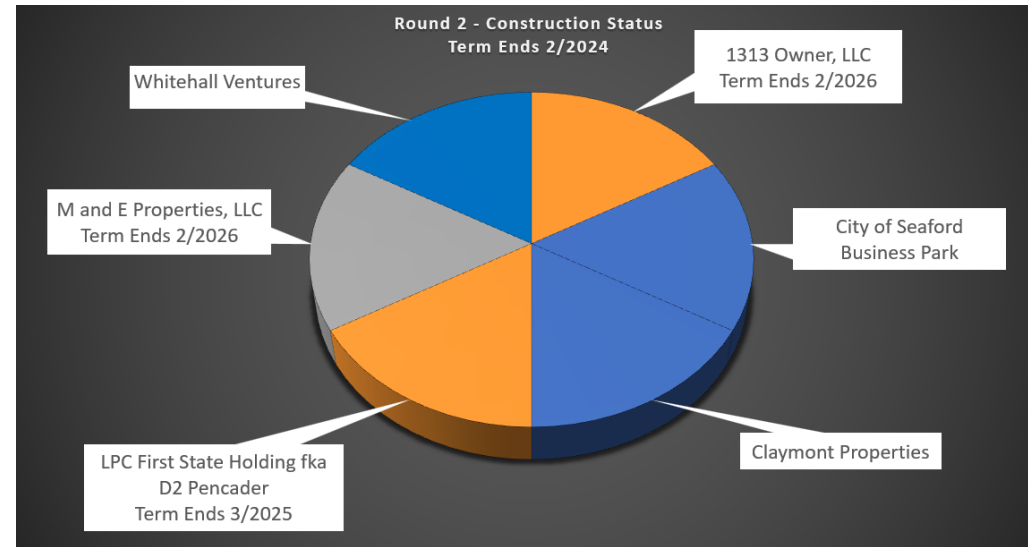
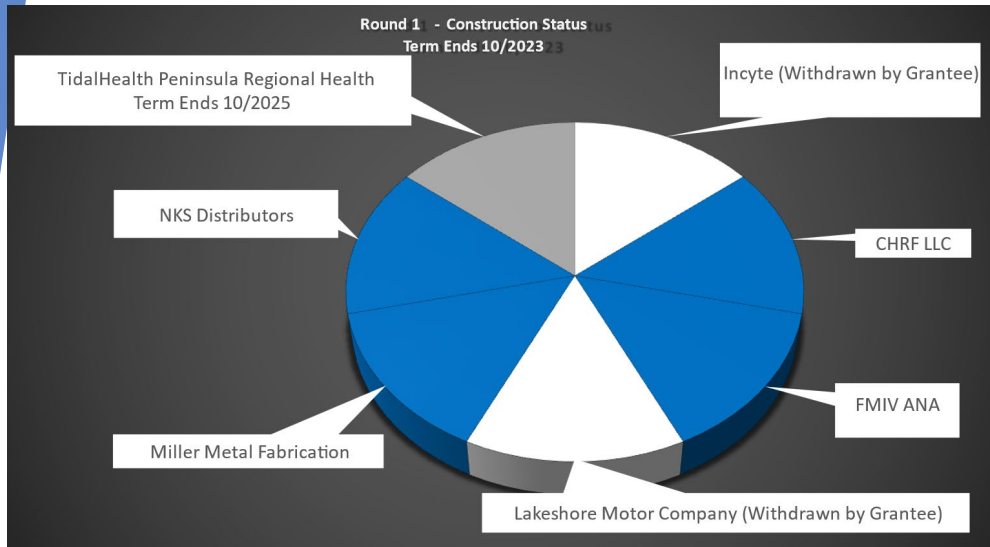
ROUND EIGHT (Term Ends 8/2026)					
PR-Stoltz Ventures LLC	\$ 4,028,130.00	610	610		Y
KSIP I Piccard LLC (Add'l funding term ends 8/2024)	\$ 2,900,855.00	135	135		Y
TOTAL	\$ 6,928,985.00		745		

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	

GRAND TOTALS	\$ 50,182,348.43		9452	2209	
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Status of Previous Approvals (continued)

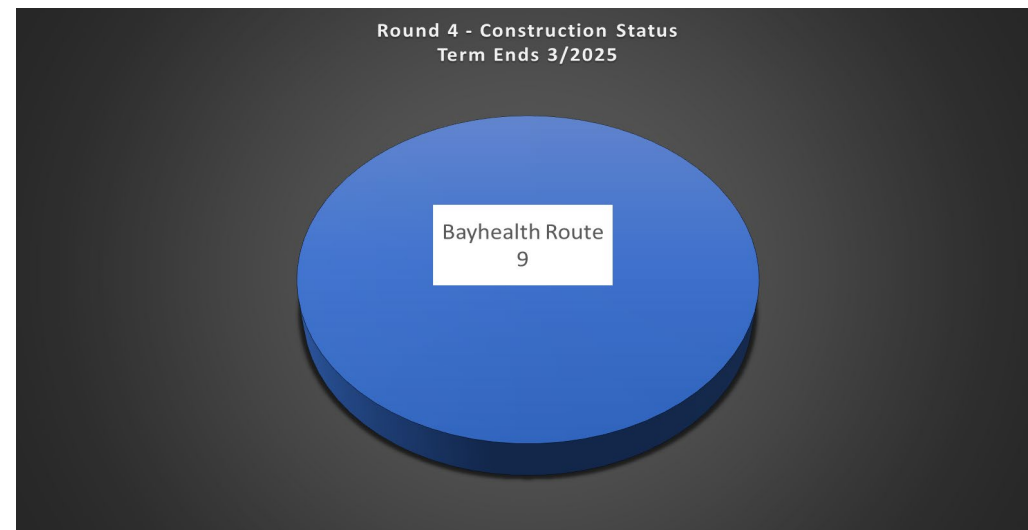
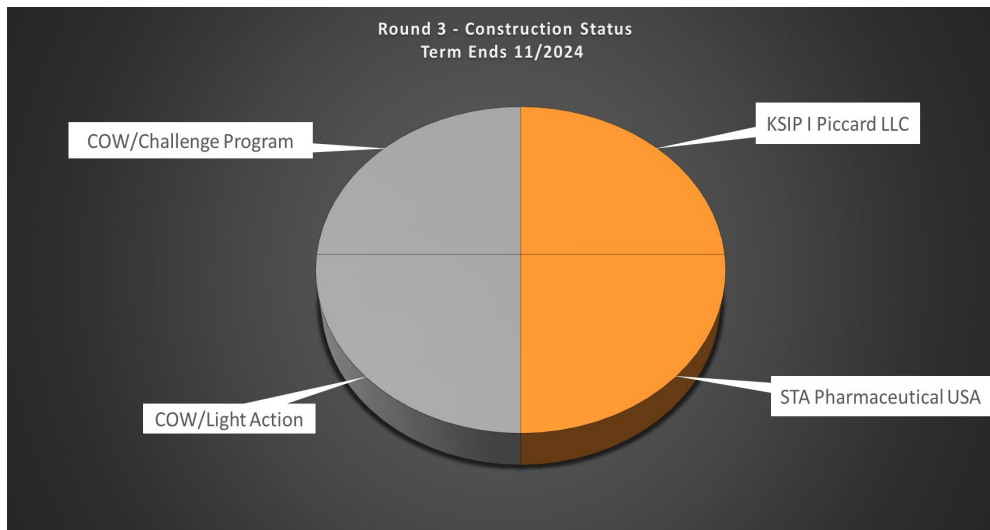


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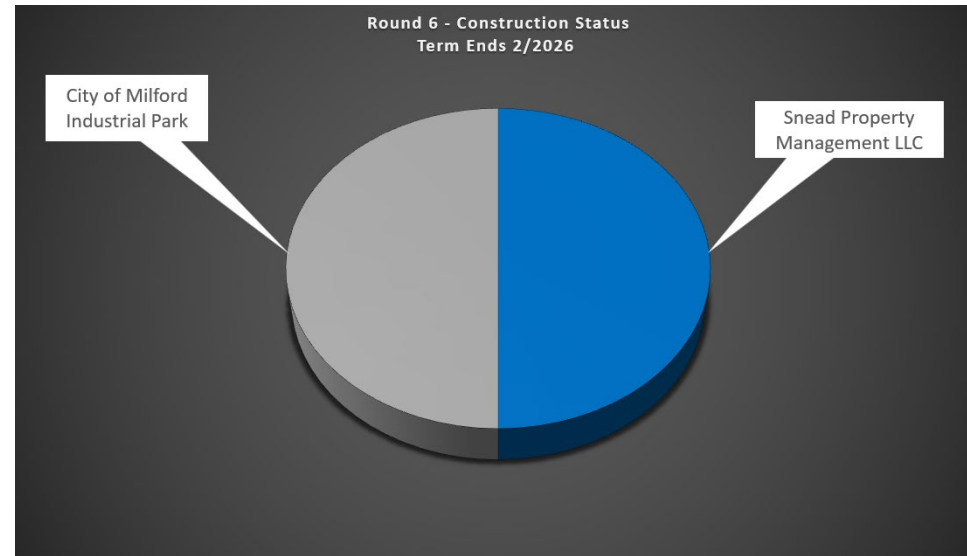
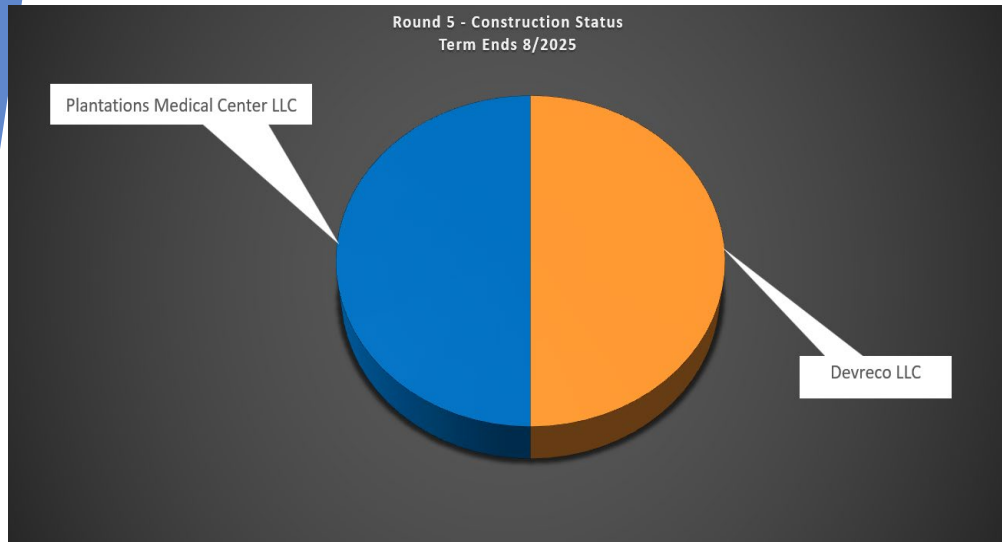
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In Progress

Not Started

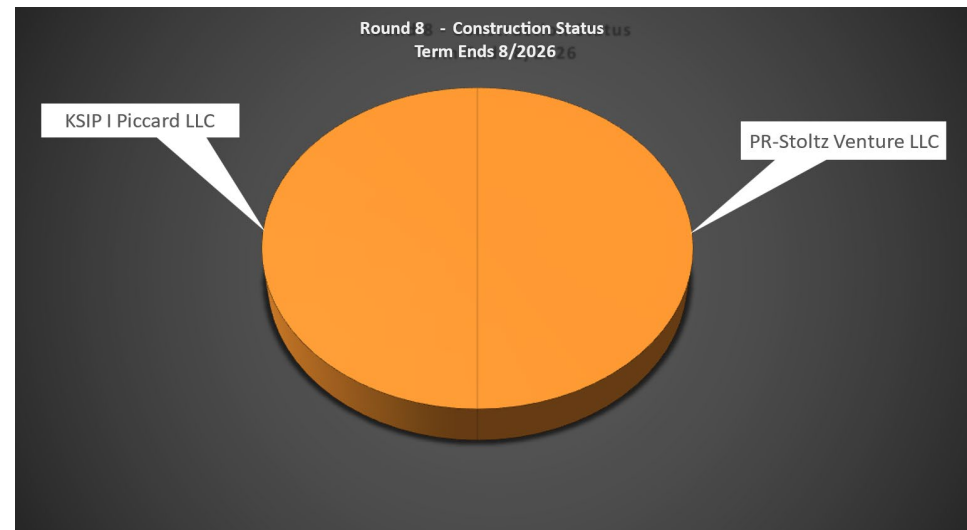


Status of Previous Approvals (continued)

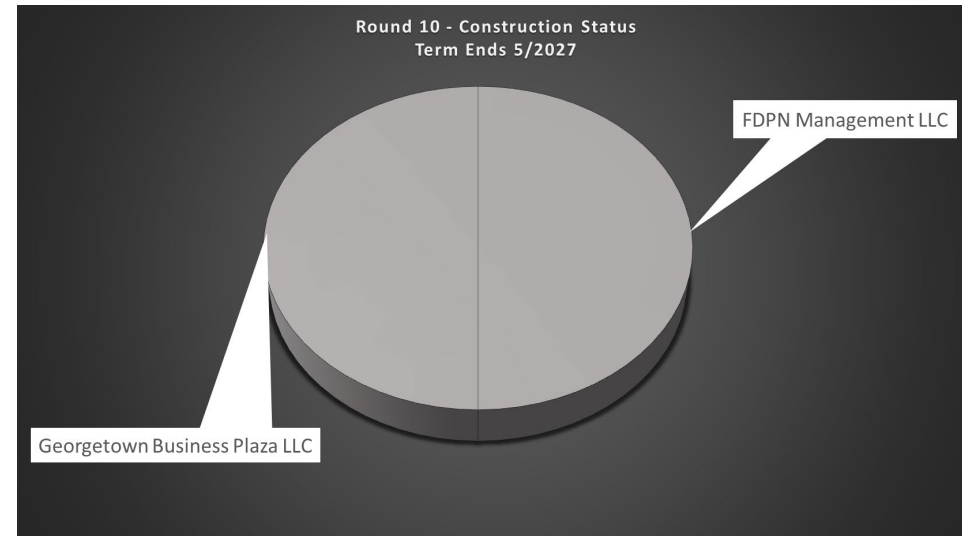
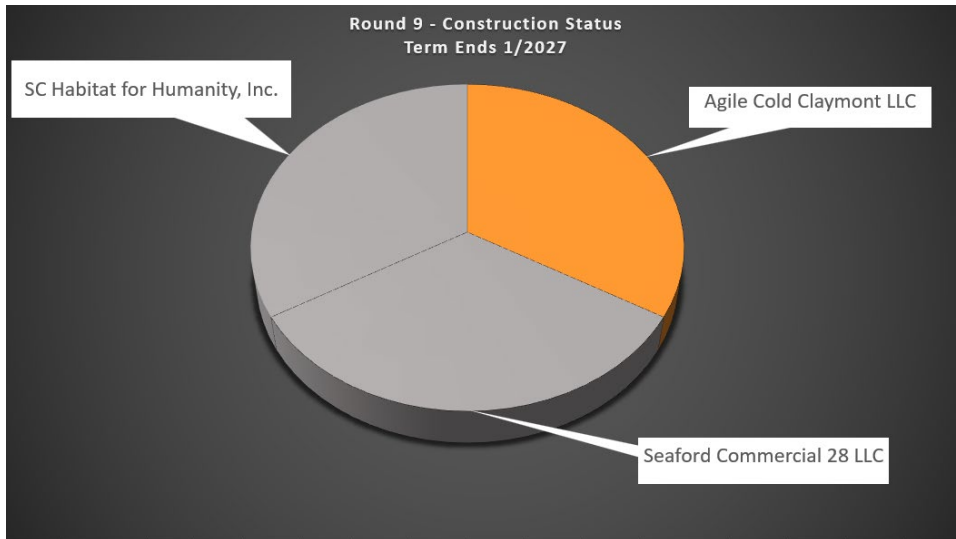


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- In Progress
- Not Started



Status of Previous Approvals (continued)



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Complete

In Progress

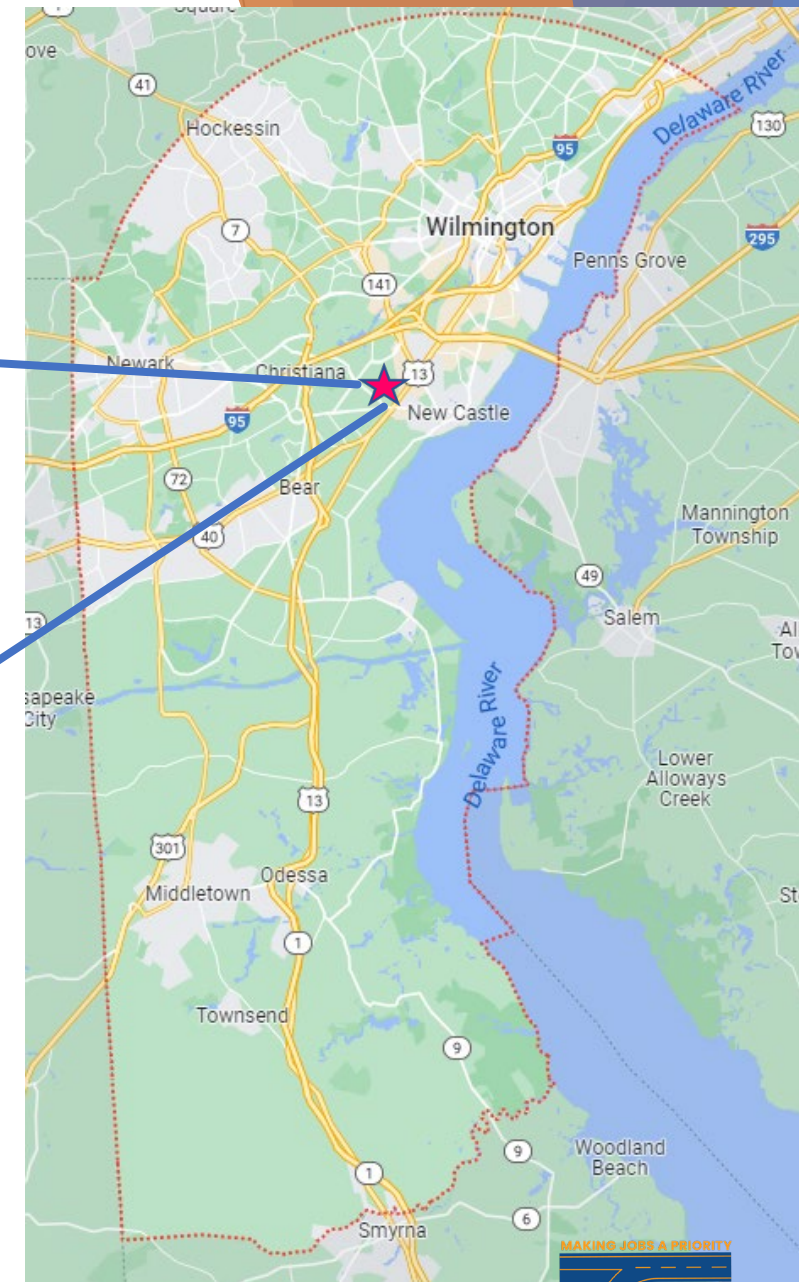
Not Started

KSIP I Piccard LLC (Rounds 3/6/8)

Extension and Progress Payments Request



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



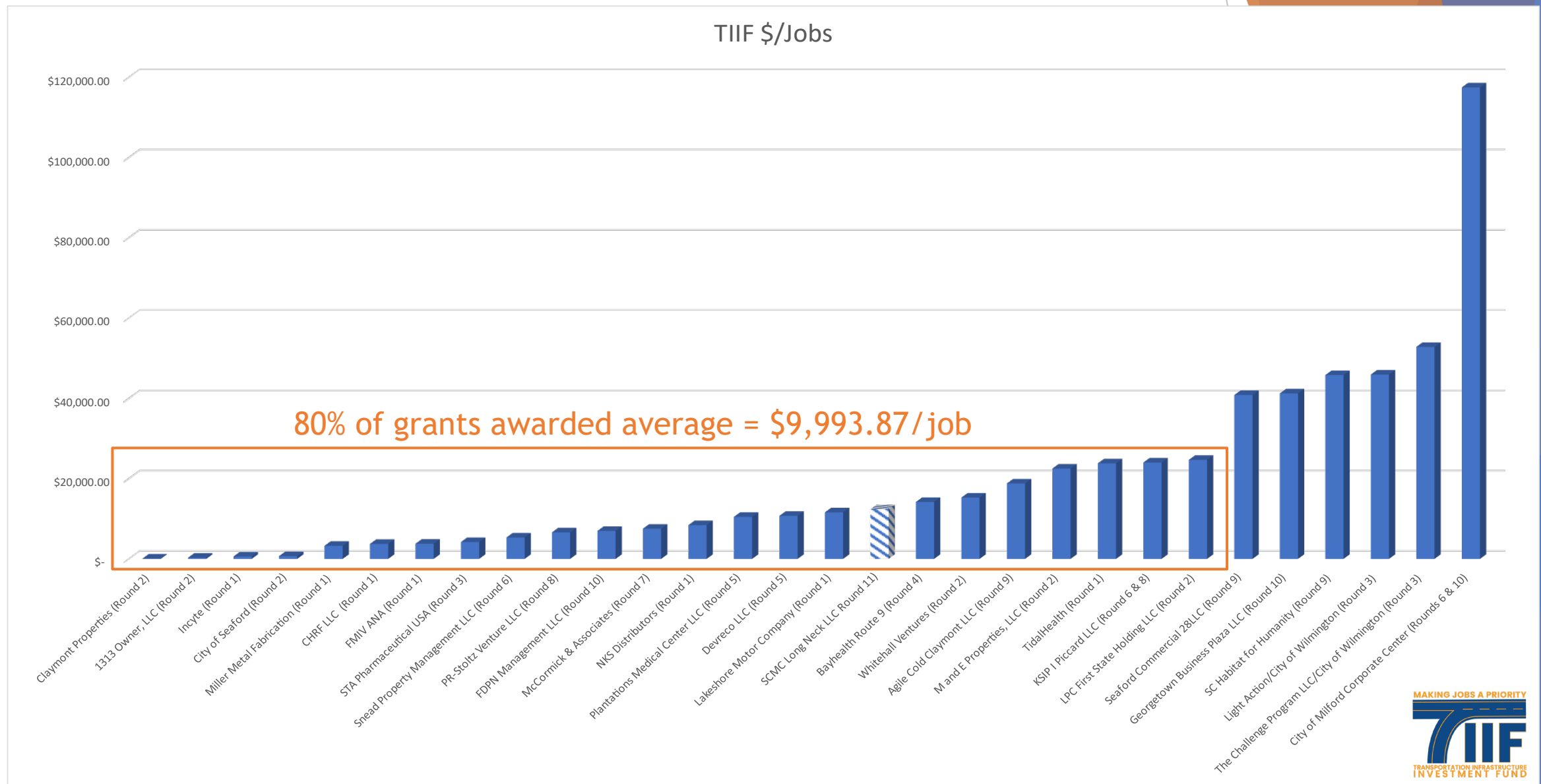
KSIP | Piccard LLC

- ▶ 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 TIIF Agreement dated November 2021;
 - ▶ Site sold in December 2021;
 - ▶ Reassignment of TIIF grant approved in Round 6, new TIIF Agreement dated March 24, 2023, standard three-year term
 - ▶ Received TIIF funding increase of \$2,900,855.00 in Round 8 July 2023, TIIF First Amendment dated August 31, 2023, conditioned on having a tenant within one year
 - ▶ Recent project delays due to water line relocation and FAA approval of existing easements granted by New Castle County to the former owner (Churchmans 273 LLC) have stalled the completion of the improvements
- ▶ TIIF Scope of Work:
 - ▶ Construct new Piccard Road connector between Old Churchmans and Churchmans Roads, with signal and ped crossings
 - ▶ Churchmans Road and Old Churchmans Road improvements
 - ▶ Channelized left turn lane on southbound US 13 at DE 273
 - ▶ Shared-use path along frontages, new transit stops
 - ▶ Water line relocation due to widening on Churchmans Road
 - ▶ Associated power pole relocations in right-of-way
- ▶ Employment Standard: 225 (potential) New Jobs in Year 3 (NO CHANGE FROM PREVIOUS ROUND)
- ▶ Public Endorser: Charuni Patibanda, Director, NCC Office of Economic Development

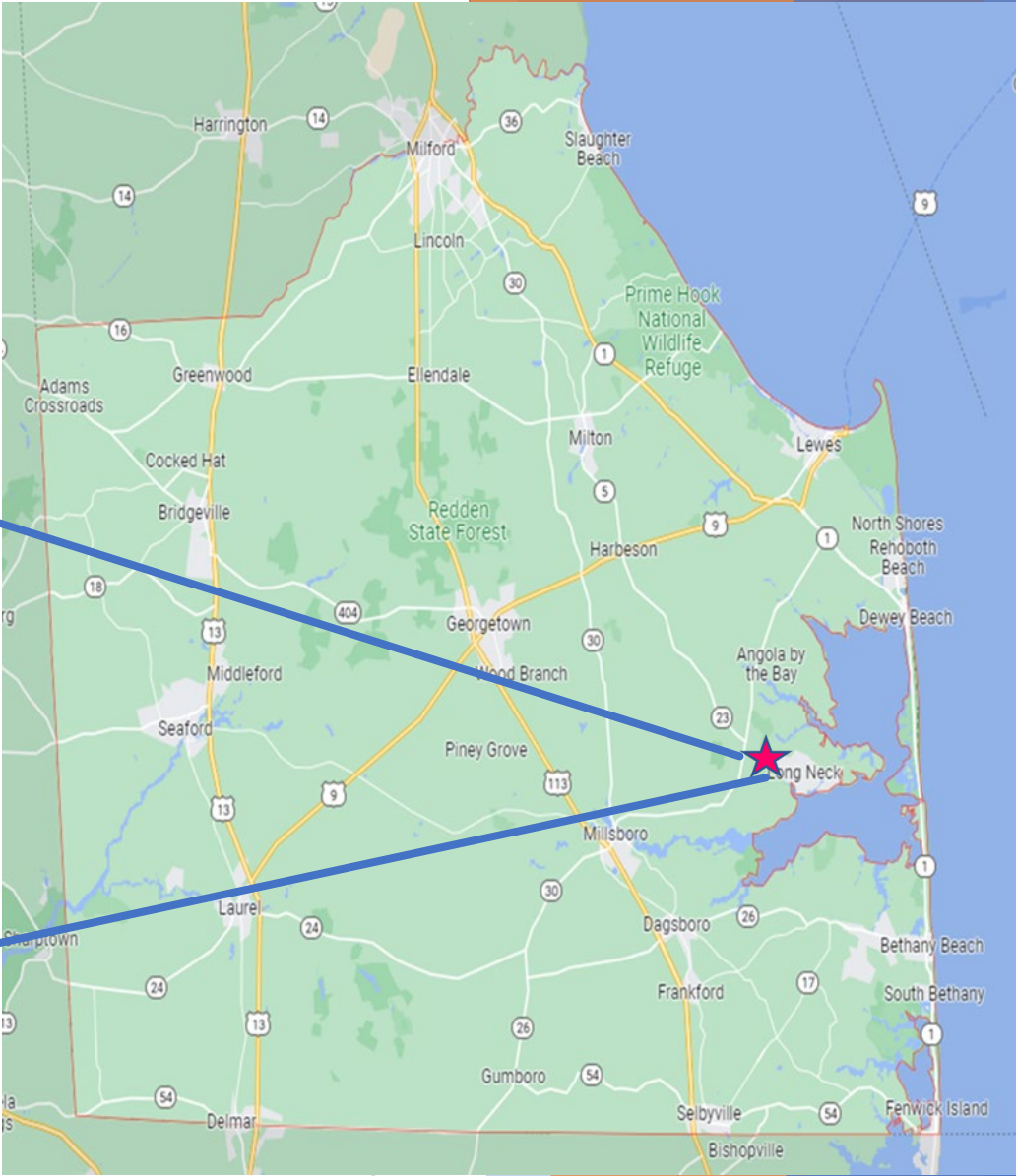
KSIP I Piccard LLC

- ▶ Summary:
 - ▶ 1. The Applicant has requested that the term for the funding increase as outlined in the First Amendment be extended by an additional year, expiring August 31, 2025.
 - ▶ 2. The Applicant has requested interim progress payments.
- ▶ Discussion
- ▶ Executive Session (as necessary)
- ▶ Public Comment
- ▶ Votes

TIIF All Rounds Awards Comparison



SCMC Long Neck LLC



32050 Long Neck Road, Millsboro

SCMC Long Neck LLC

- ▶ **Project Description:** A 32,000 sq. ft. professional medical office building to be occupied by Beebe Medical as a primary care facility and a family medicine residency facility with residency teaching space.
 - ▶ Site is surrounded by areas that fall 90th to 100th percentile for Population Over Age 64, and within 2 miles from areas of 90th to 95th percentile for Unemployment Rate indices, per EPA's Environmental Justice Mapping Tool.
 - ▶ Site is located within a Level 2 State Strategies Investment Area.
- ▶ **TIIF Scope of Work:**
 - ▶ Full movement site entrance modifications, widening and restriping of Long Neck Road to create a protected left turn lane and right turn lane into the site entrance, sidewalk across frontage, bus shelter pad.
 - ▶ Engineering design, construction contingency.
- ▶ **Employment Standard:** 20 new jobs created plus 24 jobs maintained in Year 3
- ▶ **Public Endorser:** Sen. Brian Pettyjohn, SD 19

SCMC Long Neck LLC

- ▶ 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	44	
Public Benefit - Transportation Safety	Dedicated RTL and LTL	
Public Benefit - Transportation Connectivity	Cross access with adjacent professional offices	
Public Benefit - Transportation Investment (TIIF \$ Investment/ADT Volume on Frontage Roads)	\$56.67	
Public Benefit - Services	Transit stop	
State Strategies Investment Level	2	
Employment Impact (TIIF \$ Investment/Total Jobs Year 3)	\$12,374.15	
Employment Impact (No. of Jobs Created per Federal Tax Bracket 2023)		
	12% tax bracket: 7 jobs	\$11,001-\$44,725
	22% tax bracket: 20 jobs	\$44,726-\$95,375
	24% tax bracket: 3 jobs	\$95,376-\$182,099
	32% tax bracket: 2 jobs	\$182,100-\$231,249
	35% tax bracket: 12 jobs	>\$231,250
Developer Financial Commitment (TIIF \$ Investment/Developer Site \$ Investment)	6.94%	
Other Currnt Grant Funding Sources/Applications		
IMPLAN Assessment - Projected Annual State and Local Tax Collections Increase	\$540,557.00	

SCMC Long Neck LLC

- ▶ Summary: The Applicant has requested \$544,462.60
- ▶ 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

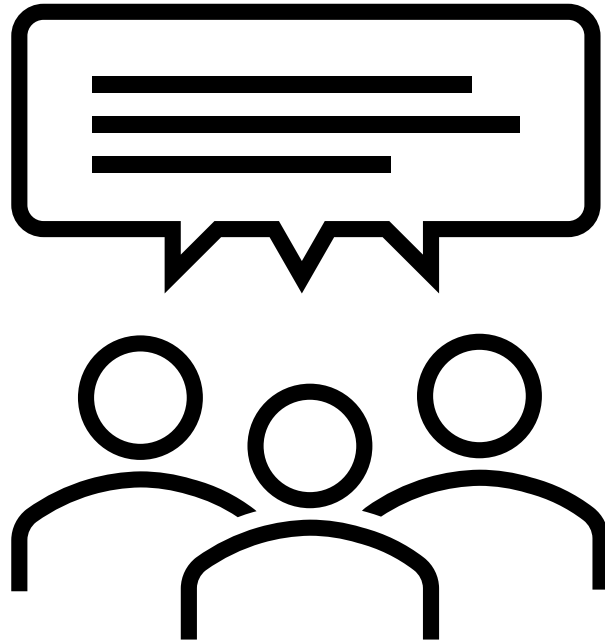
For purposes of considering applications, the following development types are lower priority based on jobs creation and jobs certainty:

- 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.

Executive Session (AS NEEDED)

Public Comment



Future Meetings

- ▶ Next submission deadline is Monday, 9/3/2024
- ▶ Next Council Meeting is Thursday, 11/14/2024 at 11 a.m.
- ▶ 2025 Meeting dates will be published on the TIIF website, de.gov/tiif

Adjourn

Thank You!