

DELAWARE
PROSPERITY PARTNERSHIP

Freight, Logistics and Delaware's Regional Economy

Delmarva Freight Summit

June 20, 2018

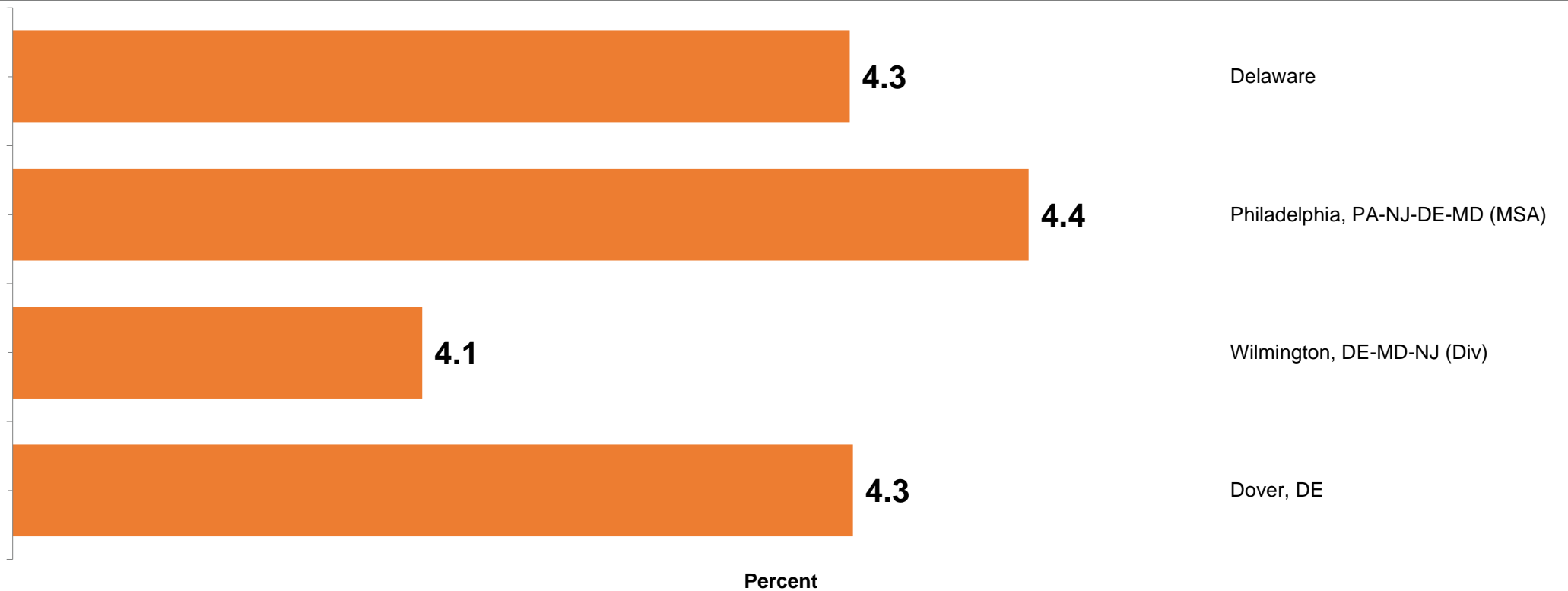


Current Situation - Glass Half Full

- Recent quarterly employment growth – modest during past year
 - Construction strongest sector
 - Leisure/hospitality the weakest for that period
 - Most others showed slight growth
 - Some pick up anticipated going into 2019

First Quarter 2018 Unemployment

Unemployment rate by MSA, March 2018



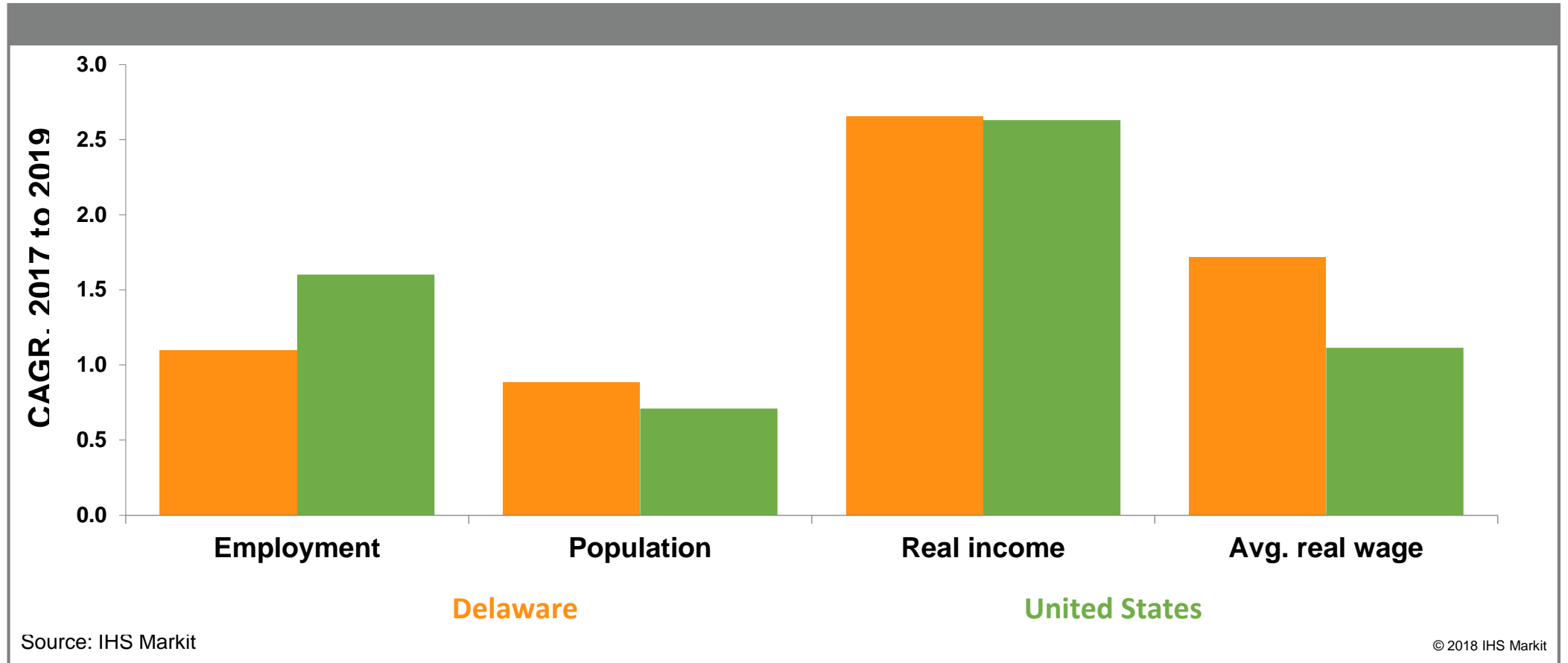
Source: IHS Markit

© 2018 IHS Markit

Current Situation - Glass Half Full

- Housing starts strongest in a number of years
 - Housing affordability more positive than for US overall too
- Number of key things can help for 2019 and beyond
 - Next phases of DowDuPont changes will be underway and making a difference
 - Angel Investor Credit - underway and already getting noticed

Relative Growth – Key Sectors



Freight and Logistics Increasingly Visible

- The way things get to us is clear and part of the process/product
- Amazon and other e-commerce players have raised profile of process to next level
- Caused logistics firms to change – USPS and others
- Now among the most sought after projects communities want and attempt to win

Traditional Components Key

- Port, rail and other traditional “pieces” have increased impact potential for DE
- Investment and key networks are critical ingredient
- DE’s workforce is essential to support these opportunities
- State business climate/regulatory environment must be aligned to support success

Changing Real Estate Dynamics

- Industrial/warehouse related real estate among the most sought after product in many markets
- Delaware has the opportunity to capitalize on this too
- Our competitive property taxes gives us chance to compete regionally
- One challenge is to see how all of DE can benefit from these trends

What IS Economic Development?

- Different than Economic Growth?
- Primary jobs or all jobs?
- Retail?
- Residential?
- ??????

Many “Doors” into Delaware

- Lots of ways to engage
- Need to ensure companies in can get what they need to choose our state
- DPP is going to be a key doorway and mechanism that allows companies to access what they need



Economic Development NOT just one thing

Marketing

**Product
Development**

What Will DPP Work On?

- “Four Legged Stool”
 - Business Development (Recruitment) – hired Director
 - Existing Business Engagement
 - Innovation Agenda – hired Director
 - Talent Support (late 2018/early 2019 initiative)
- Key staff components
 - Research and Business Intelligence function – recruiting for this currently
 - Communications/Social Media/Web – consultant in place; staffing planned

THANK YOU

Kurt Foreman

Delaware Prosperity Partnership

(302) 477-7497

(302)388-7080 cell

kforeman@deprosperitypartnership.com

DPP Twitter - @choosedelaware