

# Economic Development Committee Agenda



October 14, 2025

Convenes promptly at 4:00 PM; Adjourns no later than 5:30pm  
City Hall Council Chambers, 15 Loockerman Plaza, Dover, Delaware

## VIRTUAL MEETING NOTICE

**This meeting will be held in the City Hall Council Chambers with electronic access via Zoom. Public participation information is as follows:**

**Dial:** 1-301-715-8592

**Join Zoom Meeting:** <https://us06web.zoom.us/j/98650449210?pwd=Y3I5by8xMjVUMzRDc2t2cXBXbnRIUT09>

**Meeting ID:** 986 5044 9210

**Password:** DOVER

Public comments are welcomed on any item and will be permitted at the appropriate time. When possible, please notify the Mayor's Office (302-760-4920 or email [mayorsoffice@dover.de.us](mailto:mayorsoffice@dover.de.us)) should you wish to be recognized.

1. Welcome
2. Adoption of Agenda
3. Adoption of Minutes - Economic Development Meeting of October 15, 2024 and Economic Development Meeting of March 11, 2025
4. Booted and Suited Career Academy Pilot Program Proposal (Bobby Wilson, CEO/Founder of Booted Suited Career Academy)
5. Mayor's Announcements
6. Next Meeting Date: December 9, 2025
7. Adjournment

# Economic Development Committee Meeting Minutes



October 15, 2024

The Economic Development Committee Meeting was held in person and by video conference on October 15, 2024, at 4:00pm with Mayor Robin R. Christiansen presiding.

Committee Members present in person or via video were Mayor Robin R. Christiansen, Councilwoman Julia Pillsbury, Councilman Fred Neil, City Manager Dave Hugg and Diane Laird. Absent was Kim Adams and Clayton Hammond. The guest speakers present were Dr. Dina Vendetti of Central Delaware Chamber of Commerce, Diane Liard of Downtown Dover Partnership, Marilyn Smith of Kent County MPO and Linda Parkowski of Kent Economic Partnership. The public present in person or via video was Council President David Anderson, Ken Anderson of Downtown Dover Partnership, and Bobby Wilson. Staff members present were Dawn Melson Williams, Yvonne Martine, and Crystal Wheeler.

## **WELCOME**

The meeting will be called to order at this time with a quorum. Councilman Neil moved to approve the agenda. Seconded by Councilwoman Pillsbury. Agenda stands adopted as presented. Adoption of the Minutes from the Economic Development Committee meeting on November 14, 2023. Moved by Councilman Neil. Seconded by Councilwoman Pillsbury. Motion is carried and the minutes have been adopted.

## **Central Delaware Chamber of Commerce verbal update by Dr. Dina Vendetti (President)**

Ms. Vendetti thanked the City of Dover for support, sponsorship and partnership with the Central Delaware Chamber of Commerce and stated that the Amazing Race Downtown was a successful event. Ms. Vendetti mentioned the beginning of the fall event season is coming up as well as the Holiday Gift Auction at the end of October at Harvest Ridge Winery. CDCC is accepting donations for the auction. Ms. Vendetti reminded us that the State of the Base Briefing will take place on Monday before Thanksgiving on November 25. November 5<sup>th</sup> is the deadline to register for The State of the Base Briefing. The deadline may seem early but is due to security and getting everyone on base. She also mentioned the Christmas party in December. Ms. Vendetti wanted to say thank you for the opportunity to help organize and participate in the Town Hall Meeting last month. She thought it was a successful meeting, and it was good to give and get information from business owners, from the City of Dover, and from the Police Department. However, temporary things that may be improved are being shown. Ms. Vendetti wanted to make sure that city officials who are present today receive CDCC emails and the information that is coming out from the Chamber. If someone does not receive any information, please let her know so that they can get put on the list. Ms. Vendetti mentioned that CDCC is working steadily with the DDP and KEP on the implementation of the master plan to bring business into our area. It is becoming more apparent that we need to be looking for new businesses. We also need to adjust permitting processes and other things to make the City of Dover a place where people want to come and do business.

## **Downtown Dover Partnership verbal update by Diane Laird (Executive Director)**

Ms. Laird shared a few things about the master plan and moving things along. There are three priority projects at the west end of the city and two in the heart of downtown. All of them are getting movement toward implementation of many new residents, several mixed used properties and a multi mobility hub.

Responding to Ms. Laird, Mr. Ken Anderson, Property Development Director for the Downtown Dover Partnership, spoke about the demolition of properties at 680 and 684 Forest Avenue, what used to be Interfaith housing, which started over 3 months ago. Mr. Anderson stated per the terms of the strategic vision, construction will begin around September 18 on what used to be the old Acme Center at 120 South Governors Ave. The building has been down for about two weeks. John Macklin and Sons, Inc. are doing fill and compaction on the site. The site will be closed within the next 5-10 days and a fence will be left to begin pre-positioning of materials for the next development partner. Mr. Anderson mentioned that contracts are being set for the remediation of 148 and 150 South Bradford Street. Remediation will start at 148 South Bradford on the 22nd of November. It should take about 12 days and then demolition will take place at 150 South Bradford towards the end of this year.

Ms. Laird responded to Mr. Anderson, that while we haven't seen a lot of other demolition, we are seeing private investment. A couple of other projects that are not widely known but have been seen at public meetings are underway as well, and this is exactly what we want to see through the Master Plan, us being a catalyst for private investment. Ms. Laird mentioned that a new linkages assessment has been done to ensure that people at DSU, Bay Health and the Air Force can get easily in and out of downtown, to eat, dine, walk and enjoy a pedestrian-friendly environment. Ms. Laird mentioned some parking adjustments are being made. The Multi Mobile Center will be free of parking, as there's going to be a lot of equipment there. Various parking places will be moving downtown, for those who have parking permits. 120 South Governors on the south side of the property will become more of a parking hub. Some beautification and good lighting will be done to make sure that people aren't afraid to go there. Critical improvements are still being made. Ms. Laird made known that key properties, one on West Lookerman, and the other at the Old Citizens Bank are in very active conversations with some significant improvements, talking with tenants and potential tenants. There are potential tenants who have architectural concept drawings done. \$2 million dollars is being put into critical improvements. It is believed that this will bring \$7 million dollars in response, or in total improvement. Ms. Laird announced that next Wednesday, October 23 from 5-7pm at 28 West Lookerman (The Hive) the Mobility Center will have a public open house to come out and give input on the Mobility Center design. Concept designs are being prepared for the planning commission. Hoping to get comments from the community before the design goes in from the Historic District review and Planning Commission. Finally, Ms. Laird stated that 2025 will be the year of visual progress. The New Year will be kicked off with a Fire and Ice type of festival which has not been fully finalized but does have an event coordinator hired.

Councilman Neil responded to Ms. Laird; he pointed out there is a new state tax Task Force on housing. Mr. Neil has attended two of the meetings and has been appointed to one of the subcommittees on the housing. Mr. Neil was attracted to the Master Plan in terms of the type of housing that is being planned and presented. Mr. Neil also pointed out that all levels of income will be represented in the housing plan. The process to change the zone and ordinances permit a higher density of housing, going from 6 up to 10 stories. Mr. Neil thinks that the city is ahead of the curve due to the accepted Master Plan and answering the desperate need of housing.

## **Kent County Metropolitan Planning Organization verbal update by Marilyn Smith (Executive Director)**

Marilyn Smith reviewed the presentation titled "MPO Dover Council Presentation 101524" Exhibit #1.

Ms. Smith discussed the long-range plan and its importance for growth forecasting and project prioritization. Ms. Smith mentioned the work plan and projects that support economic development, particularly in South Central Kent County. Ms. Smith emphasized the importance of transportation planning in supporting economic development and land use decisions. Ms. Smith introduced the MPO's virtual reality experience to engage young people in planning and improving safety driving.

## **Kent Economic Partnership verbal update by Linda Parkowski (Executive Director)**

Linda Parkowski reviewed the presentation titled “KEP City of Dover 10.15.24” Exhibit #2.

Ms. Parkowski stated that KEP has located over 50 projects and has brought in almost 2000 new jobs. Kent County has over \$400 million in capital investment. Ms. Parkowski stated that there are some new jobs that have come into Dover, FFI Ionix which is located in the Old Sunrock Building. They are the first graduated lab space grant that is in Dover. Ms. Parkowski mentioned that Frito Lay is located on Lafferty Lane. Also, a warehouse and distribution center will be in Dover. Ms. Parkowski spoke about retention and expansion. Over 6000 retained jobs and over 1000 new jobs. Ms. Parkowski spoke about the state Site Readiness Program. Kent County has been the largest recipient of the program. Eleven county projects have been put through since starting two years ago and have had more than \$9 million in awarded funding, \$100 million in projected investment and over 780 acres going to be developed or redeveloped with help from the Site Readiness fund. Site work has started at the Central Delaware Enterprise Business Campus. Small warehousing will be on Horse Pond Road. There is also a big project off Lafferty Lane with 2 proposed large warehouses. Ms. Parkowski talked about the current inventory of Industrial Land. In Kent County, they have approximately 703,000 square feet in existing space and 712 acres of land available. Project inquiries have been for 10 million square feet of space and over 1800 acres of industrial space which puts Dover in a deficit position as far as industrial space. Ms. Parkowski explained that developers do not want to construct without a secure tenant. Garrison Oak is a perfect example of having site ready sites available. This has protentional for one Industrial Park with almost 1000 jobs. Right now, we are working on getting an industrial needs assessment done for the entire county and many municipalities are going to participate. Ms. Parkowski mentioned the county is hoping to apply for an EDA grant and would need other municipalities to participate. All existing inventory needs to be looked at. Projections will be done out to 2030-2050 to identify what is needed and what the market is going to dictate at that point. In addition, identification of places where Dover should look for securing land for future industrial development will be done. Ms. Parkowski stated that there are 25 active projects in the pipeline, 650 potential new jobs and 400 and some million in capital investment.

## **COMMUNITY COMMENTS**

Mr. Bobby Wilson raised concerns about the lack of diversity, equity and inclusion (DEI) in projects and calls for a study to understand the current state of DEI in Dover.

Responding to Mr. Wilson, Ms. Diane Laird acknowledged the importance of DEI and mentioned efforts to ensure a diverse workforce in engineering and demolition phases, as well as in the staff and board members.

Responding to Ms. Laird, Mr. Wilson emphasized the need for specific goals and policies to ensure minority participation in projects and calls for a study to understand the current disparities.

Responding to Mr. Wilson, Councilman Anderson mentioned ongoing efforts to find funding for a DEI study and the challenges in fitting it into the budget.

Responding to Mr. Wilson, Councilman Neil expressed concern about finding capable people of color to work on construction projects, highlighting the shortage of trained individuals in the industry.

Responding to Mr. Wilson, Mayor Christiansen mentioned the Council’s commitment to include minority contractors in the bidding process to ensure diversity in contract work.

Responding to Mayor Christiansen, Mr. Wilson suggested making pre-bid meetings mandatory to ensure that small contractors can build relationships with prime contractors and have opportunities to bid on contracts. Mr. Wilson also compared the situation in Dover to other states, where minority participation

goals are mandatory, and call for similar policies in Dover.

Responding to Mr. Wilson, Mayor Christiansen acknowledged the comments and suggestions from the committee members and expressed a willingness to take them into consideration.

Responding to Mayor Christiansen, Mr. Wilson reiterated the importance of setting goals for minority participation and finding organizations to conduct studies at a lower cost.

Responding to Mr. Wilson, Councilman Neil emphasized the need for trained and capable workers to meet the demands of construction industry.

## **ANNOUNCEMENTS**

None

## **NEXT MEETING DATE**

November 12, 2024, at 4:00pm

## **ADJOURNMENT**

Councilman Neil moved to adjourn. Seconded by Councilwoman Pillsbury. Meeting stands as adjourned.

## **Exhibits**

Exhibit #1 – MPO Dover Council Presentation 101524 (Marilyn Smith, Executive Director of the Kent County Metropolitan Planning Organization)

Exhibit #2 – KEP City of Dover 10.15.24 (Linda Parkowski, Executive Director of the Kent Economic Partnership)



Economic Development Committee

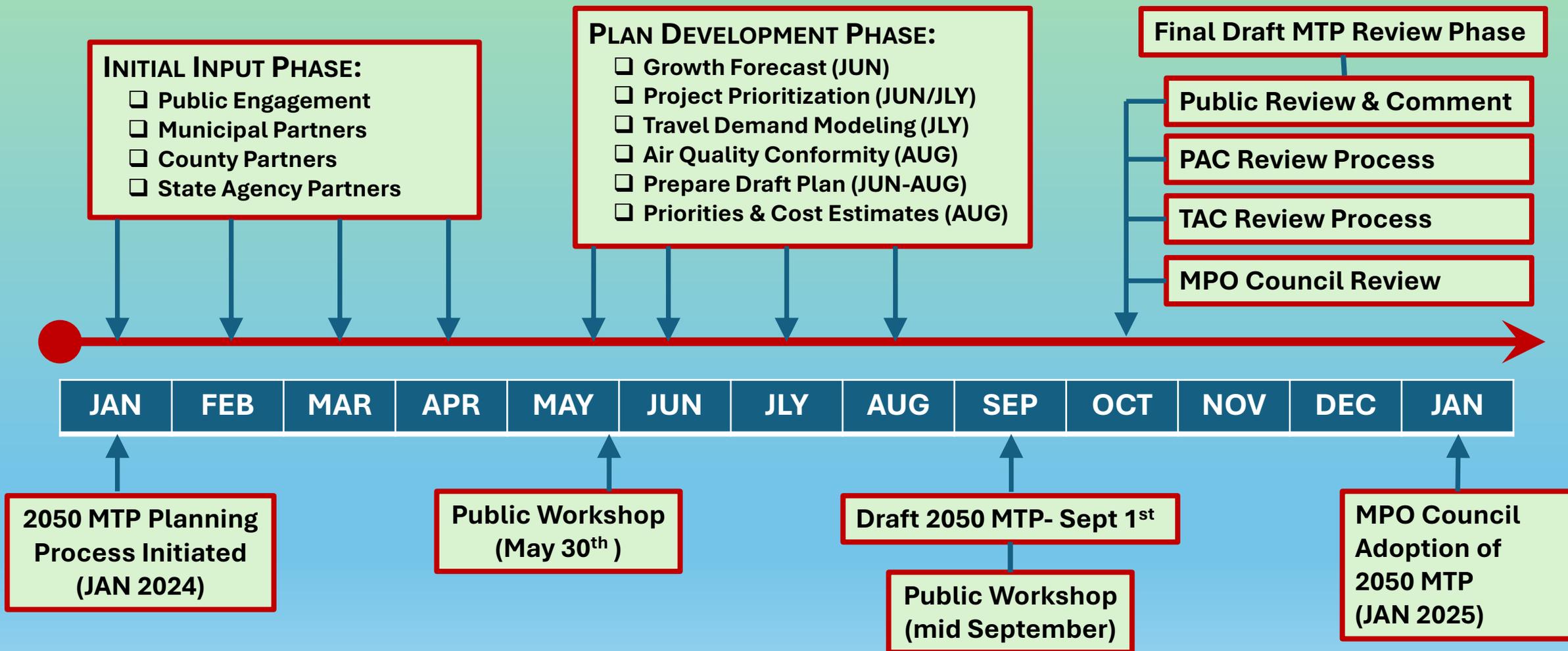
City of Dover

October 15, 2024

*Marilyn J. Smith – Executive Director*

# INNOVATIONS 2050

## 2024 Dover Kent MPO Metropolitan Transportation Plan



## New Projects – FY25

- South Central Kent County Circulation & Sufficiency (DeIDOT)
- Dover SR9 / Rt 1 (DeIDOT)
- Kent County Comprehensive Safety Action Plan (MPO)
- DAFB Compatible Use Study Implementation (DeIDOT)

## Continuing Projects – FY24

- Dover Municipal Freight Plan (DeIDOT)
- East/West Freight Routes Phase 2 (KEP)
- Statewide Rail Plan Update (DeIDOT)

All these planning projects have an economic development impact

# FY26 Project Development

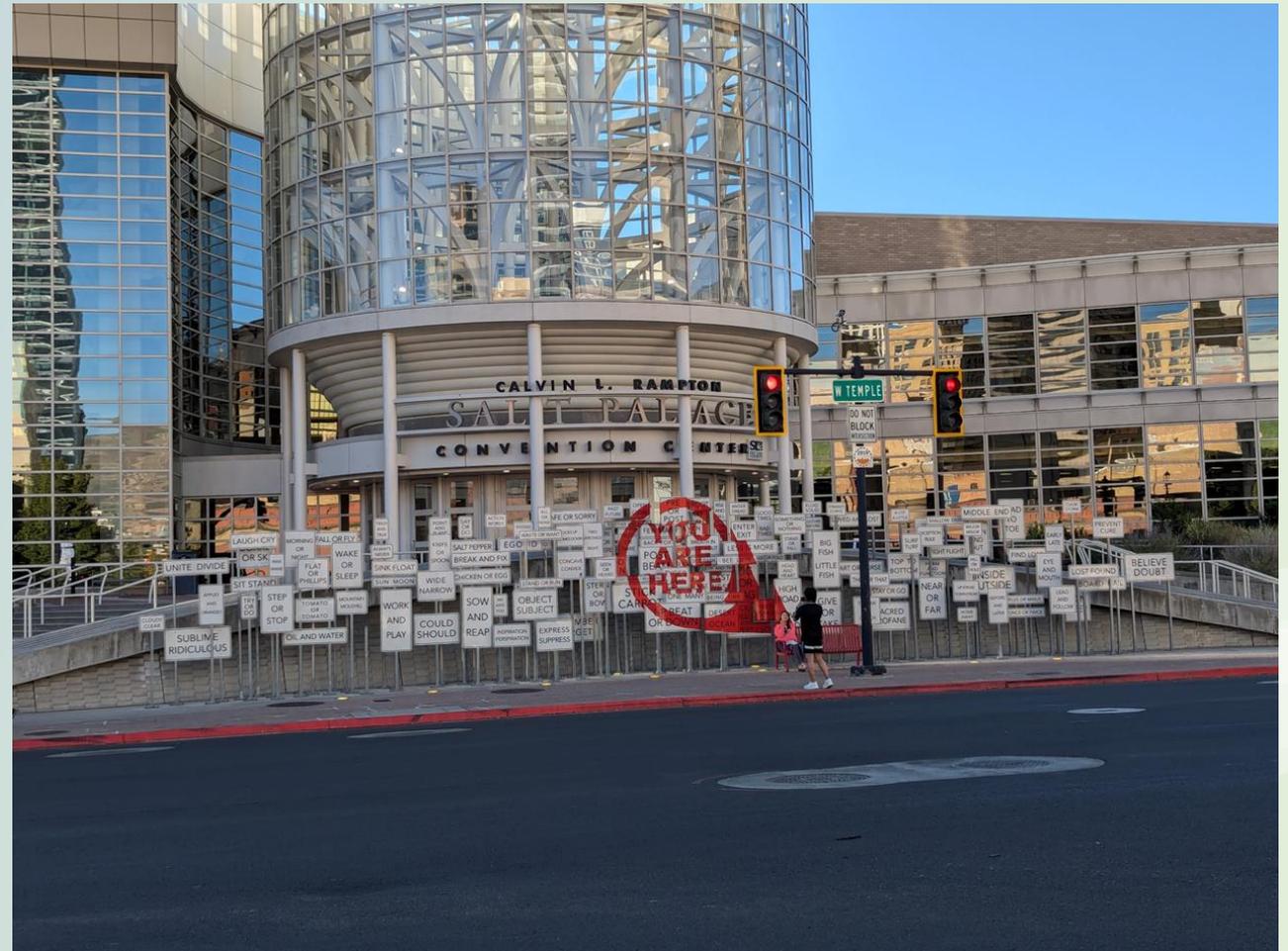
- Municipalities and partners submit planning project ideas and study requests for consideration in the FY26 UPWP
- MPO partners typically contribute 10-20% to any selected transportation study contract, specifically negotiated at the time a project is selected for inclusion in the FY26 UPWP
- Project solicitation will begin in December through mid-January
- MPO evaluates and prioritizes all submitted requests, with attention toward supporting the goals and objectives articulated in our long-range plan
- MPO is your transportation planning partner

# Transportation Planning Supports Economic Development

- Reliable transportation allows people and businesses to access resources more efficiently
- A well-connected transportation network allows businesses to expand their market reach and reduce the cost of transporting goods
- A sound transportation system allows people to access jobs, education, health care, and social connections
- Interregional transportation infrastructure can determine where cities grow and emerge
- Transit-oriented development (TOD) can help create walkable communities by bringing transportation, housing, employment, and entertainment options close together
- Land use decisions matter
- Development Advisory Committee (DAC) and Planning Commission - consider MPO recommendations

# Placemaking through Transportation and Land Use

- Creating, developing, or enhancing public spaces to make them more inviting and engaging
- Land use and transportation are inextricably linked
- Better integrate transportation into the public realm – user experience



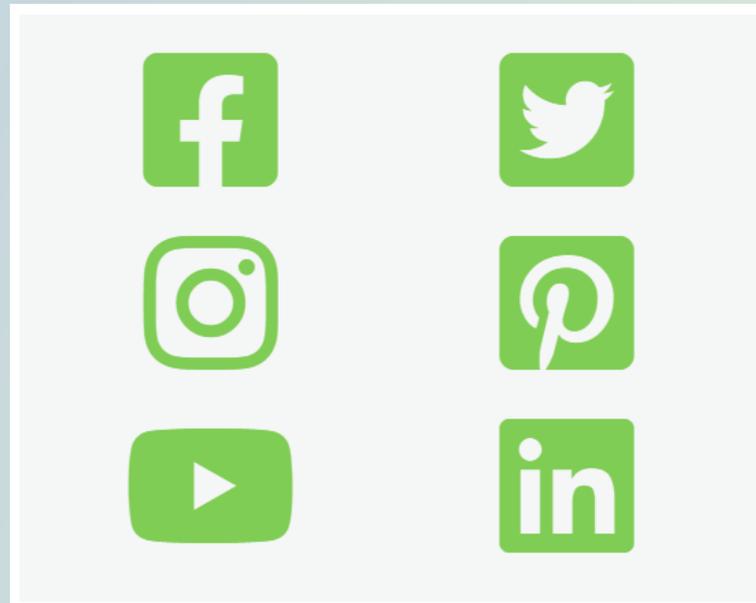
# MPO Virtual Reality Experience

- FHWA State Transportation Innovation Council (STIC) Incentive Program Award
- Leverage virtual reality technology
- Three modules:
  - A simulated safety problem (i.e. someone crossing the street, riding a bike, navigating a roundabout); reflect mistakes, ask questions, the result will be positive or negative
  - The “Think Like A Planner” game, where students can build their own roads and streetscapes
  - The MPO’s “Money Game” where folks can prioritize transportation issues in a fun way; this module will specifically support development of the MPO’s upcoming MTP



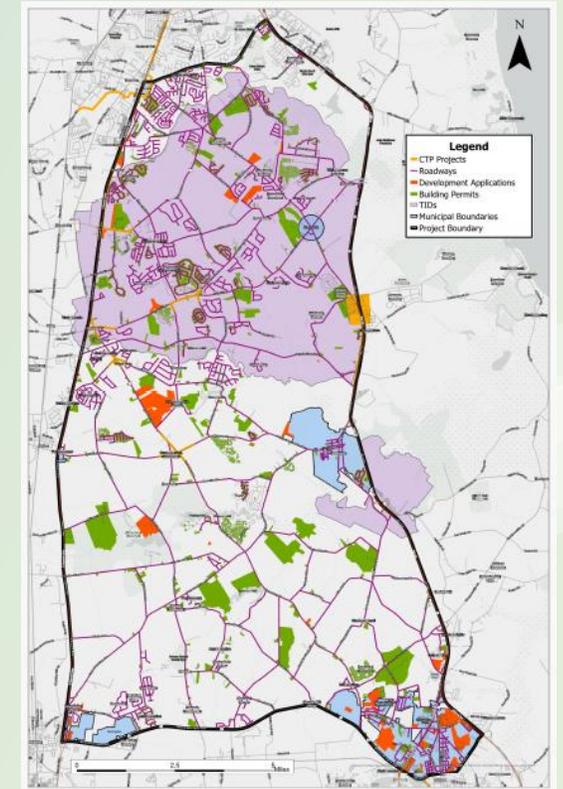
# Questions???

Connect with Us - #doverkentmpo



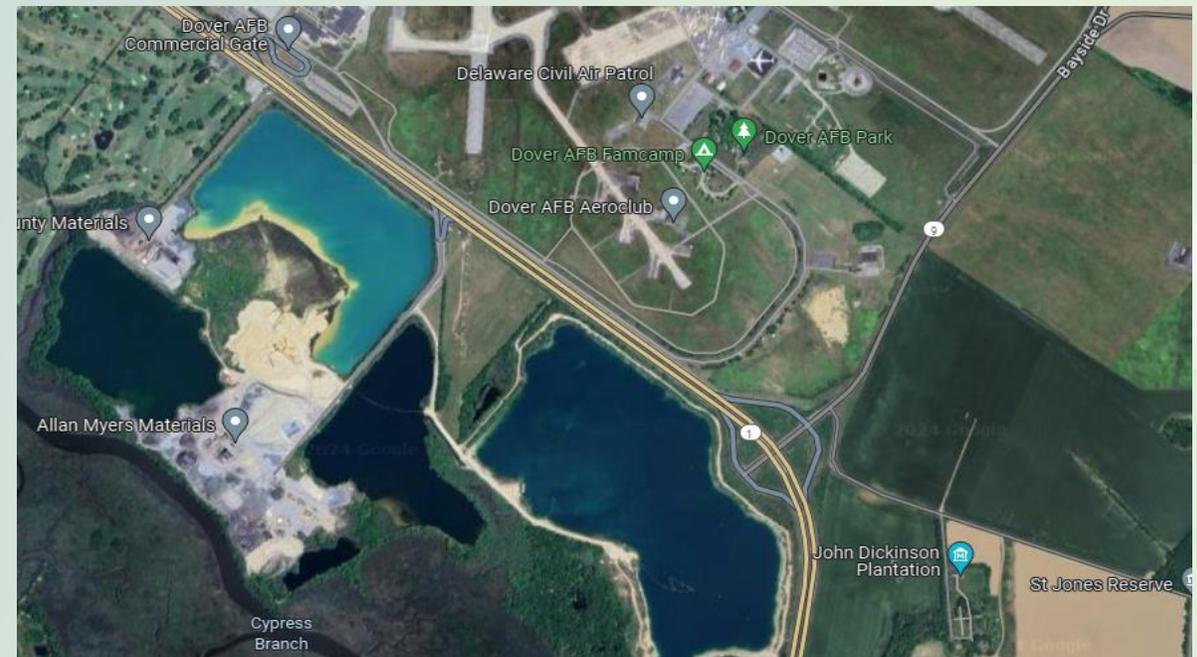
# South Central Kent County Circulation & Sufficiency

- Goal of this DeIDOT study is to evaluate south central Kent County roadways to identify short-term (1-5 years) and medium-term (6-10 years) recommendations for circulation improvements
- Study area is roughly bounded by SR 10 to the north, SR 1 to the east, SR 14 to the south, and US 13 to the west
- This is primarily a technical data-intensive review, with very limited public engagement
- Rossi Group is the consultant
- Anticipate completion April/May 2025



# Dover SR 9 / SR 1

- DelDOT wishes to evaluate the feasibility of converting the right shoulder of southbound SR1 to an auxiliary lane
- This is primarily a technical study with very limited public engagement
- Significant effort will be made engaging directly with stakeholders in the study area
- Kittelson is the consultant
- Anticipate completion December 2024/January 2025



# Kent County Comprehensive Safety Action Plan

- The MPO was awarded a USDOT Safe Streets for All (SS4A) Safety Action Planning Grant
- Develop a Safety Action Plan that can be used by municipalities in Kent County to apply for SS4A project implementation funding
- Plan will list and describe preferred safety programs, projects, strategies, and safety countermeasures to be carried out and implemented
- Soliciting proposals from consultants (due August 21)
- Anticipate completion June/July 2025



# DAFB Compatible Use Study Implementation

- Prioritize recommendations from the DAFB Compatible Use plan, plan meetings, coordinate with state and local agencies to implement those recommendations, community outreach regarding implementation, and form a monitoring committee to guide and monitor the implementation
- This project is being done in-house, in coordination with DeIDOT
- Work has not started yet
- This could become an ongoing responsibility for the MPO



## Dover Air Force Base (DAFB) Compatible Use Study Public Engagement Strategy

February 16, 2022

Prepared by Century Engineering, Inc.

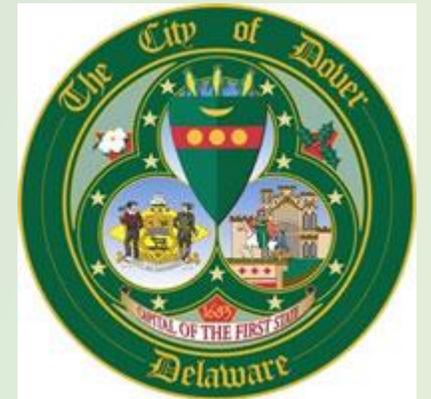
For

The Delaware Department of Transportation



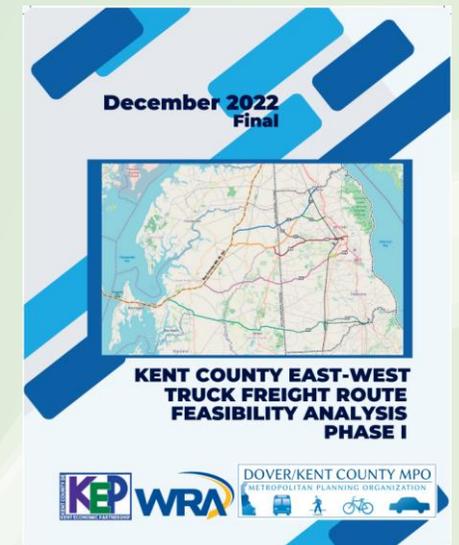
# Dover Municipal Freight Plan

- Develop a freight plan for City of Dover that can be incorporated into the comprehensive plan
- MPO is supporting this project on behalf of DelDOT
- WRA is the consultant
- Stakeholder meetings are complete
- Developing maps, content and policy recommendations
- Stakeholder workshop in September TBD
- Public drop-in workshop and presentation to Dover City Council  
October 29



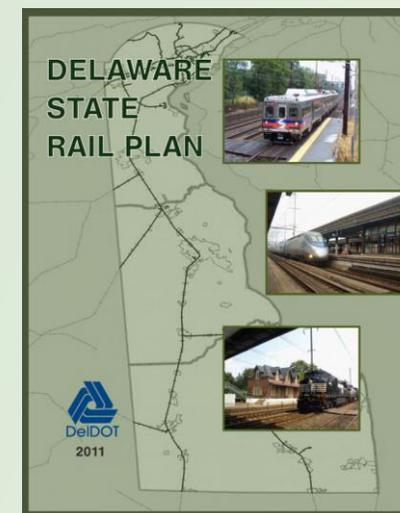
# East/West Freight Routes Phase 2

- Consider widening of roads, increased speed limits, signage, truck lanes, elimination of traffic lights, bypasses, new roadway designs, capacity improvements and other suggestions and recommendations that will enhance Kent County's travel infrastructure along the east/west freight routes
- Continuation of East/West Freight Routes Phase 1
- Century Engineering is the consultant
- Developing an active stakeholder group
- Public workshops in individual municipalities as needed
- Anticipate completion December 2024/January 2025



# Statewide Rail Plan Update

- Update the 2011 plan which sets forth Delaware's freight and passenger rail transportation policy, provides a basis for federal and state rail investment
- MPO is assisting the statewide effort on behalf of DeIDOT
- Jacobs is the consultant
- Work is just getting started



# Garrison Update

- In the FY25-FY30 CTP - Garrison Oak Connector Road (SR 1 via White Oak Road), \$1.5M in FY25 for preliminary engineering, \$1.5M in FY26 for preliminary engineering
  - Project Description: New connector two-lane road between White Oak Road and Little Creek Road; Provide a direct access to SR 1 via a connector road to White Oak Road
    - Phase 1 includes the design, engineering, land acquisition and construction of a connector road from Garrison Oak at White Oak Road
    - This connection would make access from Garrison Oak more efficient and competitive for business
  - Project Justification: Identified in the Dover Kent 2040 Metropolitan Transportation Plan and Air Cargo Facility Study
    - Phase 1 of this project is the City of Dover's #1 priority transportation project submitted to the Dover Kent MPO
    - The current condition is inefficient for existing truck traffic, and potentially limits future growth of new businesses from locating to these facilities
- To be eligible for TIIF (Transportation Infrastructure Investment Fund), there must be a completed TIS (Traffic Impact Study)
  - TIIF helps build the infrastructure that supports new or growing businesses
  - TIS determines transportation impacts associated with new development so that the impacts can be mitigated and system capacity can be preserved
  - City needs to initiate the TIS, coordinate with DelDOT to scope the study, and secure a consultant to perform the study



**Dover Economic Development**  
**10.15.24**

[WWW.CHOOSCENTRALDELAWARE.COM](http://WWW.CHOOSCENTRALDELAWARE.COM)



# Milestones & Accomplishments



**50 LOCATED  
PROJECTS**



**1,912 NEW  
JOBS**



**\$407M+  
CAPITAL  
INVESTMENT**



**43%  
BUSINESS  
ATTRACTION**



**57%  
BUSINESS  
EXPANSION**

# FFI Ionix

Exhibit 2 10-15-24



- 25 Jobs
- \$15 Million Investment
- First Graduated Lab Space Grant Recipient in Kent County



# Frito Lay

- Secured TIF Funding
- 25 Jobs
- \$10M Investment
- Distribution Center





# Business Retention & Expansion

# BRE Milestones & Accomplishments

6,018  
RETAINED  
JOBS



1,074 NEW  
JOBS



# Site Readiness

# Site Readiness Milestones & Accomplishments

**11 KC Projects Supported**



**\$8.995M+ In Award Funding**



**\$100M+ in Projected Investment**



**780+ Acres to be Developed/ Redeveloped**



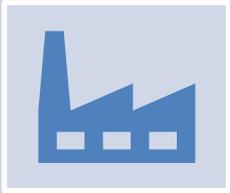




# Dover Logistics



# Industrial Inventory



## Current Inventory

**703,578+/- existing sf available**  
**712.61 +/- acres of land available**



## Project Inquiries

**10,382,500 sf of space**  
**1,846 acres**

\*Current Inventory numbers are based on available sites on  
[choosecentraldelaware.com](http://choosecentraldelaware.com)

\*Project Inquiries are total space requested from project inquiries since 2022

# Industrial Market



Limited industrial inventory



Existing inventory is outdated, and new inventory is going fast



Developers prefer not to construct without a secured tenant in place



Companies prefer to buy- Developers or owners prefer to lease



Building on spec is viewed as too risky

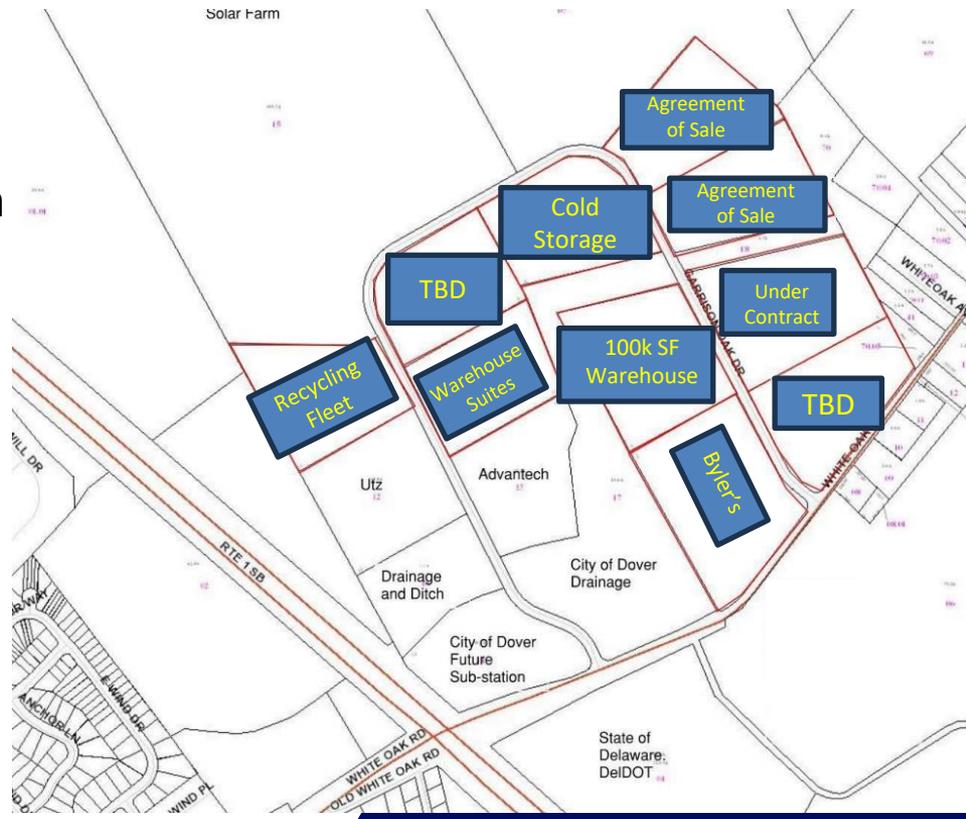


Unless Shovel Ready- building is a timely process

# Garrison Oak Business Park

Exhibit 2 10-15-24

- Multiple lots to begin construction soon
- Possible Large Cold Storage Coming Soon
- ZERO lots remaining



Garrison Oak Business Park			
Company	Jobs	Capital Investment	Exhibit 2 10-15-24 Square Footage
<b>Located Projects</b>			
Byler's	25	\$30,000,000	200,000
Cold Storage	200	\$25,500,000	165,000
Warehouse Suites	50	\$11,250,000	75,000
Recycling Fleet	20	\$4,000,000	10,000
<b>Located Total</b>	<b>320</b>	<b>\$70,750,000</b>	<b>450,000</b>
<b>Projections</b>			
Lot 1- SOLD	110	\$24,000,000	160,000
Lot 3- Contract	125	\$28,000,000	180,000
Lot 4- Agreement of Sale	135	\$30,000,000	170,000
Lot 5- Agreement of Sale	100	\$22,500,000	150,000
Lot 6- Agreement of Sale	100	\$22,500,000	150,000
Lot 9- Contract	50	\$12,000,000	80,000
<b>Projections Total</b>	<b>620</b>	<b>\$139,000,000</b>	<b>890,000</b>
<b>Total Potential</b>	<b>940</b>	<b>\$209,750,000</b>	<b>1,340,000</b>

# KEP Active Projects



**25 ACTIVE  
PROJECTS**



**650 NEW JOBS**



**\$405M+ CAPITAL  
INVESTMENT**



**42% BUSINESS  
ATTRACTION**



**58% BUSINESS  
EXPANSION**



# Thank you!!



# Questions?

# Economic Development Committee Meeting Minutes



March 11, 2025

The Economic Development Committee Meeting was held in person and by video conference on March 11, 2025, at 4:00pm with Mayor Robin R. Christiansen presiding.

Committee Members present in person or via video were Mayor Robin R. Christiansen, Councilwoman Julia Pillsbury, City Manager Dave Hugg and Diane Laird. Absent was Councilman Fred Neil, Dawn Melson-Williams, Kim Adams and Clayton Hammond. The guest speakers present were Bobby Wilson, Veronica Palomino and Dr. Robert Rescigno. City Council and Staff members present were Councilman Gerald Rocha, Yvonne Martine, and Jody Simundza.

## WELCOME

The meeting will be called to order at this time with no quorum. All actions items are deferred to the next meeting.

### **Mr. Bobby Wilson, Business Development Officer for Carpet for Pennies and Ms. Veronica Palomino**

Mr. Wilson discussed his affiliation with several contracting organizations and the need for a disparity study. Mr. Wilson highlighted the issue of mandatory pre-bid meetings and the lack of participation from prime contractors. Mr. Wilson suggested to create local goals for smaller contractors and an apprenticeship program. Mr. Wilson emphasized the need for trade schools and Minority Participation Programs to address the skill gap in the construction industry.

Mr. Wilson pointed out the disparity in opportunities between established firms and smaller, minority-owned businesses. Mr. Wilson suggested increasing the percentage of opportunities for minority contractors to balance out buying power. Mayor Christiansen and City Manager Hugg discussed the current city policies and the challenges faced by minority contractors. Mr. Wilson mentioned the lack of opportunities for minority contractors under the \$50,000 threshold.

Mr. Wilson proposed a cleanup program like Wilmington's Vision Program to make Dover cleaner. He discussed the partnership with the Booted and Suited Career Academy and East Side Rising Workforce Development Program. Mr. Wilson also mentioned the acquisition of a training facility and the need for community support. He plans to present more details about the education and trade programs in the next meeting.

Councilman Rocha suggested conducting a disparity study and partnering with other entities like Capital School District and Kent County. He mentioned the high cost of conducting a disparity study and the potential for reducing it through collaboration. Councilman Rocha proposed to implement mandatory pre-bid meetings to help smaller contractors build relationships with larger firms.

## **Dr. Robert W. Rescigno, Delaware Manufacturing Extension Partnership (DEMEP)**

Dr. Rescigno introduced himself and his background in education and corporate leadership. He explained the mission of the Delaware Manufacturing Extension Partnership (DEMEP) to support Delaware manufacturers. Dr. Rescigno highlighted the services provided by DEMEP, including technology, workforce development, and supply chain optimization. He shared success stories of companies that have benefited from DEMEP's services, such as Afghan and Samaria.

Councilman Rocha asked about the implementation of workforce development like Lean and Six Sigma. Dr. Rescigno explained the benefits of these programs and the importance of leadership commitment for successful implementation. He emphasized the need for continuous improvement and the role of DEMEP in providing resources and support. Dr. Rescigno suggested leveraging the national network to optimize supply chains and connect manufacturers with the right resources.

### **COMMUNITY COMMENTS**

None

### **ANNOUNCEMENTS**

None

### **NEXT MEETING DATE**

May 13, 2025, at 4:00pm

### **ADJOURNMENT**

Mayor Christiansen declared the meeting adjourned.

### **Exhibits**

Exhibit #1 – Dr. Rescigno DEMEP Presentation



Growing | Connecting | Building



**Delaware Manufacturing Extension Partnership (DEMEP)** is a federally and state funded non-profit organization committed to helping Delaware's manufacturers improve their global competitiveness. The Delaware MEP operates as a recipient through Delaware Technical Community College in partnership with the United States Department of Commerce, National Institute of Standards and Technology, the Delaware Division of Small Business, and the Delaware State and local Chambers of Commerce. DEMEP and the MEP National Network have developed a collection of tools, products and services customized to meet the unique needs of Delaware's manufacturers.

# Managing Partners





*The Go-To Experts for Advancing U.S. Manufacturing*



# Delaware MEP - Mission

Provide innovative solutions to drive Delaware manufacturers to achieve operational and technological excellence.

*Growing, Connecting, and Building  
Delaware's Manufacturing Ecosystem.*

# Trusted Business Advisor

- The Delaware MEP operates as a Trusted Business Advisor
- DEMEP is a service organization.
- Focused on Technology, Workforce, Supply Chain

# Technology

- Products
  - New Market Development
  - ExporTech®
  - Tech Scouting
  
- Processes
  - Robotics & Automation
  - CMMC (DoD Cyber)

# Workforce

- Incumbent
  - Upskilling Existing Workforce
  - Programmatic
    - Lean
    - Six Sigma
    - Quality Management Systems (ISO, GMP, Auditor Training etc.)
  - Technical
    - CAD
    - PLC
    - Troubleshooting
    - Energy audits
- Recruiting
  - Connecting local programming
    - Manufacturing Pathways
    - Apprenticeship Programs
  - Voicing your Concerns

# Supply Chains

- Supplier Scouting
  - Connex Delaware
- Supply Chain Optimization
  - Strategic Planning

# Success Stories - client successes enabled by DEMEP at time of service (Start Ups, 3-5 years, and well established companies)

AVKIN (Startup)

SUMARI – Cyberforensics (Start 2007)

Miller Metal – Metal Fabrication

As a startup the creation of processes for everything from how to deal with vendors and inventory levels to how to run an effective meeting.



As a result of the successful implementation of these business practices the company is currently securing a new, larger facility, where it will be able to expand and grow. DEMEP is helping set up the new space by using 3P – an exercise that maps the company’s processes, sets up the space accordingly, and then simulates a day to see what might need to be changed.

***“When you are new to business, it helps to have a trusted advisor. We are learning from experts who have experience with a variety of companies. Our problems are unique to us, but not to the DEMEP experts.”***

~ Amy Bucha, Chief Scientific Officer, Avkin

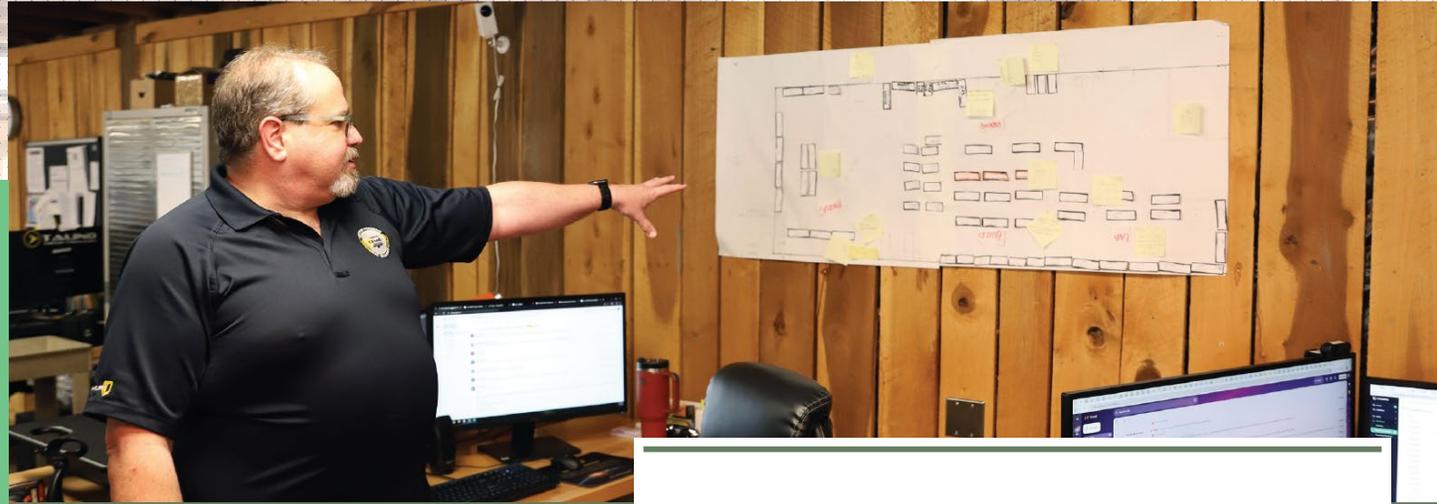
SUMURI



The plant production floor was unorganized, inefficient and took up too much floor space. SUMURI needed their operations to “flow” better so they could better meet customer deadlines.



- Top-line revenue grew to \$20 million dollars – a 50% increase.
- They regained, on average, 40% of their floor space back.



*“DEMEEP helped us to double our business and you see people who are working in a nice, calm environment.”*

~ Jason Roslewicz, SUMURI's vice president for business development

*“We were not optimized, we were not organized. Without DEMEEP's help, we would have imploded.”*

~ Steve Whalen, Co-founder of SUMURI



Miller Metal wanted to Grow in Industrial Markets and needed to streamline existing process and efficiently layout a new facility.



# FAMILY BUSINESS GROWS INTO NEW FACILITY



*"I would recommend DEMEP's services to any manufacturer in the state."*

~ Marty Miller II, Founder, Miller Metal Fabrication Inc.

- 20 new jobs projected by 2025
- \$7,000,000 invested in new plant facility
- \$50,000 in cost savings due to new layout
- 30% increase in capacity

# Delaware MEP

Helping Delaware manufacturers thrive in today's 21<sup>st</sup> Century Globally competitive market place:

- **Serve as a “Trusted Business Advisor”**
- **To facilitate a Diagnosis and a Prescription**
  - Through the identification opportunities and gaps
- **To align Treatment (implementation of the plan) and conduct an Evaluation**
  - By connecting and leveraging the right resources to grow the business , create and maximize efficiency and operations, and increase performance of all employees through:
    - National MEP Network
    - Local Connections
- **Cost**
  - Initial **Diagnosis** and **Prescription** (plan) provided by DEMEP
  - DEMEP will follow-up with funding opportunities through grants, federal and state resources and referrals to implement the **Treatment** (solution).

Growing, Connecting , Building  
Delaware's Manufacturing Ecosystem

# Delaware MEP

# THANK YOU

Dr. Rob Rescigno  
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(302) 897-6167

# **Pilot Program**

Booted & Suited Career Academy

Proposal

Safer, Cleaner, Greener  
Ambassadors  
Dover Delaware

Booted Suited  
Career Academy & Fears Boxing Gym

Good morning,

I Bobby Wilson CEO/Founder of Booted Suited Career Academy attached mission statement proposal. This proposal is for a safer, cleaner and greener Downtown Dover, Delaware.

Capitol of the First State  
“Safer Cleaner Greener” Dover, Delaware

Services

Information & Direction > Loss & found office: 32 West Loockerman Street Suite 101D Dover, De

Façade Improvement – Power Washing store fronts Downtown

Foot; Bike Patrols (Eyes of The Ground)

Safety Escorts (Citizens & Families)

Downtown Farmer’s Market (Food Desert Support)

Special Events & Initiatives (First Friday) management (Books musical Groups & other talents)

Business Recruitment

Graffiti Removal

Curves - painting

Street Sidewalk Cleaner

Violent Intruder Boots on the ground relationship with the people in the community

**City of Dover Services Provided**

- Expense Trucks (City of Dover retire motor pool) & gas
- Dumpsters – City of Dover (CDBC)

**Sponsorship Funding**

Business (Downtown) funding merchants – First Friday Event

Sponsorship Bank – Community Block Grant

Fundraising food truck rallies

Grants (apply for grants on behalf of City of Dover to support this mission

Community Frat & Sorority - reinvestment

Façade – Improvement Program (Downtown Dover Partnership)

DSU – Community Engagement Funds

DSU – Student Community Engagement (Inter research)

Other community partners

### **Capital City Rising**

Training individuals to be productive citizens and help build their community

Volunteer – parole & probation

Leading them into a training program with hope that the results will be a full-time job.

### **Community partners with other organizations**

Cost \$50,000.00

1<sup>st</sup> month \$15,000.00 Sept

2<sup>nd</sup> month \$15,000.00 Oct

3<sup>rd</sup> month \$10,000.00 Nov

4<sup>th</sup> month \$10,000.00 Dec

\$15,000.00

- 4,000.00 2 men - managers

11,000.00

- 4,000.00 sponsorship (CEO)

7,000.00

- 1,000.00 Fuel (equipment, autos)

6,000.00

- 500.00 Lunch & misc.

5,500.00

- 1,000.00 Equip & supplies

4,500.00

- 500.00 Library Ins

4,000.00

- 1,000.00 office rent

3,000.00

- 200.00 office supplies

2,800.00

- 500.00 clothing – uniform

2,300.00

- 1,000.00 see – market, face book, emails, etc.

1,300.00

- 300.00 I/O

1,000.00

**Employees**

Lead man – supervisor day shift 9 AM- 5 PM (\$500.00/week)

Lead man – supervisor second shift 8 PM- 4AM (\$500.00/week)

Manager - \$1,00.00/week

Volunteer: 10 men and women – morning

10 men and women – evening

\* Grow Tundy, state, city, county

\* \$15,000.00 Sept. / \$15,000.00 Oct, / \$10,000.00 Nov. / \$10,000.00 Dec