



# Annual Report

## November, 2011

### ***SEDAC Mission Statement:***

***To leverage the experience, intellect, and creativity of the Sussex County community to inform, develop, recommend, and communicate strategies for creating sustainable economic prosperity.***





## **Letter from the Chair**

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The Sussex Economic Development Action Committee (SEDAC) began in 2007, but has not officially celebrated our first birthday yet.

After the 2007 Sussex County Today and Tomorrow Conference, where the need for an independent economic development organization was identified, business people, together with representatives from local government and education began meeting to determine just how we could meet the economic development needs of the County.

This all-volunteer group continued to grow and interest expanded to the point that last year, we formalized the organization, officially forming an 501(c)3 with an elected Board of Directors and the ability to receive federal grant funding. In becoming a non-profit, we now have the responsibility and ability to service new and expanding businesses throughout the County.



Today, we have started a bloom of economic development. We have begun the work of retaining, expanding and attracting business to Sussex County by combining the perspectives and resources of business, government, and education. We have forged this unique partnership because we believe that self-sustaining, long-term economic growth depends upon fusing the power of these distinct communities. SEDAC recognizes economic development as the intersection of public policy and private commerce for job and wealth creation.

I am proud to say, "Our job has just begun."

I wish to thank our board, ex-officio, and committee members. All have given their time, expertise, and resources to the greater good of our community. Their sustained commitment to SEDAC and our mission has started a buzz that will allow our County to grow and thrive for years to come.

Regards,

A handwritten signature in black ink, appearing to read "Patti Grimes".

Patti Grimes  
Chair

## **SEDAC Board Members**

*August 2010 – November 2011*

### **Executive Committee**

Patti Grimes, Chair

Rob Rider, Vice Chair

Bill McGowan, Treasurer

Nancy Moore, Secretary

### **Board Members**

Joe Conaway

Mark Reeve

Bob Ruggio

Ileana Smith

Scott Thomas

Bill Pfaff

Carrie Subity

### **Ex-Officio Members**

Julie Wheatley, Sussex County

Melody Booker, DEDO

Gene Dvornick, SCAT

# SEDAC Supports Economic Development in Sussex County

## Open for Business

SEDAC's first ongoing initiative to support the development of small businesses in Sussex County, *Open for Business*, began in September 2011 with 13 entrepreneurs participating. *Open for Business* creates a one-stop shop offering information on funding, business consulting, and training. *Open for Business* serves both startups and established businesses seeking to expand. Participants come from a broad spectrum of sectors—manufacturing, construction, services, and more.



## Economic Gardening

In May 2011, SEDAC brought economic gardening expert Christine Hamilton-Pennell to Sussex County to share her vision for economic development. After touring the County, she presented to an audience of 55 entrepreneurs, service providers, and politicians. The following day, she met with the SEDAC committee and gave the group her advice on how to increase economic growth in Sussex County.

## Resourceful Leader

Building on the success of our 2010 participation in the Resourceful Leader Program, SEDAC again sent three members to participate in the program. Carrie Subity, Bill McGowan, and Trish Newcomer all participated in this accelerated program employing Socratic method, high personal accountability to oneself and colleagues. Through seven, 5-hour sessions, reinforced by voluntary get-togethers and meetings, graduates of the program will discover inner strengths and apply them to obtain measurable results. To date, participation by SEDAC members in this program has led to the creation of 18 new jobs in Sussex County.



Photo sources: Top: Nicole Minni, University of Delaware; Middle: Christine Hamilton-Pennell Cover Slide; Bottom: University of Delaware, Sussex County Cooperative Extension

## **SEDAC Reaches Across and Beyond the County**

### **Sussex County Council**

SEDAC regularly updates Sussex County Council on our progress. SEDAC has presented to Council numerous times at regular Council meetings. Additionally, we meet with Council members when economic development issues arise. SEDAC is committed to keeping County Council up-to-date on our progress and success stories.

### **Wallop's Island**

SEDAC representatives toured NASA Wallops Flight Facility, learning of the facility's history and the plans for the future functions that will be served from this location. Of particular note, this facility will service the International Space Station in the future. Currently, one Delaware business provides services to Wallops.

### **Sussex County League of Women Voters**

SEDAC participated in the Sussex County League of Women Voters public session on economic development in the County with Secretary Alan Levin. Events such as this allow SEDAC to bring our economic development expertise to a broader audience and foster cooperation throughout the County.

## **SEDAC's 2011 Organizational Milestones**

August 6, 2010	SEDAC formally adopted Bylaws, elected a Board of Directors board, and formed committees
November 12, 2010	Code of Ethics and Best Practices adopted
February 7, 2011	501(c)3 non-profit status obtained from the IRS
May 5, 2011	SEDAC website officially launched
June 27, 2011	SEDAC notified of award of \$25,000 RBEG Grant from USDA

## **SEDAC Supports Local Business Issues**

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### **Sussex County Airport Runway Extension**

SEDAC regularly monitors the status of the extension of the runway at the Sussex County Airport. SEDAC has voiced their support of a full (1000') runway extension. Additionally, an Ex-Officio member of SEDAC sits on the Sussex County Airport Advisory Committee.



### **Permit Extension**

SEDAC supported passage of the Sussex County ordinance providing for the temporary extension of time for subdivision applications, conditional use applications, and residential planned community districts. In addition to submitting a letter of support to County Council, SEDAC members monitored the process through participation in a number of County Council meetings where the ordinance was discussed, debated, and voted upon.

### **Snow Hill Rail Rehabilitation Project**

SEDAC submitted a letter of support for the construction of the Snow Hill Rehabilitation project when the Worcester County (Maryland) Commissioners and The Maryland and Delaware Railroad Company (MDDE) applied for a Federal Department of Transportation TIGER Grant. This project will protect industrial businesses in the Selbyville area, and allow for future business location and growth.



Photo source: Top: Tim Beach / FreeDigitalPhotos.net, [http://www.freedigitalphotos.net/images/view\\_photog.php?photoid=230](http://www.freedigitalphotos.net/images/view_photog.php?photoid=230); Middle: Salvatore Vuono / FreeDigitalPhotos.net, [http://www.freedigitalphotos.net/images/view\\_photog.php?photoid=659](http://www.freedigitalphotos.net/images/view_photog.php?photoid=659); Bottom: Tom Curtis / FreeDigitalPhotos.net, [http://www.freedigitalphotos.net/images/view\\_photog.php?photoid=178](http://www.freedigitalphotos.net/images/view_photog.php?photoid=178)

## **SEDAC's Ongoing Efforts**

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### **Bridgeville Conference Center**

SEDAC has long supported the development of a Conference Center to be constructed in Bridgeville. In the future, SEDAC expects to become more closely involved in this project as progress towards construction is made.



### **Emergency Services Building**

SEDAC has been closely monitoring the development of an Emergency Services Building at the Sussex County Airport. Sussex County ranks dangerously low in disaster preparedness, and SEDAC recognizes the need for such a facility. As this project continues to evolve and comes closer to fruition, SEDAC will explore the various ways that we can be involved in this project.

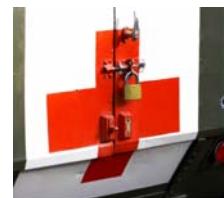


Photo source: Top: Evgeni Dinev / FreeDigitalPhotos.net, [http://www.freedigitalphotos.net/images/view\\_photog.php?photoid=1256](http://www.freedigitalphotos.net/images/view_photog.php?photoid=1256); Bottom: Stuart Miles / FreeDigitalPhotos.net, [http://www.freedigitalphotos.net/images/view\\_photog.php?photoid=2664](http://www.freedigitalphotos.net/images/view_photog.php?photoid=2664)

## **Organizations that have presented to SEDAC**

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SEDAC recognizes the importance of keeping up-to-date on major activities happening in Sussex County and the surrounding region. These organizations have made presentations to SEDAC.

- PATS Aircraft
- Downtown Delaware
- NRG Energy
- Delaware Department of Natural Resources and Environmental Control
- Central Delaware Chamber of Commerce
- US Department of Agriculture
- Delaware Air National Guard
- Delaware Economic Development Office
- University of Delaware Institute for Public Administration/Delaware Department of Technology and Information



Downtown Delaware



NATIONAL GUARD

# Financial Report

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## Financial Milestones

SEDAC received 501(c)3 exemption status from the IRS in February, just six months after SEDAC became formally organized as a corporation. This designation of SEDAC as a non-profit organization makes SEDAC eligible for funding and grants from any number of federal programs. It also provides the ability for SEDAC to eventually provide funding programs to help businesses start and grow.

In June, SEDAC was awarded a \$25,000 Rural Business Enterprise Grant (RBEG) from the US Department of Agriculture. SEDAC will use this money to fund a staff position. The RBEG program provides grants in rural areas to organizations like SEDAC that finance and facilitate the development of small and emerging businesses, as well as a number of other economic development projects. Matching funds are a requirement of the RBEG program, and SEDAC is seeking alliances to provide these matching funds.

As a result of the formal organization of SEDAC and the award of the RBEG grant, SEDAC has established a checking account with WSFS Bank. In addition to being a Delaware-based bank, WSFS has been supportive of SEDAC throughout the year.

## SEDAC Sponsors

SEDAC wishes to thank these organizations that have provided sponsorship to SEDAC in our first year:



## **SEDAC Success Stories by the Numbers**

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