Sussex Economic Development Action Committee (SEDAC)

Patti Grimes

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

Accountable to citizens through annual Sussex County Today & Tomorrow Conference updates

• Report progress
• Get input for plans
• Secure participation
Sussex Economic Development Action Committee (SEDAC)

EDUCATION

Bill McGowan, University of Delaware
Troy Mix, University of Delaware
Bill Pfaff, University of Delaware
Judi Sciple, Delaware Technical & Community College
Ileana Smith, Delaware Technical & Community College

GOVERNMENT

Melody Booker, Delaware Economic Development Office
Dave Baker, Sussex County Administration
Joan Martin-Brown, Town of Milton
Gene Dvornick, Town of Georgetown
Hal Godwin, Sussex County Administration
Trisha Newcomer, City of Seaford
Scott Thomas, Southern Delaware Tourism
Julie Wheatley, Sussex County Administration

BUSINESS

Nancy Carig, Bluewater Wind
Joe Conaway, Conaway and Associates
Carol Everhart, Rehoboth-Dewey Chamber of Commerce
Patti Grimes, Bethany-Fenwick Chamber/Carl M. Freeman Companies & Joshua M. Freeman Foundation
Betsy Reamer, Lewes Chamber of Commerce
Marke Reeve, Mark Reeve Associates
Jo Schmeiser, Milford Chamber of Commerce
Jim Smith, Bethany-Fenwick Chamber of Commerce/Delmarva Power
Chris Weeks, Rehoboth Beach Chamber of Commerce & Becker Morgan

Sussex County TODAY & TOMORROW Conference
Goals for 2009

1. Business Data Center
2. Focused support on existing businesses
3. Consider zoning needs
4. Consider possible manufacturing expansion to complement current economy
5. Seek venture capital or funding sources
6. Create workforce development and education plan that meets the needs of established priorities
Implement activities aimed at:

1. Developing the "connective tissue" necessary to tie together and leverage the existing economic development efforts of government and private groups.

2. Providing analysis of economic conditions to generate "market intelligence" that supports economic development decision making in Sussex.
Goal 1: Business Data Center

Potential Funding:

• Application submitted to USDA Rural Development. If awarded, these funds would support three core activities for a three year period:
Goal 1: Business Data Center

1. Establishment of an Online Business Resource Center
2. Conduct an Economic Development Training Program
3. Prepare Annual Market Intelligence Reports
Goal 2: Support Existing Businesses

Plan of Action:

• Identify ten business segments in the County

• Facilitate conversations to link businesses segments with probable partners for solutions and progress
Goal 2: Support Existing Businesses

Advantages:

• Bring “like kind” businesses together and to hear common needs/issues.

• Good networking opportunities for the businesses.

• Potential synergies with other SEDAC sub-committees.
Goal 3: Consider Zoning Needs

1. Predictability
2. Time Sensitive
3. Revise "PLUS" Process (Preliminary Land Use Service)
4. Reasonable Fees
Goal 4: Consider Possible Manufacturing Expansion

Assisted in submission of Aviation Maintenance Education and related Business Expansion project to the State for consideration as a Delaware Comprehensive Economic Development Strategy (CEDS) priority.
Goal 5: Seek Funding Sources

Investigate sources of business funding:

• Commercial Lending
• Government facilitated lending
• Venture Capital, Private lending
Goal 5: Seek Funding Sources

Conclusions:

• Venture Capital – not a significant source in short term

• Option – find local investors to support local businesses

• Continue to promote The Small Business Development Center as a significant resource
Goal 6: Create Workforce Development and Education Plans

- Aviation Maintenance – expand to include powerplant option
- Energy House at Owens Campus
- Diagnostic Medical Sonography (DMS) – respond to three county hospitals