

**MINUTES OF REGULAR  
MEETING OF THE BOARD  
OF DIRECTORS  
OF  
DELAWARE PROSPERITY PARTNERSHIP, INC.**

A regular meeting of the Board of Directors (the “Board”) of Delaware Prosperity Partnership, Inc. (the “Corporation”) was held on January 14, 2019 at Arshat Hall, UD Wilmington Campus 2700 Pennsylvania Avenue, Wilmington Delaware. The meeting commenced at 4:36 p.m. The following members of the Board, who constituted a quorum, were present:

Governor John Carney, Co-Chairman	Gregory Moore
Rodman Ward, III, Co-Chairman	Jeanmarie Desmond
Desmond Baker	Nick Lambrow
Richelle Vible	Patrick Callahan
Eric Cheek	Alan Brangman
Rob Rider	Rob Herrera
Delaware State Senator Anthony Delcollo	Delaware State Senator John J. Walsh III
Doneene Damon	Delaware State Representative Lyndon Yearick

Also in attendance at the invitation of the Board were:

Kurt Foreman, CEO, Delaware Prosperity Partnership, Inc.  
Elio Battista, Jr., Parkowski, Guerke & Swayze, P.A.  
Albert Shields, Policy Director, Office of the Governor  
Andy Lubin, Delaware Prosperity Partnership  
Ariel Gruswitz, Delaware Prosperity Partnership  
Becky Harrington, Delaware Prosperity Partnership, Inc.  
Michele Schiavoni, Delaware Prosperity Partnership, Inc.  
John Taylor, Delaware Prosperity Partnership, Inc.  
Christina McGinty, Delaware Prosperity Partnership, Inc.  
Sarah Kenney Cruz, Delaware Prosperity Partnership, Inc.  
Emma Odren, Delaware Prosperity Partnership, Inc.  
Scott M. Malfitano, Corporation Service Company  
Rob Radcliff, RDG Columbus, OH

**Introductory Remarks**

The meeting was convened by Director Carney at 4:37 p.m. The board welcomed new board member Senator Anthony Delcollo, and new staff member Megan Kopistecki.

**Treasurer’s Report**

An overview was provided by Director Desmond regarding the status of the Corporation’s finances and expenditures. Director Desmond advised that the Corporation’s funding was healthy.

She also advised that within the past few months we have seen a noticeable difference in the overall spending vs. beginning of 2018. This is due to growing the staff and the expenses that go along with a growing organization. Governor Carney mentioned that there is ongoing discussion within the Executive Committee to make sure that the Corporation is living well within their means. Director Desmond also noted that the 2019 budget will offer more detail including additional expenditure codes and expected timing during the year. Upon motion duly seconded, the Board approved the financial reports.

### **Presentation/Discussion**

Mr. Foreman introduced Robert Radcliff, founder and Managing Principal of Resource Development Group (RDG) and is responsible for providing senior-level organizational management and counsel to a broad cross-section of economic development organizations, chambers of commerce, and city, county and state government leaders throughout the United States. After listening to Mr. Radcliff, the group asked questions of the presentation. No follow up is required.

### **Action Items**

Mr. Foreman and Ms. Schiavoni presented to the Board the Corporation's proposed DPP State Outreach Event dates and preliminary meeting agenda outline. The proposed dates and State locations are: February 19, 2019 in Sussex County, March 20, 2019 Kent or New Castle County (TBD), April 2, 2019 Kent or New Castle County (TBD). The Board engaged in discussion regarding the proposed agenda. It was agreed that the Governor would be in attendance with Legislative presence. The presentation/discussion should include what we do and how we do it; we should be prepared to discuss anything that is not protected by an NDA. No edits or modifications to the dates were proposed. Upon motion duly seconded, the dates were approved by unanimous vote of the Board.

Mr. Foreman presented to the Board the proposed relocation plan for the Corporation. The proposed location is The Mill, 1007 N. Orange St., Wilmington, DE 19801, owned by Director Hererra. Director Hererra was asked to leave the room while the Board engaged in discussion of the details. Director Palmer asked for a comparison of costs for The Mill space with other reviewed/considered. Director Damon stated that the Board has a fiduciary responsibility and needs to vet all information. The Board concurred. Mr. Foreman will prepare the comparison and present it at the next Board meeting.

### **Program Reports/CEO's Report**

Mr. Foreman presented the DPP Committees: i) Audit Committee; ii) Planning and Development Committee; iii) Performance and Oversight Committee; iv) External and Relations Committee. Mr. Foreman confirmed the chairs of each committee as well as the members.

The DPP Directors provided updates to the Board on the following categories: i) business development including prospect pipeline; ii) innovation, iii) marketing and external relations efforts.

### **Next Meeting Date**

The Board determined that the next Meeting of Directors would be scheduled for March 11, 2019, 4:30 p.m. – 6:00 p.m., Delaware Public Archives, 121 M.L.K. Jr. Boulevard, Dover, DE.

### **Adjournment**

Closing remarks and thanks were presented by Directors Carney and Ward. There being no further business before the Board, upon motion duly made, seconded, and unanimously carried, the meeting was adjourned at 6:17 p.m.