

Who is Greater Kent Committee?



The Greater Kent Committee is a group of almost 100 CEOs and business leaders whose mission is to improve the quality of life for the people of Central Delaware. The organization's past success includes the establishment of Kent County Regional Sports Complex (DE Turf), creating the CenDel Foundation and the establishment of the Community Service Building in Dover.

The vision of the DE Turf to serve as an economic driver for Delaware has come to fruition. During the first year, the DE Turf brought over 40,000 visitors during

tournament weekends, booked over 20 events which resulted in a significant increase in total hotel room revenue. Next year, these numbers are expected to increase dramatically. Economic Development continues to be a focus for the Greater Kent Committee as we turn our efforts to the reorganization of the Kent Economic Partnership, KEP.

Reorganizing the Kent Economic Partnership

The KEP is a 501c3 organization led by Gregg Moore, principal of Becker

Morgan Group and operated out of the Kent County Levy Court building. The first step in reorganizing the KEP was to have the staff report directly to the KEP board of directors and expand the board of directors to include members of the Greater Kent Committee.

In a recent article in the Delaware State News, Mike Petit de Mange of Kent County Levy Court was quoted as saying, "The goal of the partnership is to represent the entire county and all of the communities in the county. Our objective is to strengthen the business

community and to advance recruitment, expansion and retention. We're going to do everything we can to keep the businesses we already have here healthy, enable expansion where it's possible and get out to recruit new businesses and industries to our area. The director will no longer be a county position, but one held by the partnership."

Mr. Petit de Mange continued, "we will be taking out the costs of the position from the county budget like salary and benefits and it will become a reoccurring grant to the Kent Economic Partnership for its personnel costs".

Gregg Moore is the current chair of the KEP and believes that addressing issues in our community by using the infrastructure that's already in place, rather than starting new committees, is the most appropriate way to approach economic development. We also need to effectively market our county's benefits and show that it's an easy and friendly place to do business.

Kent County Business Incubator

The Emerging Enterprise Development Center was established in 2017 and will continue to operate under the KEP. There are currently almost 2,000 square-feet of office space for rent to help small business embark in Kent County. The goal of the Kent County Emerging Enterprise Development Center is to provide early stage entrepreneurs with affordable Professional Business Office Rental Space in a supportive and nurturing environment that assists in growing business, developing and honing business skills, implementing and tailoring business plans, and establishing professional networks and client bases to ensure future success.

The Rockport Study

While reorganizing the KEP, the Greater Kent Committee focused on identifying business & growth opportunities in Central Delaware and worked with Rockport Analytics to identify these prospective clusters. Rockport has a proven track record and has studied companies like Disney and the Super Bowl's economic impact. They've identified the largest potential economic gains in Kent county to include:

Business & Legal Services

- Demand in Kent County is \$1.6 Billion
- Currently importing \$775 million
- Could create 4,500 jobs
- Average wage of \$80,000
- Small Businesses

Distribution, Warehousing, & Logistics

- Demand in Kent County is \$756 million
- Currently importing \$310 million
- Could create 2,300 jobs
- Average wage of \$54,000
- Small - Mid Size Businesses
- Lower land costs a Kent advantage

Health Care

- Demand in Kent County is \$1.1 Billion
- Currently importing \$158 million
- Could create 1,000 jobs
- Average wage of \$54,000
- Small Businesses

According to Ken McGill of Rockport Analytics, in addition to the three clusters listed above, it is critical we focus on addressing Education & Skills Development which includes computer and management training,

technical school and education support services as well as the Quality of Life issues our community faces. Conversations have already begun with the Superintendents of Kent County school districts as well as our colleges and universities.

Working Collaboratively

We recognize a collaborative approach to economic development is critical. Conversations have begun with the Delaware Prosperity Partnership and Kurt Foreman attended our recent briefing. It's essential we all work collaboratively with all stake holders including area planners, chambers, commercial realtors, municipalities and the business community. To create this engine for growth we need to take a holistic approach as we form our masterplan. We must address all areas of opportunity in Kent County including infrastructure improvement, workforce development, the regulation & permitting process, and education. We understand that having our business community, nonprofits, government, and planners all working collectively under the direction of the Kent Economic Partnership is essential.

Funding

Funding will be used for our executive director, staff, marketing, and additional tools needed to expand our efforts to increase economic development and the Kent County Business Incubator. Significant funding resources include:

- Kent County Levy Court – Grant as well as in-kind services
- Greater Kent Committee – Grant
- Currently working through budget process with many municipalities