

Delaware agribusiness

FARMING THE 21ST CENTURY WAY CONTRIBUTED BY THE DELAWARE PROSPERITY PARTNERSHIP

» Delaware's agribusiness sector is growing. Last month, FMC Corporation (NYSE: FMC), a publicly traded agricultural sciences company, announced a three-year, \$50M investment to completely reconfigure the greenhouse and research facility at its global R&D headquarters in Newark, Del. The company plans to hire 13 employees over the same time period, which would bring its total of full-time R&D employees at the Delaware campus to approximately 375.

"Over the years, FMC has been a leader in developing agricultural products that our farmers need," said Delaware Secretary of Agriculture Michael T.

Scuse. "As a global agricultural leader, we are excited to have their research facilities based in Delaware and their continued investment in the First State."

In addition to the FMC expansion recent agribusiness announcements include:

- Corteva Agriscience, which spun off from DowDuPont in June (keeping its Delaware headquarters) to become the leading agricultural sciences firm, with an estimated \$14B in annual revenue.
- Belchim, a Belgian chemical crop protection company, which established its U.S. headquarters in Delaware last year, in order to capitalize on the state's unmatched concentration of bioscience firms and talent.

Agriculture in Delaware

Ag-science and Agtech are reinventing one of America's legacy sectors – farming. That's part of the reason Delaware has one of the nation's most successful farm industries in the country. Ed Kee, Board member for the Delaware Prosperity Partnership and Delaware's former Secretary of Agriculture explains, "Nothing can replace the experience, know-how and powers of observation of the farmer."

In Delaware, agriculture is the single largest land use with nearly 40 percent of land across 2,500 farms devoted to agricultural production. And it pays off—in 2017, Delaware ranked second in the nation in per-farm sales, with an average of \$637,000 per farm, which was significantly greater than the national average of \$190,000 per farm.

Most farms in Delaware, 39 percent of the total, are between 10 to 49 acres and produce commodities such as lima beans, soy, corn, and wheat. In fact, Delaware produces the most lima bean of any state in the nation—more than one-third of the U.S. total. The annual harvest of more than 350,000 acres of corn and soybeans is used to produce chicken feed, with almost \$1 billion of chicken feed ingredients purchased across the Delmarva Peninsula in 2017.

As Kee observes, "I've always said that Delaware should be looked at as a food shed for the eastern United States. With that concept comes incredible challenges,



but also incredible opportunities, and if you couple those challenges and opportunities with the skill sets and the dedication of our farmers and then the industries and the university that support agriculture, it's a noble industry. We're producing food not for our country and indeed for the world."

Poultry Production

Statewide, Delaware farmers produced 1.87 billion pounds of chicken in 2017. Sussex County, Delaware is the #1 producer of poultry and eggs in the nation. The county is considered the birthplace of the broiler chicken industry, and it continues to be the top broiler producing county in the United States. Poultry production companies like Mountaire Farms and Allen Harim Foods call the state home. Perdue Farms in Milford, Delaware is the nation's largest USDA-certified organic chicken plant. Overall, the broiler chicken industry supports more than 8,500 jobs statewide and generates more than \$1 billion in sales annually, establishing Delaware as one of the country's leading poultry producing states.

About Delaware Prosperity Partnership Created in 2017, Delaware Prosperity Partnership (DPP) is a not-for-profit organization that leads the state of Delaware's economic development efforts to attract, grow and retain businesses, including agribusiness companies. DPP works with site selectors, commercial developers and business executives focused on where to locate or grow a business. The team helps with reviewing potential sites, cost-of-living analysis, quality-of-life intel and funding opportunities, including available tax credits and incentives. For more information, visit www.choosedelaware.com.

On to new adventures...

THE STATE CHAMBER GIVES ITS BEST TO COLLEAGUES DENÉE AND JAMES

Denée Crumrine, Communications Manager, was offered the Corporate Communications Manager position at Highmark Delaware, under the leadership of Nick Moriello. During her three years at DSCC, Denée managed the Delaware Business magazine, digital communications and social media, press relations and our internship program.

"Working with the Delaware State Chamber of Commerce has been a tremendous experience (both times!) that no other organization can replicate. Being able to network with business, government and community leaders, getting exposed to all types of industries, learning about the state of Delaware, and working with the amazing team here, all on a regular basis, has given way to great personal and professional growth. It is an experience for which I am truly grateful. I will miss my Chamber family and friends, but am very excited for this new opportunity!"



James DeChene, Senior Vice President of Government Affairs, will be joining forces with another local lobbyist to form their own firm. James led the Chamber's advocacy mission and ensured our members' voices were heard in Dover. "I'm grateful to have worked for the State Chamber for the last five plus years. Specifically, I've enjoyed learning about the variety of Delaware businesses, and the personalities of those who own and operate them. I have a deep appreciation for the members I've worked with who've shared their expertise and knowledge helping to shape policy and

talking points on the issues that impact the business community. It's with mixed emotions that I leave the State Chamber—sad not to see so many people I enjoy on a regular basis, but excited at the prospect of starting my own small business, a contract government relations firm. I plan to stay active with the State Chamber, and hope to see you soon."

