

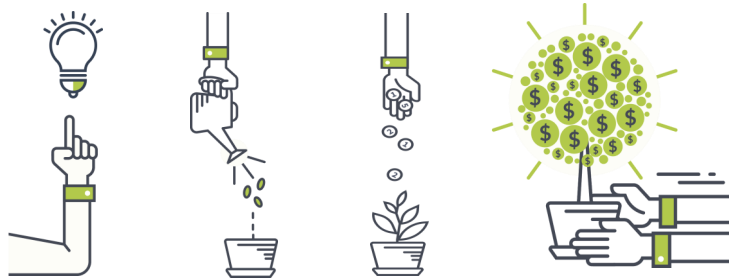


**DELAWARE'S
BUSINESS RESOURCES**

**Emerging Enterprise Center
920 Justison Street
Dravo Plaza on the Riverfront
Wilmington, DE 19801**

**For more information on the Open for Business
Program, contact Erica Crell
(302) 294-2063
crelle@ncccc.com**

Welcome to Open for Business



Join us on the fourth Thursday of each month from 9:00 am - 11:00 am for the Open for Business sessions and meet with representatives from Delaware's entrepreneurial ecosystem.

Collectively, these organizations provide a range of services that help businesses advance their business model, reach potential customers, land government contracts, secure loans, meet state regulatory requirements and generally mentor entrepreneurs striking out on their own for the first time.

Open for Business Resource Partners



	City of Newark
	City of Wilmington
	New Castle County
	Delaware Division of Small Business
	Delaware Prosperity Partnership
	Delaware Manufacturing Extension Partnership
	Delaware Technical & Community College
	Department of Natural Resources & Environmental Control
	Emerging Enterprise Center
	Export Delaware
	First State Community Loan Fund
	New Castle County Chamber of Commerce
	Office of Economic Innovation & Partnerships (UD)
	Office of Supplier Diversity
	Procurement Technical Assistance Center
	Small Business Administration
	Small Business Development Center
	Score Delaware
	Women's Business Center
	World Trade Center of Delaware
	YWCA

CITY OF NEWARK



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The City of Newark's mission is to provide well-managed and cost-effective services to our customers, both internal and external, with an emphasis on quality, value, and responsibility.

 (302) 366-7000
 <http://www.newarkde.gov>

CITY OF WILMINGTON



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

Half the publicly-traded US corporations are chartered in Delaware, including 58% of FORTUNE 500 companies. That alone should give you a pretty good idea of how business-friendly this state is. Why you may not realize, however, is that the best way to take advantage of our pro-business environment is to not only charter here but to actually be here –right in the middle of it all –in Wilmington, Delaware.

 (302) 576-2120
 <http://www.wilmingtonde.gov>

NEW CASTLE COUNTY



NEW CASTLE COUNTY



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

New Castle County, Delaware is emerging as a hub for innovation and entrepreneurship. The New Castle County Chamber of Commerce is a valued partner in the County's business development ecosystem.

Business development for startup companies and small business is crucial to economic growth. New Castle County's Department of Economic Development is committed to supporting innovation, entrepreneurship and small business.

Tamarra Morris, Department of Economic Development

- ☎ (302) 395-5959
- ✉ Tamarra.Morris@newcastlede.gov
- 💻 NCCinnovates.com

Delaware Division of Small Business



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The Delaware Division of Small Business, part of the Delaware Department of State, is a service-focused agency committed to supporting businesses starting and growing in Delaware. Small businesses can reach out to the Division for assistance in connecting to resources and advice to succeed. The Division is a champion for Delaware small businesses and here to help take companies to the next level.

David Mathe, Southern New Castle County Business Resource Manager

☎ (302) 577-8477

✉ David.Mathe@state.de.us

Joe Zilcosky, Wilmington Business Resource Manager

☎ (302) 577-8477

✉ Joe.Zilcosky@state.de.us

Damian DeStefano, Director

☎ 302) 739-4271

✉ Damian.DeStefano@state.de.us

💻 www.delbiz.com

Delaware Prosperity Partnership



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

Delaware is an ideal place to start and grow a business. The Delaware Prosperity Partnership (DPP) leads the state's economic development efforts to attract, grow and retain businesses; to build a stronger entrepreneurial and innovation ecosystem; and to support private employers in identifying, recruiting and developing talent in Delaware.

The DPP provides support to businesses that are looking to grow in the following sectors:

- Science and Technology
- Education and Healthcare
- Food and Agriculture
- Business and Financial Services
- Manufacturing and Logistics

The DPP also supports innovation across these sectors and helps form partnerships amongst the corporate, public and academic sectors to drive economic growth.

Becky Harrington, Director, Business Development

☎ (302) 576-6577

✉ bharrington@choosedelaware.com

Ariel Gruswitz, Director, Innovation

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💻 www.choosedelaware.com

DELAWARE MANUFACTURING EXTENSION PARTNERSHIP



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

DEMEEP provides cutting edge services and leverage our partnerships, community connections and technology resources to enable Delaware companies to innovate, create more jobs, increase their profitability and successfully contribute to Delaware's economy.

☎ (302) 283-3131

✉ info@demep.org

🌐 www.demep.org

DELAWARE TECHNICAL & COMMUNITY COLLEGE



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

Delaware Technical Community College is a statewide multi-campus community college committed to providing affordable, open admission, post-secondary education that is relevant and responsive to labor market and community needs. The College offers comprehensive educational opportunities that contribute to the economic vitality of the State, including career, general, developmental, and transfer education; workforce development; and lifelong learning. The College respects its students as individuals and as members of diverse groups and is committed to fostering student success in higher education as a means to economic and personal advancement.

☎ (302) 857-1000 (Dover)

☎ (302) 259-6000 (Georgetown)

☎ (302) 454-3900 (Stanton)

☎ (302) 571-5300 (Wilmington)

🌐 www.dtcc.edu

DEPT. NATURAL RESOURCES & ENVIRONMENTAL CONTROL



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

It's the mission of the Delaware Department of Natural Resources and Environmental Control to protect and manage the state's vital natural resources, protect public health and safety, provide quality outdoor recreation and to serve and educate the citizens of the First State about the wise use, conservation and enhancement of Delaware's Environment.

Michelle Jacobs, Small Business Ombudsman

- ☎ (302) 739-9069
- ✉ Michelle.jacobs@state.de.us
- 🌐 www.dnrec.delaware.gov

EMERGING ENTERPRISE CENTER



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	

The Emerging Enterprise Center is a business incubator that helps startup and small business learn essential entrepreneurial and business skills, grow their business, and develop a long term sustainable model. The Center provides affordable space, support services and business education while connecting business with a comprehensive network of mentors, partners and advisors.

Dora Cheatham, Program Manager

- ☎ (302) 294-2056
- ✉ cheathamd@ncccc.com
- 🌐 ww.eecincubator.com

Export Delaware



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

Export Delaware is an initiative of the Delaware Department of State. We are the official export resource for Delaware's small businesses. If you are a new exporter, or want to explore new markets, we can help you get started. Export Delaware assists Delaware companies that seek to export their products and services. Our experienced staff provides on-site guidance to businesses that are looking to explore export opportunities or to expand their current export activities to new markets.

Beth Pomper

- ☎ (302) 577-8464
- ✉ Beth.Pomper@delaware.gov
- 🌐 <https://export.delaware.gov>

True Access



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	

True Access Capital is a not-for-profit, federally certified, Community Development Financial Institution (CDFI) that supports small businesses and community development projects. As a CDFI, True Access is required to provide at least 60% of its lending and technical assistance activity to underserved populations. True Access defines underserved populations as those that include women and minority led companies; low-income borrowers; businesses and other organizations that serve low-income populations; or businesses or organizations that are located in low-income communities.

Additionally, True Access is a Certified Development Company, or CDC. As a CDC, True Access administers the U.S. Small Business Administration's 504 program. Through the 504 Program, True Access works with bank lenders to provide financing to small businesses for large assets purchases, such as owner-occupied commercial real estate and machinery and equipment.

Vandell Hampton, Jr, President

- ☎ (302) 652-6774
- ✉ vhampton@firststateloan.org
- 🌐 www.firststateloan.org

NEW CASTLE COUNTY CHAMBER OF COMMERCE



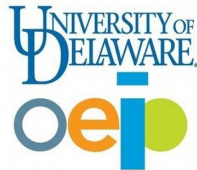
Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The Emerging Enterprise Center is a business incubator that helps startup and small business learn essential entrepreneurial and business skills, grow their business, and develop a long term sustainable model. The Center provides affordable space, support services and business education while connecting business with a comprehensive network of mentors, partners and advisors.

Chris Marchak, Membership Manager

- ☎ (302) 294-2061
- ✉ marchakc@ncccc.com
- 🌐 www.ncccc.com

OFFICE OF ECONOMIC INNOVATION & PARTNERSHIPS



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The University of Delaware's Office of Economic Innovation and Partnerships (OEIP) is made up of the Delaware Small Business Development Center, the Procurement Technical Assistance Center, and the UD Technology Transfer Office. OEIP facilitates access to space, capital, counsel and connections that empower entrepreneurs and innovators to accelerate their ideas to market, grow their business and form partnerships of their own.

Dr. David Weir

- ☎ (302) 831-7140
- ✉ oeip-info@udel.edu
- 🌐 www.oeip.udel.edu

OFFICE OF SUPPLIER DIVERSITY



OFFICE OF SUPPLIER
DIVERSITY

Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The Office of Supplier Diversity (OSD) helps businesses access government opportunities through certification. The OSD assists the community of minority, women, veteran, service disabled veteran, and individuals with disabilities owned businesses as well as small businesses of a unique size in competing for the provision of commodities, services, and construction to State departments, agencies, authorities, school districts, higher education institutions and all businesses.

Michelle Morin, Executive Director

☎ (302) 857-4554
✉ OSD@Delaware.gov
💻 gss.omb.delaware.gov/osd

Join the OSD Mailing List: <http://directory.osd.gss.omb.delaware.gov/self-registration.shtml>

DELAWARE TECHNICAL & COMMUNITY COLLEGE

DELAWARE Procurement
PTAC Technical
Assistance
Center

Business Size			
Startup	Small	Mid-Size	Large
	✓	✓	✓

The Procurement Technical Assistance Program is powerful because it connects small business with federal government. The Defense Logistics Agency, part of the Department of Defense, funds the Procurement Technical Assistance Program to increase the number of vendors capable of performing on government contracts.

Walter Blaney, PTAC Director

☎ (302) 831-0780
✉ wblaney@udel.edu
💻 www.delawareptac.org

Dave Baldini, Procurement Counselor

☎ (302) 831-0780
✉ dbaldini@udel.edu
💻 www.delawareptac.org

SMALL BUSINESS ADMINISTRATION



U.S. Small Business
Administration

Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

Created in 1953, the SBA continues to help small business owners and entrepreneurs pursue the American Dream. As the nation's only go-to resource and voice for small businesses, the SBA provides counseling, capital and contracting expertise so businesses can confidently start, grow, expand or recover.

The SBA is backed by the strength of the federal government and is the only cabinet-level federal agency fully dedicated to small business. With a powerful seat at the table in Washington, D.C., the SBA promotes job growth and a stronger economy by advocating for and supporting small businesses.

Simply put, the SBA empower small businesses to succeed. And, it will help yours do the same.

Ellyn Herbert, Economic Development Specialist—New CastleCounty

☎ (302) 573-6294 x104

✉ Ellyn.herbert@sba.gov

🌐 www.sba.gov/de

SMALL BUSINESS DEVELOPMENT CENTER



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The SBDC is the only statewide, nationally accredited program that provides high quality one-on-one consulting, training and information resources to help small businesses grow and succeed. The SBDC program is a public/private partnership with the U.S. Small Business Administration, the State of Delaware and the University of Delaware.

- ☎ (302) 831-1555
- ✉ Delaware-sbdc@udel.edu
- 🌐 www.delawaresbdc.org

SCORE DELAWARE



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

SCORE is a 501c(3) national nonprofit organization dedicated to helping small businesses grow and succeed. We are a resource partner of the SBA. Our mission is to foster vibrant small business communities through mentoring and education. For over 50 years, SCORE Delaware has been helping Delaware entrepreneurs succeed by sharing our business knowledge gained through real-world experience. We provide free mentoring and insightful workshops (free to very affordable).

Usha Gopalratnam, President

- ☎ (302) 364-0350
- ✉ usha.gopalratnam@scorevolunteer.org
- 🌐 www.delware.score.org

Women's Business Center



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The center provides support targeted at but not exclusively limited to female entrepreneurs. The WBC program provides training, counseling, business plan development, savings accounts, retail services, mentoring and opportunities to empower women to succeed in business. Contact First State Community Loan Fund for information.

Vandell Hampton, Jr, President First State Community Loan Fund

- ☎ (302) 652-6774
- ✉ vhampton@firststateloan.org
- 🌐 www.firststateloan.org

World Trade Center of Delaware



Business Size			
Startup	Small	Mid-Size	Large
✓	✓	✓	✓

The World Trade Center Delaware is the state's premier international business resource. We are a member of the World Trade Centers Association, a global network of more than 320 World Trade Centers in nearly 100 countries that helps companies to succeed in new markets, increase profitability, expand employment, and attract investment. The World Trade Centers Association network serves as an international ecosystem of global connections and integrated and reciprocal trade services. We achieve our goals by providing training, inbound and outbound trade missions, matchmaking and networking opportunities. The result is that our members and clients can deliver higher quality, location and culturally specific goods, services and technical assistance, while saving time and money for the buyer, funder, beneficiary, and company. We Grow Trade®.

Carla Stone, President

- ☎ (302) 656-7905
- ✉ cstone@wtcde.com
- 🌐 www.wtcde.com

YWCA



Business Size			
Startup	Small	Mid-Size	Large
✓	✓		

Our Wo(men) Achieving New Directions (WAND) program focuses on work readiness and 21st century job search skills for those seeking employment and business development strategies to Start-Ups, who need the tools to position their business for success. WAND helps individuals through interactive, hands-on learning, and business consultation by delivering one-to-ones and programs to assist in creating sustainable businesses or to acquire gainful employment.

Troy Farmer

☎ (302) 224-4060 x203

✉ tfarmer@ywcade.org

💻 www.ywcade.org/WAND