

Delaware Small Business Development Center & Procurement Technical Assistance Center

35th
Anniversary
Edition



ANNUAL REPORT FY2017



GROWING THE ECONOMY

BUILDING BUSINESSES

DRIVING INNOVATION

Small Delaware Business: Backbone of the Economy and Growth Potential

2017 Review

Entrepreneurism has become a very strong focus by State and City leaders as well as the University of Delaware (UD). Delaware SBDC and PTAC had an excellent performance year despite restricted budgets and transition in personnel. Numerous specialty programs and educational events have been well attended with success in enabling new business starts, capital acquisition, and business expansion. Cyber security is a major threat to small businesses that the DSBDC is addressing with events, counseling, and instructional material. Other states have adopted Delaware's program. This year DSBDC celebrated its 35th Anniversary. This was recognized through a video of some notable clients at the annual SBA Awards Gala which can be found on our website: www.delawaresbdc.org.

The merger between Dow and DuPont was completed and the financial sector has stabilized. At UD's STAR Campus substantial new construction is underway to support expanding new life science research, healthcare, and an R&D Center for Chemours, a major DuPont spin out. New incubator labs were opened at the DuPont Experimental Station as part of a State/UD/DuPont non-profit partnership, the Delaware Innovation Space, Inc.

Issues for 2018

The Continuing Resolution of the federal budget remains an issue for SBDC funding and planning. Equally uncertain is the outcome of the State's economic development structure and budget. A new entity, Delaware Prosperity Partnership, will replace the Delaware Economic Development Office role. The Secretary of State will assume responsibility for small business programs.

Within the DSBDC significant personnel changes are underway. Daniel Eliot, the SBDC Technical Manager and program architect of DatAssured and SBIResource, is leaving for a national position in cyber security for small business. A key counselor in Georgetown, Sharon Louth, elected to retire. Ryan Rodalunas, a data and media specialist, was recruited to a UD faculty position. All positions will be filled by end of second fiscal quarter. DSBDC has won two supplemental SBA grants that will enable funding for the DSBDC to contract specialists as needed.

To our many DSBDC partners, clients, and supporters, thank you for your engagement to strengthen Delaware's small business economy.


J. Michael Bowman
State Director



client spotlight

Prelude Therapeutics Inc.

Prelude Therapeutics Incorporated was started in February 2016, by Krishna Vaddi, DVM, Ph.D., a former member of DuPont Pharmaceuticals and a founding-father of Wilmington-based Incyte. Prelude Therapeutics is a privately held biotechnology company focused on discovering and developing new medicines targeting novel mechanisms for the treatment of cancer. According to Vaddi, "SBDC was immensely helpful to Prelude to establish a physical presence campus in the midst of the biotechnology entrepreneurial community" located at the University of Delaware's STAR Campus in August 2016. With encouraging results from the research conducted at their STAR campus labs and additional financing from seed investors, Prelude grew significantly between August 2016 and August 2017, prompting the need for more lab and office space. Vaddi added, "Again, with the assistance of the SBDC, private investors, and the State of Delaware, we relocated to the Experimental Station in Wilmington, Delaware. Our expansion took us from lab and office space of 2,400 square feet to lab and office space of 8,000 square feet."

Today, Prelude has grown to 18 employees and is building the capabilities and research infrastructure to continue to create a successful, cutting-edge biotechnology company.

www.preludetx.com

Vanderwende Farm Creamery

The farm-to-table movement is alive and well in Delaware, and nowhere is that more evident than the Vanderwende Farm Creamery located in Bridgeville. Capitalizing on strong agricultural roots, the third-generation Vanderwende farm family has spun their successful dairy businesses into a thriving farm creamery.

"When we opened the farm creamery in July of 2012, I truly believe the phone call that I made to the SBDC that day was the start of my successful business," said Donna Vanderwende, owner. "I would suggest to anyone who is thinking of starting their own business to make that your first step -- it will be your first important business decision."

Mrs. Vanderwende, a former school district secretary had the vision, dedication, creativity and perseverance necessary to not only get the business open, but to expand three-fold in four short years. In 2013 after the first full year of operation, Vanderwende's Farm Creamery employed 16 people; today they have grown their workforce to 36. The growth and success of the business earned Donna Vanderwende the 2017 Small Business Person of the Year Award, sponsored by the Delaware District Office of the U. S. Small Business Administration (SBA).

www.vanderwendefarmcreamery.com

Supercritical Fluids

Kenneth James, PhD, started Supercritical Fluid Technologies (SFT) in 1994 while completing his PhD at the University of Delaware. Supercritical carbon dioxide is the fluid Ken uses to separate molecular components in plant material and polymers, clean electronic components and do reaction chemistry. Supercritical carbon dioxide is non-toxic and much safer than traditional organic solvents used in chemical processes. As an example, coffee is now decaffeinated using this process. Ken has developed, manufactures and sells numerous types of equipment applying this technology.

Ken has been a client of the SBDC since 2010 and has worked with many of the staff receiving valued advice on marketing, finance and research. Last year, the Delaware SBDC worked with Ken as he negotiated exclusivity with a multinational corporation to sell and distribute a disruptive technology he developed. With a nomination from the SBDC, Ken won the Delaware District Office's SBA Exporter of the Year Award in 2017. Ken attributes his success not to knowing all the answers, but knowing where to find them, and the SBDC is the first place he goes.

www.supercriticalfluids.com



who we are

The University of Delaware's Office of Economic Innovation and Partnerships (OEIP) is a team guided by a singular purpose to drive the University and the State's entrepreneurial, technology, and business community to new heights of economic development. Using a unique model centered on long term, productive partnerships, 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.

Hosted by OEIP, the Delaware Small Business Development Center (SBDC) is OEIP's business advisory service. Founded in 1984, SBDC is dedicated to helping new and scaling businesses grow and prosper within Delaware and the region by providing no or low-cost advisory and training services. By capitalizing on our position within OEIP as well as our network of other public and private partners, SBDC's expert services are focused on, but are not limited to identifying /accessing capital, targeting /developing markets, business continuation, and assessing/improving strategic and operational performance.

SBDC also has its own Procurement Technical Assistance Center (PTAC) to help existing businesses break into and make sense of government procurement by identifying and preparing bids on contracts with all levels of government as well as prime contractors. In particular, PTAC's expertise lies in subcontracting opportunities and information, researching buying habits of specific agencies, interpreting government regulations, and electronic bid matching.



If you would like your business to grow to its fullest potential, contact SBDC at www.delawaresbdc.org.

The Delaware SBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration, The University of Delaware, and the State of Delaware. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA or the sponsoring agencies. All programs and services are extended to the public on a nondiscriminatory basis. As equal opportunity/affirmative action employers, the SBA, the University of Delaware and the State of Delaware are all committed to assuring equal opportunity to all persons. The University of Delaware does not discriminate against any person on the basis of race, color, national origin, sex, gender identity or expression, sexual orientation, genetic information, marital status, disability, religion, age, veteran status or any other characteristic protected by applicable law in its employment, educational programs and activities, admissions policies, and scholarship and loan programs as required by Title IX of the Educational Amendments of 1972, the Americans with Disabilities Act of 1990, Section 504 of the Rehabilitation Act of 1973, Title VII of the Civil Rights Act of 1964, and other applicable statutes and University policies. The University of Delaware also prohibits unlawful harassment including sexual harassment and sexual violence.

Northern & Central Delaware Serving New Castle & Kent Counties

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*Home of the SBDC Statewide Headquarters,
Procurement Technical Assistance Center (PTAC)
and the Technology Transfer Center (TTC)*

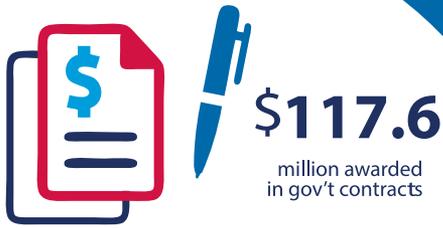
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our impact

FY 2017

ptac



s b d c



\$3.2
million increase
in sales by counseled
businesses



639
jobs retained



239
jobs created



our partners

Artisans' Bank
Comenity Bank
Defense Logistics Agency
Delaware Division of Small Business, Development, & Tourism
Delaware State University
Delaware Technology Park
Delaware Business Times
Discover Financial Services
First State Community Loan Fund
First State Innovation
Kent Economic Partnership
M&T Bank Charitable Foundation
New Castle County Chamber of Commerce
PNC Foundation
Sussex Economic Development Action Committee, Inc.
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