



**Finance Committee Budget Hearing  
Office of Economic Development  
April 21, 2025**

1. With the evolving changes regarding Federal Grant Funding, while understanding possible legal challenges, share if this budget addresses any contingency funds or planning for assisting small minority business programs and non-profits that could bare the most financial impact with regards to diversity, inclusion, etc. that perhaps could be on the chopping block for federal funding.
  - a. Share the number of small minority businesses in the City of Wilmington.
  - b. Share the number of businesses in the City of Wilmington.
  - c. Share the number of non-profits in the City of Wilmington.
2. Considering that one of Council's budget priorities is **Economic Development**, please share how this budget is in alignment with that priority by specifying the following:
  - a. Any funds specifically allocated for the Small Minority Business Program set aside from the Economic Development Strategic Funds.
  - b. Any fiscal budgetary funding set aside for fully implementing many of the recommendations from the Disparity Report that could perhaps increase business growth in Wilmington.
    - i. Since this report has been issued, share if there has been any growth with Disadvantage Business Enterprise (DBE's).
    - ii. Provide list of certified DBE's and the correlating industry.
    - iii. Specify any funding set aside for tracking data.
3. Since Wilmington UDAG Corp (WUC) entered into a Multi-Party Loan and Participation Agreement (MPLPA) with Grow America Fund, Inc. (GAF) and Discover Bank to establish a revolving loan fund (the Grow Wilmington Fund) intended to make loans to small businesses (Program Loans) in the City of Wilmington under the Small Business Act, please share the number of small businesses in Wilmington that has benefited from this collaboration within the last 2 years and the amounts.
4. Notwithstanding that OED's FY2026 budget total **~\$1.17M**; share the percentage of this budget that are direct cost for the small minority business program.
  - a. Please specify all budgetary cost for the program.
5. Discuss the incentives the City of Wilmington offers to major and small businesses seeking to relocate to the City of Wilmington, as well as to attract and retains businesses to keep Wilmington competitive and on par.

- a. Specify if any joint collaborative efforts with the State of Delaware, and if so, share if any funding allocations, etc.
  - b. Specify if any support for Cultural Restoration Project.
  - c. Specify number of new businesses within the last 2 years.
  - d. Any plans to make OED's website more user friendly.
  - e. Share potential impact to Wilmington if SB# 33 passes:
    - i. This Act builds on the success of the Downtown Development Districts Act, Chapter 19 of Title 22 of the Delaware Code, by permitting a municipality with a population of 30,000 or more in the 2020 federal census, which includes Wilmington, Dover, and Newark, to designate an area in the municipality as a "Downtown Development Corridor". This Act also makes technical corrections to conform existing law to the standards of the Delaware Legislative Drafting Manual.
6. Discuss the planned budgetary use for **\$1.8M** fund balance in the Strategic Fund as of the latest Annual Comprehensive Financial Report, considering the fund balance has been a similar amount for the last 2 fiscal years.
  - a. Specify projects in the pipeline and anticipated revenues.
  - b. Specify the amount of cash infusions since inception.
  - c. Specify current amount committed.
  - d. Specify funding allocated for small business, minority business.
  - e. Specify amount of funds set aside for the Minority Business Development Program, and the available fund balance.
    - i. Provide an update on amounts provided for program since inception.
7. Discuss the amount of revenues generated and collected directly as a result of the Office of Economic Development efforts for FY2023 through FY2025 year to date.
8. Discuss the planned use of **\$110K** budgeted for Consultants.
  - a. Specify any DBE's.
9. Discuss the planned use for **~\$16K** budgeted for Advertising/Marketing.
  - a. Share the number of businesses the City marketed the last 2 years.

#### **ALL DEPARTMENTS**

10. Provide FY26 proposed organizational chart with the total number of employees (i.e. permanent, temporary, contract, vacancies).

#### **Capital**

11. Provide planned use of funding allocated for the following capital projects:
  - a. **\$500K** Infrastructure and Site Improvement Closing Fund
  - b. **\$500K** Site Acquisition