ECONOMIC DEVELOPMENT COMMITTEE
AGENDA

MARCH 1, 2017 - 2:00 P.M.

CITY HALL CONFERENCE ROOM
15 LOOCKERMAN PLAZA - DOVER, DELAWARE

PUBLIC COMMENTS ARE WELCOMED ON ANY ITEM AND WILL BE PERMITTED AT APPROPRIATE TIMES. WHEN POSSIBLE, PLEASE NOTIFY THE CITY CLERK (736-7008 OR E-MAIL AT CITYCLERK@DOVER.DE.US) SHOULD YOU WISH TO BE RECOGNIZED.

AGENDA ADDITIONS/DELETIONS

1. **OLD BUSINESS**
   - **A. ADOPTION OF MISSION STATEMENT**

2. **NEW BUSINESS**
   - **A. REQUEST FOR INCENTIVES - NAIL SPA BY TR**
   - **B. PRESENTATION - ICEHOUSE ENTREPRENEUR DEVELOPMENT PROGRAM (CLAYTON HAMMOND)**

3. **ADJOURNMENT BY 3:00 P.M.**

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THE AGENDA ITEMS AS LISTED MAY NOT BE CONSIDERED IN SEQUENCE. PURSUANT TO 29 DEL. C. §10004(E)(2), THIS AGENDA IS SUBJECT TO CHANGE TO INCLUDE THE ADDITION OR THE DELETION OF ITEMS, INCLUDING EXECUTIVE SESSIONS, WHICH ARISE AT THE TIME OF THE MEETING.

February 17, 2017

The Honorable Robin R. Christiansen
City of Dover
15 Loockerman Plaza
Dover, Delaware 19901

Dear Mayor Christiansen,

Pursuant to the Wednesday, February 8, 2017 Economic Development Committee Meeting, I would like to submit this letter to the Office of the Mayor as an official Request of Consideration for Nail Spa by TR. As discussed during the meeting it was suggested that Nail Spa by TR submit items for consideration as they relate to specific incentives and grants that relate to "I Believe In Dover" (Architectural and Façade; Development District; and Tax Credit Program).

Nail Spa by TR offer the following items for consideration to Office of the Mayor:

1) **Architectural Support** – Consideration for the Downtown Dover Partnership incentive to provide reimbursement up to $5,000 for architectural services required for a new business.

2) **Façade Improvement Grants** – Consideration for grants up to $2,500 that are available for eligible exterior façade improvements.

3) **Sustainable Energy Utility** – Consideration for Energy Audits for $50 and high rebates for energy efficiency improvements.

4) **Business License Fee Waiver** – Consideration for a new business regarding City of Dover Business License Fee waiver for three years.

5) **Permit Fee Waivers** – Consideration for waiver of building, plumbing, mechanical and fire protection permit fees.

6) **Property Tax Abatement** – Consideration for 10-year abatement of property tax on the value of improvements.

7) **Kent County Incentives** – Consideration for Kent County to match the State's Downtown Development District grant up to $10,000.

8) **Square Footage** – Consideration for incentives and grants to include property that **does not** meet the 5,000 square foot minimum.

Nail Spa by TR has submitted eight items for consideration to the Office of the Mayor in an effort to participate in the “I Believe In Dover”. We feel it is our purpose and responsibility to participate in the growth and development of our great city. Therefore, we would like to thank you in advance for your response to this Letter of Consideration as well as the opportunity to participate in this process.

Sincerely,

TR Rowe

TR Rowe
Nail Spa by TR

Reference: http://www.citydover.com/Ecomomic-Development/

Icehouse Entrepreneur Development Program

Most small business experts regard entrepreneurship as teachable. The wide variety of persons who have become successful in business suggests that many people with good ideas and requisite education have a good chance, with hard work of succeeding.

Entrepreneurship can lead to improvements in human capital by educating the citizenry and stimulating new business ventures. A strong base of locally-controlled enterprises makes a more socially desirable economic structure than one dominated by firms controlled from outside the community.

As entrepreneurship encourages the creation of locally-owned and operated firms; it strives to produce an economy in which decisions remain in the hands of local managers, for whom the welfare of the total community-not simply the firm's balance sheet-is important. Locally-owned firms are more likely to return benefits such as consideration of community values, a commitment to stay in the community, contribute to the enhancement of the local entrepreneurial capacity and help increase vitality in the local economy.

A strong base of small businesses contributes vitality to the business ecology of Dover and buffers the economy against the decline of mature industries. To the extent that an economic base made up of small enterprises is more diverse, it is more likely to avoid major economic shocks due to shifts in macroeconomic conditions.

Given the demographic composition of the city and the need for the city to expand its small business community, the **Delmarva Black Chamber of Commerce** will be facilitating the **Icehouse Entrepreneur Development Program.**

The Ice House program is designed to expose a broad range of participants-both traditional and nontraditional- to the fundamental aspects of entrepreneurism.

The program is designed to bridge the classroom with the community, encouraging students to identify and interact with local entrepreneurs who can participate in their learning process by providing guidance, mentoring and support.

The program is also designed to reach a broad range of participants. An entrepreneurial mindset can empower people from all walks of life, from every background and culture. An entrepreneurial mindset mindset offers a framework for thinking that can lift people from poverty and empower people to solve the greatest challenges in their lives!

Program participants will:

- **Develop critical thinking skills to identify and evaluate entrepreneurial opportunities,**
- **Understand managing risks and learn from the results.**
- **Understand the process that enables entrepreneurs with limited resources to transform a simple idea into a sustainable success.**
- **Understand and apply fundamental aspects of entrepreneurial thinking across disciplines and as a means of personal empowerment.**
- **Establish goals, identify resources and determine the steps required to accomplish those goals.**
- **Identify and interact with local entrepreneurs to create a support and resource network**

: The videos attached to these links provide an overview of the program:

https://youtu.be/fTCavd7CO6U

http://www.kauffman.org/multimedia/sketchbook/kauffman-sketchbook-entrepreneurial-mindset

Classes will meet on seven consecutive Saturdays from 10 AM-2 PM in Dover at Whatcoat United Methodist Church (341 Saulsbury Rd.)

The cost of the program is $200, which can be paid in weekly ($29) installments

The program is open to any resident of Dover

For more information about the Dover Icehouse program, contact Clay Hammond at (215) 847-0695 or via email at DeMdBlackChamber@comcast.net