



**STATE OF DELAWARE
EXECUTIVE DEPARTMENT
DELAWARE ECONOMIC DEVELOPMENT OFFICE**

December 20, 2008

Dear Business Owner:

These are challenging times for Delaware business owners:

The State of Delaware has not been excluded from the economic challenges currently being experienced in the national economy. Over the last several months in particular, the Delaware Economic Development Office (DEDO) and our sponsored business support entities have been deluged with support requests from Delaware businesses throughout the state.

To that end, I asked our research department to identify the businesses in the State of Delaware whose employment numbers have grown twenty to fifty percent (20-50%) over the last four years. Your company was on that list. You are part of a very unique category of businesses in the State of Delaware. We refer to these companies as "Gazelle" firms, an economic identifier commonly associated with firms that grow at this rate.

We would have contacted your office personally except the list that was generated contained hundreds of Delaware firms.

Our purpose in identifying and reaching out to you at this particular time is for the following reasons:

- To determine how your business is weathering the current economy and to identify specific areas where your business may require support;
- Based upon identified needs, work towards developing a strategy to address those needs in collaboration with other supporting business entities throughout the State of Delaware, such as the Small Business Development Center Network, U.S. Small Business Administration, SCORE, YWCA Center for Women's Entrepreneurship just to name a few.
- To quickly coordinate and direct the support identified by these "Gazelle" companies through a collaborative, focused and efficient process; and
- To ensure that the unique needs of this business group are highlighted and presented to the new DEDO Director-Elect.

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Your business is successful. Our goal is to keep it that way.

We endeavor to put you in the best position possible to not only survive but thrive in Delaware...not only in this economy but in our future going forward.

Again, we need your input to help us identify the best way we can perpetuate your business success. Your input will be utilized to coordinate a multi-tiered agency approach to provide the support necessary.

There are a couple of ways in which you can respond. Firstly, you can respond to this correspondence at my email address. It is Kenneth.r.anderson@state.de.us. Please be patient in our response as we are certain to receive numerous responses to this correspondence.

Secondly, if you want to share your ideas with others and get some immediate feedback, please feel free to register at the Delaware Emerging Technology Center (<http://www.delawareetc.org>) and post your idea in the Delaware ETC Forum.

Finally, if you would prefer to set up an appointment to discuss your company's needs privately, please contact my Administrative Assistant Zena Tucker at 1-302-672-6835. We will begin to schedule appointments during the second week in January and throughout the first part of 2009 as necessary. Based upon the identified needs, we will solicit the support of our sponsored business support agencies.

Please feel free to visit the DEDO website at www.dedo.delaware.gov which also links to our primary business support entity, the Small Business Development Center Network. These sites delineate ongoing support services to the Delaware business community.

Remember, in spite of the current challenges, we believe the best days for businesses in Delaware lie ahead.

Sincerely,

Ken Anderson

Kenneth R. Anderson, Director
Entrepreneurial and Small Business Support
Centers of Excellence