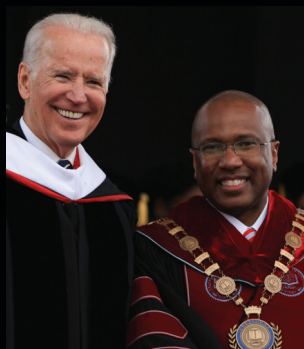


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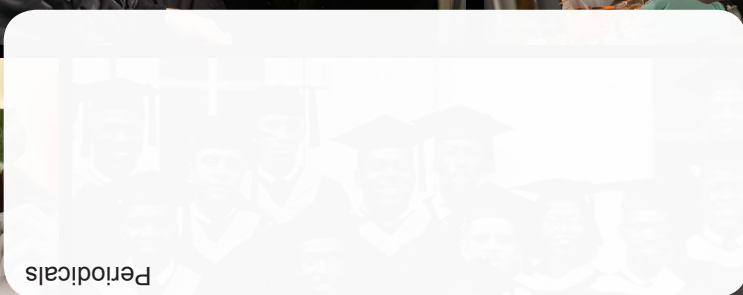


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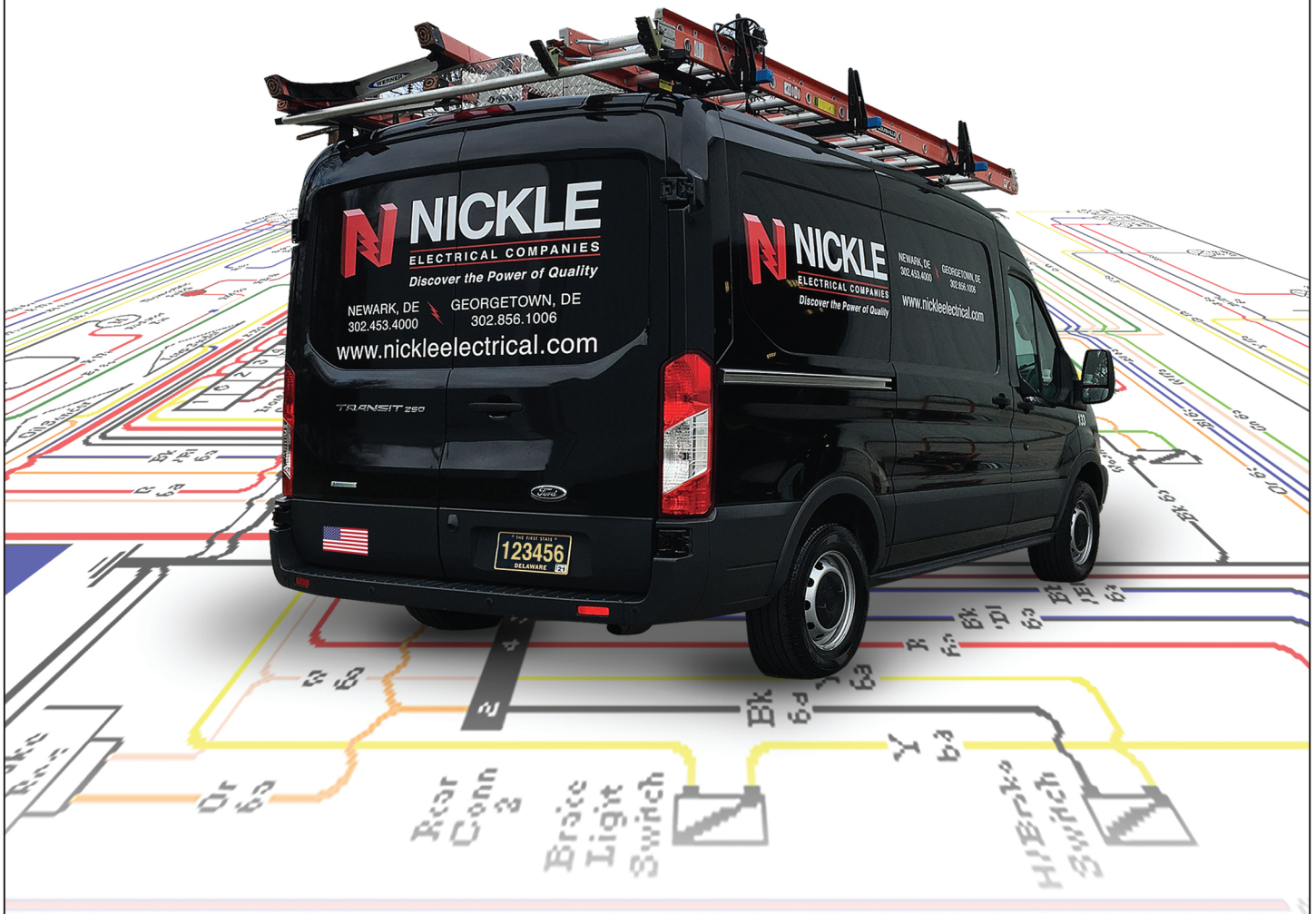
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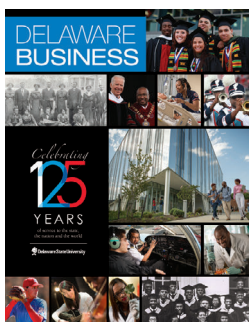


The DSCC Delaware Young Professionals Network volunteered at the 47th Annual Special Olympics Summer Games, sponsored by DuPont. Over 35 young professionals assisted with Track & Field and Aquatics competitions, held at University of Delaware.

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On The Cover

Delaware State University celebrates 125 years. COVER PROVIDED BY
DELAWARE STATE UNIVERSITY

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Message from the President



Rich Heffron

When you read this letter it is expected that the General Assembly adjourned in the early morning hours of July 1 with a balanced budget in place for FY 18. Though, as I write this letter in mid-June there are those who feel, with some justification that, the legislators will leave Legislative Hall on July 1 with budget negotiations still ongoing, and plans for the General Assembly to

return some time in the future to vote on a budget proposal.

Whatever the situation, this letter outlines two critical issues that still need to be addressed, with hopes that some effort has been made on these issues during the last legislative session.

Structural Budget Modifications: Earlier in the year a legislator told me that, in their opinion, the General Assembly had to decide if they were looking for revenue, or if they were serious about resolving long term budget problems. Members of the State Chamber agree with this statement. The anticipation is that the FY 18 budget will begin to address some of the structural issues. Long term issues that remain will need resolution.

Job Creation and Economic Growth: It is apparent when looking at the unemployment rate and the lagging Personal Income Tax collections that the jobs created in Delaware are not at income levels that will bring about revenue growth commensurate with the current budget growth. Hopefully when you read this letter both the creation of a public/private economic development organization and the modernization of the Coastal Zone Act for industrial sites in northern New Castle County have been approved by the General Assembly. With these changes, the effort to determine what type of jobs can be created and attracted to Delaware will be determined, and an effort will be made to apply these findings to an economic growth campaign.

These are just two of the more pressing issues that will face our state as we move forward toward the next legislative session in January. There is a list of other issues that are also important: the state's opioid addiction epidemic; improvements needed in our educational system, including workforce training; public safety and correctional department concerns; the state and local permitting process; infrastructure investment; and health care costs. All of these are linked in some way to the budget and economic development.

The Delaware State Chamber of Commerce is committed to representing our members at Legislative Hall, working to address these issues, and others, as they arise. We are your advocate for making Delaware a better place to live, work, do business and raise a family.

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LEGISLATIVE PRIORITY

Crystal Ball Fuzzy on Budget Outcome

BY JAMES DECHENE



AT THE TIME of this writing, it's early June, the budget writing process is stalled, and a path forward on a balanced budget remains unclear. Using the Chamber's crystal ball to look ahead, I'm willing to predict the following:

The budget is passed, and promises have been made to review future spending and how Delaware raises revenue.

I will also predict a few other things:

This budget made no allowances for Delaware's changing demographics.

Delaware's fastest growing population is the 65+ age group, at 15% per year, mostly centered in Sussex County. While the pros and cons of this can be debated (wealthier retirees on the Eastern half of Sussex contributing to housing, retail, and other services vs. an increased use of an aging infrastructure – those back roads between Georgetown and Lewes were never meant to be high traffic thoroughways – and an increase in health care centers, services and jobs). What should be better researched and addressed is the long term impact on the state's budget reflective of a dearth of middle aged, middle income, personal income tax payers in Delaware, with a youth population not large enough to take over paying for the services of their elders.

This budget made no structural changes to one of the fastest growing state expenses—public health care costs.

The FY2016 budget dedicated 73% of its spending to cover public employees and their associated costs—salaries, health care and pensions. Without changes, that number will be in the

mid-80s by 2020. The private sector has been through much of this already. When faced with rapidly increasing health care costs that threaten to tip the scales between being profitable and able to stay in business versus being dragged under the rising tide of expenses, business have had to make the difficult decisions to revamp how they provide health care. Some have been able to be creative and incentivize healthy behavior by their employees, helping to drive down costs; and some have had to make the decision to shift some of the burden onto their employees, knowing the choice could significantly alter the way in which they do business. It is time for the state to have these discussions.

I will be happy to have been proven wrong as you read this, and it's certainly happened before (I thought the Eagles could beat the Patriots in the 2005 Super Bowl, and look how that turned out). If I'm not wrong, however, the General Assembly will have their hands full next year figuring out how to produce a balanced budget. State revenues are increasing by roughly 2%, while expenditures are increasing at 2-3 times that. It is an unsustainable path forward, with no solutions for at least the next fiscal year. The best way to fix Delaware's budget issues is for there to be economic growth that provides for good paying jobs, with businesses excited to expand and relocate here. The State Chamber of Commerce, and its membership, will continue to develop plans and ideas to help that become reality.

Q&A with Mike Houghton, Newest President of the Delaware Bar Association

Between DEFAC, the Bar Association, your role as an attorney, and being a Chamber Board member, what kind of overlap and recurring issues or ideas are you seeing?

All three roles—Chair of DEFAC, DSCC Board Member and now President of the Delaware State Bar Association—involve identifying ways to keep Delaware moving forward as a quality place to live and raise a family, locate and develop a business, and efficiently provide (and pay for) services to Delawareans.

It's really interesting, for example, to see all three organizations share core concerns about the state of our economy—which determines much of any state's success—but from slightly different perspectives. At DEFAC, so far at least, the discussion has been more about what we have to spend, where's the money coming from and how much. Although how we project our expenses, and what those really consist of and how they can be contained, is a growing focus.

At the State Chamber, there is agreement, I think, that we need to make changes to our fiscal policy, and that we need more stable sources of revenue (i.e. we can't rely on unstable sources like unclaimed property). But there is probably a stronger focus on curbing cost growth and spending since all private businesses have to do as much, and government should as well. That includes containing the cost of healthcare that the State pays for its employees and Medicaid.

At the State Bar, attracting professionals to, and keeping professionals living and working in, our cities and towns requires a balanced tax structure; a high quality judiciary, with buildings and facilities that support the legal economy; and safe, as well as interesting, places to work and live. All of that requires significant expenditures to support the legal economy, which is one of the primary sources of revenue for Delaware—a point I plan to emphasize during my term as Bar President. The State needs to be reminded what the legal profession brings to the



table, and what our members can do, through civic and community service, to help improve the Delaware community.

How are you seeing individual organizations come together on efforts to make change?

There is a renewed energy for positive change, in my view. Maybe it's natural with a new Governor, a new Mayor in Wilmington, and a new New Castle County Executive, but I tend to think it's the people, their teams and the tone they are setting. I especially see a lot of younger professionals, young people in the workplace, in politics, and elsewhere, that are anxious to identify areas in which they can contribute—whether it's entrepreneurship, fiscal policy, community service, etc. There is a new energy out there.

One challenge for organizations like the State Chamber and the Delaware Bar is to help harness and coordinate efforts and energy. We don't need any more groups, in my view, as much as we need a coordinated strategy to promote change among existing groups.

Is there a broader picture you can paint for us regarding the legal landscape of Delaware in regards to the business community?

Delaware's legal infrastructure—it's statutes, its courts and its bar—are strong and well respected. At a time of declining resources and increasing demand, the business community has to recognize that we only retain our national reputation as a forum in which to form, govern and litigate, if we support the legal economy. Our judges and court personnel need to be paid fairly. Just as we need to pave roads and build bridges, we need to support the capital and infrastructure needs of our Court and legal system. We cannot afford to be penny wise and pound foolish on this. And the business community needs to recognize as much, and be supportive. Delaware also has to be vigilant in fighting off challenges to our corporate and business franchise

from other states, as well as aspects of the federal government. If the Bar and the business community talk to each other and coordinate on these types of issues, the state will be better for it.

This TransPerfect trend of companies moving to create legislation when they disagree with a court ruling – do you see this becoming more common, and what do you think the impact would be on Delaware if practices like this were to become the norm?

The circumstances around TransPerfect are unique and—as a matter of fact and law—unlikely, I'd think, to recur. Still, it is an example of aggressive criticism, and not just of a ruling or result—that's more often "fair game"—but of a Court and a Judge. I personally find that troubling. It is part of a disturbing trend we see nationally.

These types of initiatives and criticism may well become more common, and we all have an obligation to step up and defend the Delaware judicial process. We should do so not only because it is the right thing to do, but

because we have a lot, as a state, riding on getting and keeping the best individuals to serve as Delaware judges and assuring a world class legal infrastructure that is the cornerstone of this state's economy.

What are your thoughts on the unclaimed property issue?

Unclaimed property is an area of law I have practiced in for nearly 25 years. Delaware collects over \$500 million a year in unclaimed property under rules that source unaddressed unclaimed property to the state of incorporation or formation—and we have lots of entities formed in Delaware. But many Delaware-formed companies feel the State has, in the last 10 years or so, gotten too aggressive in estimating lost property as owed to Delaware. The state has come under great criticism nationally (and lost at least one major case in Delaware federal court), which has made this source of revenue even more unstable than it has been in the past.

This Administration has taken major steps to modernize and balance our so-called escheat statutes. Hopefully, with more balanced auditing and administration of our laws, companies will feel better about how Delaware treats them; we can avoid reputational damage; and we can stop relying on this very unpredictable source of revenue to put a Band-Aid on a growing structural revenue problem each June at budget time in Dover. Unclaimed property is not a solution—it's turned into a problem. Hopefully our legislature realizes as much and can construct permanent fiscal solutions, not just year by year temporary fixes.

What would you say your outlook is for the State?

From my work with the State Chamber, the State Bar, and the Pete du Pont Freedom Foundation, I am very optimistic about this state. Lots of people, especially younger members of the work force who are new to the issues, who have energy and ideas, want a seat at the table, want to improve this state, and to be part of the discussion and the work needed to move us forward.

I am encouraged by this. Leaders in business and law firms—you should encourage civic involvement by your employees and colleagues. And then take it a step further by offering your time, experience and advice, to your younger colleagues, in particular. They know they don't know everything. They want guidance and advice, and they will listen, and you will also

learn from them in the process. Get engaged, stay engaged.

Mr. Houghton has served in numerous leadership roles with both Delaware and national business and professional organizations. He has served as President of the Uniform Law Commission, a bi-partisan organization which drafts and enacts uniform and model legislation for all of the states on a variety of topics affecting individuals and businesses and he is also a Trustee of the Uniform Law Foundation. He is President-Elect of the Delaware State Bar Association and member of the board of the Delaware Bar Foundation. Mr. Houghton also serves as a member of the Boards of the Delaware State Chamber of Commerce, the Delaware Public Policy Institute, the Pete du Pont Freedom Foundation and the Rockefeller Trust Company of Delaware. In his legal practice, he represents state entities and agencies—such as the Diamond State Port Corporation, the Delaware River & Bay Authority and the Delaware Department of Insurance—as well as utilities, banks and various other entities in state and local regulatory matters, including Artesian Water Company, Comcast and Delmarva Power and Light Company.

Mike was also appointed as Chair of the Delaware Economic and Financial Advisory Council (“DEFAC”) by Governor John Carney in April.

Commenting on Mr. Houghton's appointment, Governor Carney said, “Mike is an ideal choice to lead the Delaware Economic and Financial Advisory Council—an independent thinker who has a deep understanding of how state government works. DEFAC provides independent forecasts of Delaware's financial picture, which is an especially important role as we continue to confront our budget challenges. I'm confident that Mike is the right person to lead the Council.”

Regarding the appointment Mr. Houghton stated, “I appreciate Governor Carney's confidence in me and I look forward to working with all the members of DEFAC and with the Administration in continuing this non-partisan process that has served Delaware well for the past 40 years. But these are especially challenging times and I'd like to see the Council, over time, do more. That could include regularly advising on structural revenue reform, undertaking more analysis of the impact that financial and tax policy, and economic trends, have on Delaware residents and businesses and serving as a more consistent financial policy resource for the State.” ■

History of the Delaware Economic & Financial Advisory Council (DEFAC)

In 1977 Governor du Pont issued an Executive Order creating the Delaware Economic and Financial Advisory Council (DEFAC). Envisioned as a tool to improve the State's fiscal management practices, DEFAC was conceived to advise the Governor and Secretary of Finance with respect to:

- The State's overall financial condition,
- Tax policy,
- Debt management issues, and
- Current and projected trends in the national and local economies that may affect the State.

Finally, and perhaps most importantly, the Council was charged with providing non-partisan and objective revenue and expenditure estimates to the Governor and General Assembly. The revenue estimates are intended to meet the requirements of Title 29, §6534 of the Delaware Code, which states:

The Governor shall submit to all members of the General Assembly and the Controller General an estimate of anticipated General Fund revenues by major categories for the current and next immediate fiscal year. Such report shall be made no later than the 25th day of September, December, March, April, and May, and the 20th day of June.

In addition, DEFAC forecasts Transportation Trust Fund revenues and expenditures and its members are occasionally called upon to advise policymakers with respect to unique fiscal or economic issues facing the State.

Over the years, DEFAC, by providing State officials with conscientious, non-partisan guidance, has operated in a manner consistent with the fiscal blueprint conceived in 1977. Because both the Governor and General Assembly accept DEFAC's revenue projections as “the estimate,” others recognize the DEFAC process as a model for eliminating politics from revenue and expenditure estimates.

Information from finance.delaware.gov.



Painted Stave Distilling: Finding a Niche in Kent County

Q&A with James DeChene

RON GOMES, JR. AND MIKE RASMUSSEN each had dreams of opening a craft distillery. After an introduction by a friend and a few long talks, they realized their shared vision could turn into reality if they joined forces. And that is exactly what happened...

DSCC Senior Vice President of Government Affairs James DeChene sat down with Ron and Mike to have a candid conversation about their journey.

Ron, you are a cell biologist with a Ph.D. What was the catalyst to get you to leave academia to start your own business?

Ron: Prior to starting the distillery, I dedicated 20 years of my life to academic research. During my stint as a scientist in academia, a fellow faculty member introduced me to craft distilling. Subsequently, our travels to present at scientific symposia would be extended to include visits to craft distilleries and breweries. Since biology and chemistry are central processes to distilling, we thought the application of our backgrounds could improve what we were seeing and tasting. Many of the early distilleries we visited did not appear to pay much attention to the basic biology or science. We saw inefficiencies we knew we could improve upon. That was the spark.

What were your initial challenges?

Ron: There wasn't a law in Delaware to allow us to do what we envisioned. At the time, state law allowed one to manufacture and sell beer and wine, but not distilled spirits. Fortunately for us, folks like Peggy Raley, owner of Nassau Valley Vineyards, and Sam Calagione, owner of Dogfish Head Craft Brewery, paved the way for us to make a level playing field kind of argument.

You did some strategic coalition building with Dogfish Head to make this legislation happen.

Ron: Timing is everything... Prior to leaving my faculty post at Penn State's College of Medicine, I reached out to Sam Calagione regarding my interest in opening a distillery in Delaware. At the time, Sam was uninterested in chatting about distilling... That changed, somewhat, when he got wind of our proposed legislation... Sam was interested in expanding his distilling operations but it would require a legislative change to afford him a third license... In the end we pooled our needs into one proposal. Certainly, the success of Dogfish Head helped us move things forward, and

it did not hurt that I am married to a highly respected and capable lobbyist.

What other hurdles are you facing?

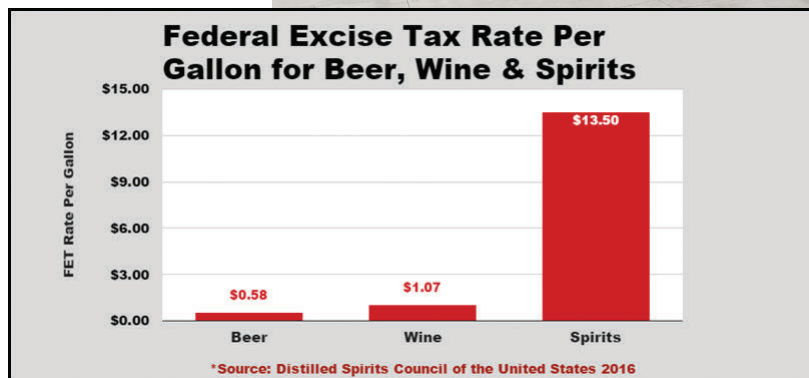
Ron: Fighting the perception of change being bad has been a real challenge. Self-distribution is a good example. In Maryland we could pay the Comptroller a few hundred bucks for a license that would allow for limited self-distribution in that state. Such an option would be beneficial to small businesses trying to get started. With all of the labels already out there, distributors are not terribly interested in taking on a new, unproven brand. A company's success with limited self-distribution would help a start-up make its case with real sales numbers. Delaware, thus far, has been resistant to the idea.

Direct shipping is another example. Delaware is one of now six states that does not have some form of direct shipping. Those opposed to the idea say direct shipping will take away jobs... but if you look at the states where direct shipping has been implemented the opposite can be seen... industry growth... more jobs. Clearly, the growth of the beverage industry will have a positive impact on trucking and freight. Unfortunately for small businesses like ours, such obstacles make it more difficult to grow.

What made you decide to locate in Smyrna?

Ron: There were several considerations for locating in Smyrna. One was certainly traffic flow. We wanted to locate the distillery in a high traffic corridor that would allow us to reach folks moving in and out of the State. We were also interested in locating our business in a small town. However, it was never our vision to be in the heart of town, next to a church! Our initial vision situated the distillery in an industrial park. A number of unique things certainly came together to allow us to conduct operations in a renovated 1940's era movie house. Perhaps the two biggest were the town and our then landlord sharing in our vision.

Mike: Smyrna is becoming the new place for growth. There are a lot of 55 and over active adult communities. They are looking for things to do. Then there is this young professional group that is priced out of New Castle County, or one works in Dover and one works in Wilmington and they don't want to be driving 45 minutes every day. You can buy quite a bit of house here and the commute is not awful. This is a community where the doors are open and it feels pretty good. The town has doubled in size in ten years but it still has that small town feel. There is a real effort to create signage to direct traffic and wrangle the town a little closer to town center. The downtown was empty for a really long time so they have faced a marketing challenge. We participate and try to help.



How do you deal with the other challenges like zoning and permitting?

Mike: The initial challenge was to quell the fears that we were going to be a blight on the downtown. We are located next door to a church. We

met with our neighbors, we showed up at community events and put our face in front of people. When it came to approving the zoning issues and seeking economic development help they knew that our intention was to make it work. We had a sincere desire to integrate into the community.

Ron: The town has supported us and supported our growth. This is why we have been successful. The town council then, and the town council now, just gets it. Certainly, there are hurdles. Some are just old, antiquated rules whose time has come and gone. The Town of Smyrna, where they can, has supported us in amending rules and regulations, making them more relevant to this day and age and business friendly.

Mike: The building we occupy was empty for seven years so our presence has helped the downtown area. Having a big building sitting empty is not attractive. Three years later we are beginning to see the fruits of this as we go back to the community and seek their support for what we need in order to grow. We want to build another 4,800-square-foot warehouse right here. We are in the historic district so we meet with the powers that be to make them a part of the plan. Little bits of resistance can overwhelm a small business. If you can lay the groundwork and build supportive relationships those are the questions that don't become roadblocks, they become pivots.

And finally, tell me about the Federal Excise Tax.

Ron: It is too high! For the same volume of alcohol we pay 17 and seven times what wine and beer pay, respectively, in federal excise taxes!

Mike: The big nut for us is in the federal excise tax. We are looking at orders of magnitude higher than other products that you consume. It



affects our margins and makes our products more expensive. For a small producer, we do not benefit from the volume you can mitigate that with. Our taxes are a big chunk of our shelf prices. We share that with our customers. This is the equivalent of a full time hire – it is somebody's salary for a business our size.

For a bottle, around 40% of the price is taxes (combined federal and state tax). Casinos are another industry that would compare with that. We have more regulation than the pharmaceutical industry and higher taxes than anybody else on the federal level.

The rub here is there is a tiered system created where small producers have a reduced excise tax for a certain production for beer and wine producers. That is not in place for spirits. We pay the full freight from day one. That is what we are concerned about. Small beer and wine producers get to put that savings back into their business from day one. Those funds turn into jobs immediately. Even the distilled spirits council, who represent some of the much larger producers in the country, are not opposed to this. We are the farm team. Those larger producers are buying up craft distilleries all over the place. They see a tiered system as beneficial because it has worked in the beer and wine industries. It has allowed more innovation and creativity and it has allowed them to take more products to market.

How you give back to the community.

Ron: Last year we donated about \$12,000 to the community. When we started, it was just two of us and now we have ten. All but one of those employees lives in town. They reinvest right here. We've also helped encourage other businesses to setup shop in Smyrna.

What is the story behind the artwork throughout your building?

Ron: We like it.

Let's back up to the concept. We have this space and we did not immediately know what to do with it. Having a gallery seemed rather fitting. Going back to our business plan, there was a note in there about finding some way to connect with a local cause if we could in a serious way. This is what the gallery is about. Formulating a partnership with a nonprofit. The sales of mostly local art support, in a small way, the Delaware Aerospace Education Foundation (DASEF). Instead of taking a commission for art sales, it goes to the nonprofit. Once a year we have a more focused event where 100% of the proceeds (i.e. none to the artists) go to the nonprofit. There, we take apart one of our barrels and reach out to local artists to give their impressions of a painted stave. The efforts are on display during the 4th quarter of the year and culminates with their sale via silent auction.

Mike: We both have a background in education and both of us have an appreciation for science. We both have daughters and recognize there is a gap for young women to become engaged in science and math. This is an organization that specifically engages young girls in science and math. It is right here in town. They fit with what we personally want to do. We use our anniversary party as a celebration. There is a silent auction and we sell the painted staves. The proceeds go to DASEF. ■



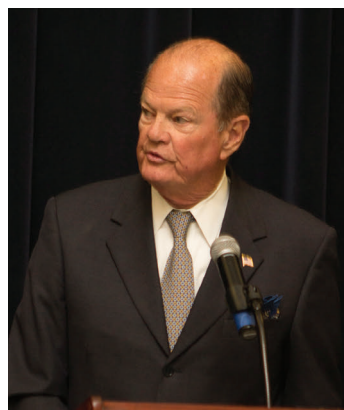
James DeChene
Senior Vice President Government Affairs
Delaware State Chamber of Commerce

Chamber End-of-Session Legislative Brunch

BY JAMES DECHENE

JUNE 7 WAS the Chamber's End-of-Session Legislative Brunch held at Dover Downs. Over 200 attendees heard from Ed Ratledge, Director of the Center for Applied Demography and Survey Research at University of Delaware; and Bob Perkins, Executive Director of the Delaware Business Roundtable, on issues impacting Delaware, the state budget going forward, and how best to foster economic development growth. Among the highlights were items previously mentioned in this space:

- the fastest growing population in Delaware is the 65+ group, at 15% each year, mainly focused in Sussex County
- the costs of state government continue to outpace revenues
- small businesses are increasingly the backbone of our economy
- without a major structural revision of state revenues and expenditures in the immediate future, the state's budget gap will continue to grow well beyond the



Left: Ed Ratledge, University of Delaware, explains how recent demographic data will affect the state's future budget process. Right: President Pro Tempore David McBride shares his perspective on challenges faced by the General Assembly.

current \$385 million it is today

Attendees also heard from Senate President Pro Tempore David McBride and Speaker of the House Pete Schwartzkopf, who highlighted

the state's budget issues, their respective positions on economic development legislation, including modernizing the Coastal Zone Act, and the reorganization of the Delaware Economic Development Office. They also stressed the need for increased revenues to fund health care and education, the state's two fastest growing expenses, which together account for over half of the budget. Their remarks adumbrated the potential for further revenue increases beyond the Governor's proposed 50-50 split of new revenue and expense reductions.



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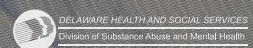
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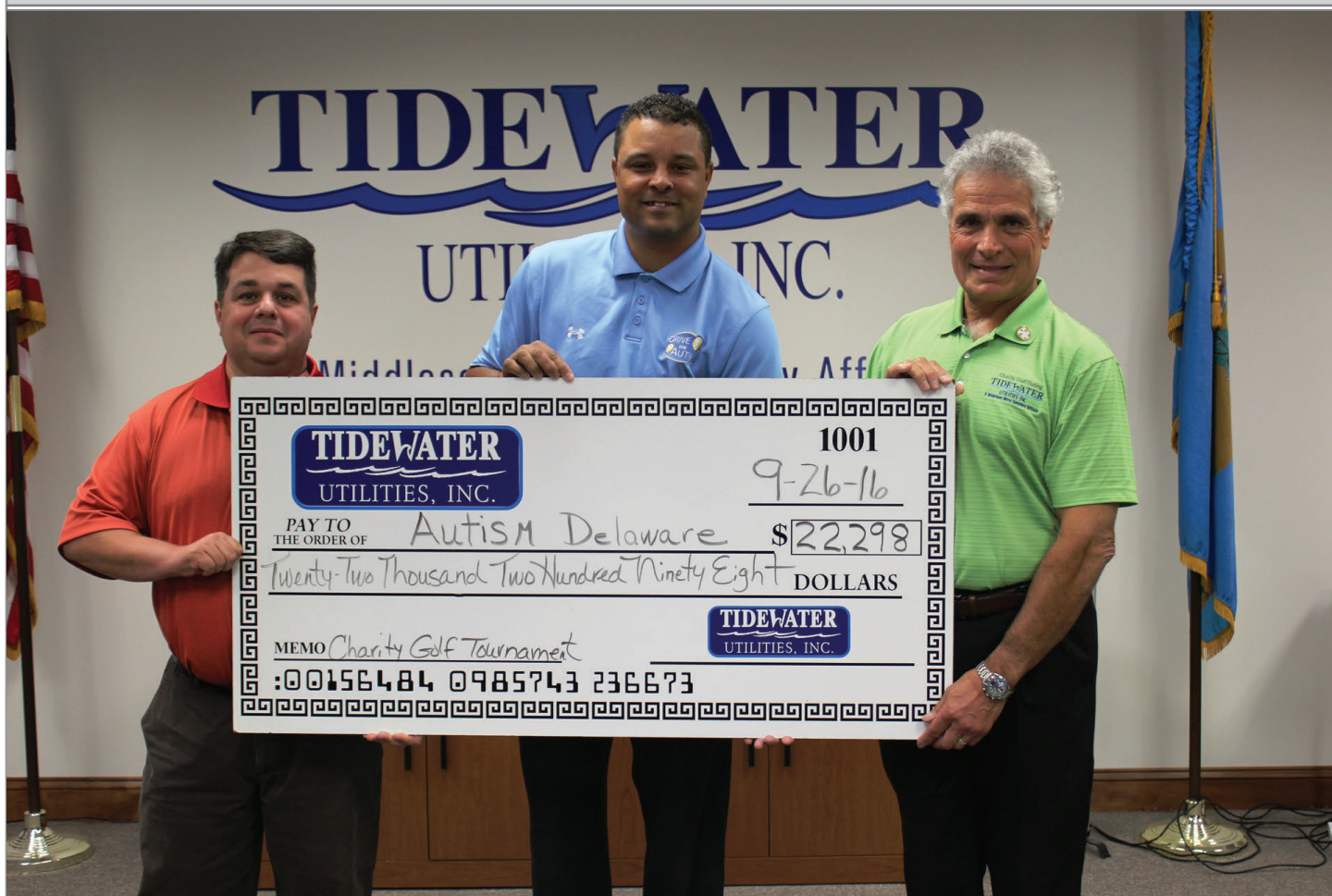
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Member news & Notes



BUSINESS SPOTLIGHT **Tidewater Utilities** BY TAYLOR KEEGAN

» The mission of Tidewater Utilities Inc. (Tidewater) is simple: provide service in the water, wastewater and related areas in a safe, reliable and efficient manner. Serving over 100,000 Delawareans, Tidewater remains the largest private water supplier and wastewater utility south of the Chesapeake and Delaware Canal. Overall, the company serves almost 600 residential communities and commercial

establishments located in Delaware through 40 water and wastewater plants and five wastewater facilities.

In 1964, residents of Kent County began building new homes and requested a central water supply system. Soon after, Tidewater Utilities became the first private water utility provider in southern Delaware to serve those needs. Tidewater was acquired in 1994 by Middlesex Water Company, a leading

water provider in New Jersey, and since then has grown its customer base 14 times what it was in 1992.

Tidewater believes that its commitment to service reliability and superior water quality helps it to exceed customer expectations and stand out from the competition. The Company proactively invests in its infrastructure. In 2016, Tidewater delivered 2.1 billion gallons of safe drinking water to its customers. It

Member news & Notes

also invested over \$8.2 million in capital improvement projects. Also in 2016, the company was named a “Delaware Top Workplace” by *The News Journal* – for the seventh time.

Filling a unique market niche is Tidewater’s Support Operations Services (SOS) unit. Through SOS agreements, Tidewater serves as a valuable resource to municipal, industrial and small system owners by providing technical assistance, back-up operations services and preventive maintenance services. Under the SOS contract, individuals or organizations facing challenges associated with their water and or wastewater systems can make a simple phone call to Tidewater, resulting in access to a wide range of professional staff who will respond to the emergency event, ensuring minimal, if any, interruption of service to customers. Tidewater can also provide licensed staff to bridge service gaps related to job vacancies, vacations, and retirements for the short or long term.

Tidewater is also extremely environmentally conscientious. They firmly believe that the environment is a resource that needs protection. Therefore, the company is a sponsor and volunteer organization for the Abbott’s Mill Nature Center, of the Delaware Nature’s Society, in Milford, DE. Furthermore, the company has created an environmental technology merit scholarship for students whose studies are related to water and wastewater fields.

Tidewater recognizes the importance of staying connected with the community it serves. The company continuously works to improve the quality of life in the areas they service by working with service groups and local organizations. Employees volunteer with local initiatives. The Company visits schools, provide speakers to organizations and contrib-



utes bottled water to various organizations’ events. Its message is simple, to help Delawareans understand the importance of environmental preservation, and to better understand the value of water and the significant role it water plays in everyone’s lives.

The company’s effort to stay involved with their community has won them several different awards including the “Best in the Business” award in regards to community involvement, as well as the “Best in Show” award for their community floats for the past eight years. The company takes pride in their float, hoping to convey the message that the company

is always watching over and protecting their community.

Additionally, Tidewater participates in community festivals and town parades, and maintains relationships with various Homeowners Associations, and an active membership in the Delaware State Chamber of Commerce, their local chamber and other nonprofit organizations.

Tidewater Utilities President Gerard Esposito says, “We’re really very proud of the service we provide, of what we do. And we’re proud of the people here at Tidewater who contribute to our community, our mission and our success as a company.”

BUSINESS SPOTLIGHT **Calpine Corporation** BY DARYL SIMON

» At Calpine Corporation, the focus is on using advanced technologies to generate power in an efficient, cost-effective, and environmentally responsible manner. Calpine is the nation's largest generator of electricity from natural gas and geothermal resources. The company has the capability to produce about 26,000 megawatts of electricity that it sells in wholesale electric markets, with power facilities located in 18 states. Headquartered in Houston, TX, Calpine operates a Regional Office in Wilmington, DE, to primarily serve the Mid-Atlantic and Northeast electricity markets. Because Calpine uses clean fuel and renewable resources, it ranks among the cleanest power generators in the nation.

The power of Calpine is not limited to just energy. Calpine's commitment to community and the environment are powerful forces in Delaware and across the country at all of the Calpine locations.

Stu Widom, Director, Governmental & Regulatory Affairs for Calpine's east region, says, "Our employees are very dedicated and have volunteered for many organizations at different events."

Employees donate their time and efforts to local food banks, environmental groups and other organizations serving Delaware communities to help those less fortunate. To celebrate Earth Day in April, a proud group of Calpine employees and their families volunteered their time at the Milford Neck Nature Preserve, a short distance from the Company's Garrison Energy Center in Dover. The team planted over 1,500 trees in order to preserve habitats for wildlife. The volunteerism resulted in saving the



Nature Conservancy of Delaware about \$8,500 in labor costs, according to conservancy officials. "It feels good to know we made such an impact," Stu says. "It really brings it home."

Employees in Delaware are located in downtown Wilmington and at several of the company's six generating plants throughout the state. Calpine's facilities produce about two-thirds of Delaware's electric needs during the hottest peak summer day. Each and every plant and employee is committed to producing the clean, efficient electricity that customers need. "By having an efficient, cost effective and reliable power supply, we are able to provide an attractive environment for business and economic development opportunities for Delaware and the region," says Widom.

Within the last year, Calpine has entered into a new initiative to offer

electric supply to residential and commercial customers. Through Champion Energy Services, one of the fastest-growing retail electric providers in the nation, customers can buy energy in the Delaware power market if they are currently in the Delmarva Power & Light service territory. Both homeowners and commercial business owners can shop for power from providers and compare quotes to find the best rates.

"A very efficient, modern fleet of generation facilities providing power to Delaware," is the main headline, according to Widom. Calpine should be recognized for its efficient and modern fleet serving the Delaware community and beyond. Committed to building a clean and sustainable future and staying ahead of market trends, Calpine is creating power for a sustainable future.

NONPROFIT SPOTLIGHT **USO Delaware** BY RACHEL CATHELL

» Located in the heart of Dover Air Force Base, the United Service Organization Delaware has one major goal: strengthen American military service members by keeping them connected throughout their service for our nation. With 75,000 service members and families assisted annually in Delaware, USO relies on the assistance of volunteers to lend a hand through a wide array of programs and events.

"I suggest anyone interested in the USO Delaware should go watch them in action, it is incredible, very unique. The second they walked me around, I knew I wanted to be part of it," says USO Board Member, Sean Healy, from Healy, Long and Jevin Concrete Construction.

USO Delaware focuses on boosting morale through emotional wellness, counseling, transition services and support to Families of the Fallen. The organization offers communal lounges where soldiers can relax and find comfort and community among their peers. Dover has three major lounge locations, the Families of the Fallen Lounge, Mortuary Campus Lounge, and the community center. Each lounge provides food, entertainment, and special celebrations during the holidays. If a soldier is in need, the USO is present to make life as



normal as possible for service members.

The organization is committed not only to soldiers but their loved ones as well. United Through Reading, Sesame Street Live Military Programs, Operation That's My Dress, Special Delivery Baby Showers, and Portraits of Love are among the programs that uplift military families.

USO Delaware serves as the welcoming committee for soldiers who are new to the base by providing information services. On the other hand, the organization's transition service, Transitioning 360, helps soldiers create a plan for when their military service has been completed. This includes direction for employment, education opportunities, housing, and benefits to help with adjustment to civilian life.

Among the list of support USO Delaware provides, the service of dignified transfers is the most unique. Dover Air Force Base is the only base in the country to receive fallen soldiers. Whether it is the middle of the night or mid-day, USO Delaware stand at the forefront of the ceremony, ensuring families receive travel plans, accommodations, and comfort.

USO Delaware organizes around 80 events annually with the help of approximately 200 volunteers. Regardless of rain or shine the events go on, which inspired Healy,

Long, and Jevin's contribution of an outfitted events trailer to better equip volunteers. In addition to the trailer, the company has also conducted a donation drive by engaging employees and arranging donations from job sites. They were able to raise \$3,500, with aspirations to push the drive even farther this year.

"Increased awareness of USO Delaware north of the canal would definitely help bolster the organization's mission – we'd like to see more widespread involvement," says Sean Healy on exceeding last year's donation drive.

When referring to the United Service Organization some may say, "Until Every One Comes Home." For USO Delaware, home is personified by camaraderie and strengthened with unwavering support.

The STUFF of Leadership

BY KELLY WETZEL, 2016 FELLOW

Take a look back on your life and think of the people who had the most significant impact on it. Was it an elementary school teacher, a coach, first boss, a family member? What qualities made that person stand out to you? Was it integrity, trust, vision, the ability to make a positive impact? These are just several qualities describing what many call a leader.

But where do leaders come from? One route is Leadership Delaware, which is a 501(c)(3) charitable foundation committed to the development of outstanding young Delawareans who have the capacity, desire and courage to seek and excel at community, nonprofit, political, professional and corporate leadership in Delaware.

In 2008, Terry and Sandy Strine took a step back and decided there was no greater need for leaders in Delaware than now. The two, along with former Governor Pete du Pont, worked to co-found and develop a program that became Leadership Delaware. Today, the ninth class is currently learning the ‘who, what and why’ of Delaware. Upon graduation, they will be expected to raise the bar so that Delaware is truly the “First State” in every aspect.

“Each year, Leadership Delaware attracts more than 100 driven individuals, hoping they are seen as someone who has the ‘stuff of leadership,’” says Terry Strine. In the end, roughly 25 exceptional young professionals are accepted into the ten-month

program. But why do they apply?

Many fellows seek out the program to learn more about the state in which they live, work and play. Others want to develop skills such as public speaking and debate.

Christine Sauers, president of the Better Business Bureau Serving Delaware and 2015 Fellow, pursued the program for professional development.

“Sometimes we get bogged down with the day-to-day of our jobs and forget that we are part of a bigger community. Leadership Delaware pushes you to not only think differently about challenges but to consider wider-reaching impacts of the decisions we make.”

CSC® has put nine employees through the program since its inception. “One of the tenets of CSC® is to leave people

better off tomorrow than they are today,” says Rod Ward, president and CEO of CSC®. “We do that through our business, and also in giving back to the community. And that’s why I believe in Leadership Delaware. They are nurturing young leaders who are poised to do great things for the state of Delaware with integrity, vision, and knowledge—through partnerships with businesses, government, and nonprofits. I’m excited to see the positive impact these men and women will make.”

“More than anything, Leadership Delaware teaches that you can make a difference as a leader. After each session, you’re excited to impact your community, company, state, or country,” explains John Oliver, Market Director of Compliance Services at CSC® and 2016 Fellow. “The best part of the program is that it gives you the know-how to turn that feeling of wanting to make a difference into reality.”

So let me ask you one last question: Are you exceptional?



Leadership Delaware Fellows network with potential applicants network at a candidate reception.

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Leadership Delaware is seeking applicants for the class of 2018. Visit www.LeadershipDelaware.org for more information on applying and attending one of the following candidate receptions.

- Thursday, August 17: New Castle County
- Tuesday, August 29: New Castle County
- Saturday, September 16: New Castle County
- Thursday, September 21: Milford
- Wednesday, September 27: New Castle County

New Leadership Means New Perspective

» Longtime Chamber member and repeat Superstar in Business award winner, EDiS Company, shares the importance of outside leadership in a family-run organization. EDiS recently announced the promotions of Gerald (Jerry) T. Doherty to president, Andrew DiSabatino, III, to vice president, and Christian McCone to operations manager. Jerry will take on the role of

president from Brian DiSabatino, who will turn his full attention to being the company's CEO.

It is interesting to note that Jerry is one of two employees in the company's history to be appointed president, whose last name is not DiSabatino.

"We learned when did this in a previous generation – bringing in leadership from outside the family – that the company is big enough to support this kind of change in tradition, and benefits greatly from it. As a family you can become insular, but having an outside perspective brings additional knowledge, as well as provides a nexus to the rest of the employees that, perhaps as a DiSabatino, you wouldn't have otherwise," says Brian DiSabatino.

"It's an interesting feeling, as you would expect [taking on this new role]. I grew up in this company for the last 27 years under a non-DiSabatino leader, so I know the idea of having a non-family member in a



EDiS Company CEO Brian DiSabatino (left) and Gerald T. Doherty, the company's newest President (right), talk family, business and the future.

leadership position is well-received by the ranks. With the background that I have on the construction and operations side of the business, plus the perspective I've gained from watching this company grow over the years and how it's been managed, having outside leadership makes very sound reasoning," says Jerry.

While not a DiSabatino, Jerry is no stranger to family-owned business, nor to the construction industry. With more than 30 years of experience, 27 of which have been spent with EDiS in the roles of Vice President & Operations Manager and Chief Estimator, he has extensive industry knowledge. It's this experience and insight that make him well-suited to his new position.

Between Brian and Jerry, the future of EDiS, and what the focus of their respective roles will be, is clear – continue to provide excellent customer service while adapting to the needs of clients, and finding and keeping talent that drives their mission.

building great buildings, is helping EDiS recruit the very best people people in the business, to help drive the best outcomes for our clients," says Jerry.

"With respect to the future, I think one of the neat things that Jerry and I both share, is the admiration of a rapidly shifting industry. There's a demographic that's leaving the industry, taking a lot of experience with it. But there's also a demographic coming in that's bringing a lot of talent, passion, and innovation. We want to tap into this new generation of thinkers and leaders because what's on the horizon for us will be the result of their creativity and enthusiasm," says Brian.

EDiS Company is a 109-year old regional leader in construction and development with seven divisions providing a comprehensive range of solutions from planning and development to construction to facilities management. The company is headquartered in Wilmington, DE and has offices in Lewes, DE and Malvern, PA.

"Our clients have become very forward thinking and well-versed in construction, and we've had to react to that in order to meet their demands. Internally, Brian and I look at the company and realize the people we've brought on board over the last ten years have been, and continue to, intuitively serve the niche markets that we'd been tracking. My number one role here, aside from



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2017 End-of-Session Legislative Brunch at Dover Downs Hotel



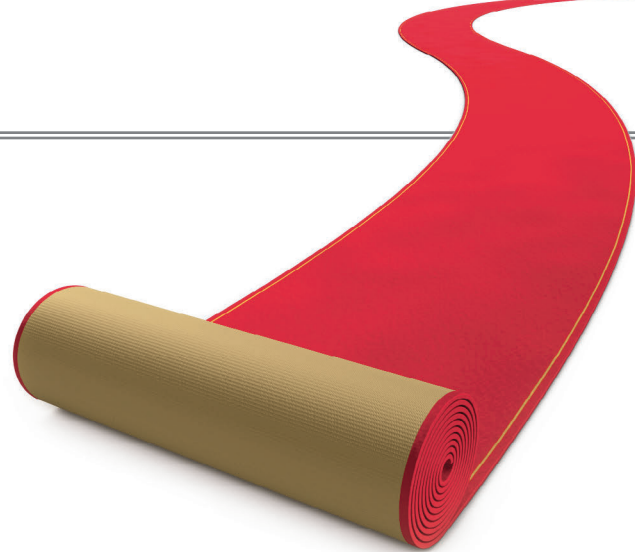
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Built by Dover Motorsports, Inc. (NYSE: DVD), Dover International Speedway has been hosting NASCAR events since the green flag dropped on the "Mason-Dixon 300" on July 6, 1969.

That day's race winner, Richard Petty, has called the first Dover race NASCAR's "invasion of the North." Since that time, not only has the Monster Energy NASCAR Cup Series remained, but others have followed, looking to conquer the track known throughout motorsports as "The Monster Mile."

This fall, NASCAR returns to Dover for the Monster Mile's second tripleheader weekend of 2017.

The event kicks off on Friday, September 29, with the NASCAR K&N Pro Series East race. The next day, Saturday, September 30, the "Drive Sober 200"



presented by the Delaware Office of Highway Safety NASCAR XFINITY Series race returns, followed by the centerpiece of the weekend, the Monster Energy NASCAR Cup Series playoff race on Sunday, October 1.

For the fourth consecutive year, Dover International Speedway will host the first elimination race in the Monster Energy NASCAR Cup Series playoffs, where four of the 16 playoff-eligible drivers will be knocked out of title contention. For four of the sport's top drivers, it's over in Dover. For ticket information, visit DoverSpeedway.com.

When drivers strap in their vehicles at the Monster Mile, they compete on one of the sport's unique venues. With speeds exceeding 160 mph, drivers face 24 degrees of banking in all four turns, as well as 9 degrees of incline on the straightaways, leading to Dover International Speedway's reputation as the world's fastest one-mile concrete oval.

The excitement continues outside the track, as well. Behind the frontstretch stands the 46-foot-tall Monster Monument, a fiberglass structure that attracts visitors to the track year-round. The structure is within Victory Plaza, which also hosts free, pre-race concerts for fans, which in recent years have included acts such as Jerrod Niemann, Cassadee Pope, Colt Ford, the X Ambassadors, Jana Kramer, Easton Corbin and Chase Bryant.

Behind the track, the Firefly Music Festival recently completed its sixth consecutive year in The Woodlands at Dover International Speedway in June.

The Firefly Music Festival was first held in July 2012, and hosted 48 national music acts over three days. In just five years, Firefly has grown to a four-day event that hosts upwards of 90,000 fans per day, with more than 100 acts playing across seven stages, earning a top-five U.S. music festival designation by Rolling Stone magazine.

Notable acts that have appeared at Firefly include Paul McCartney, Tom Petty and the Heartbreakers, Red Hot Chili Peppers, Foo Fighters, Outkast, The Black Keys, The Killers, Jack White, Kings of Leon, Mumford & Sons and Bob Dylan. Other aspects of Firefly include a retro video game arcade, hammock hangouts, a silent disco, a marketplace and much more.

From music to motorsports, it's all here at Dover International Speedway. ■



Glenn Moore, VP, Delmarva Power, with Karen Sunkler, Event Manager (L) and Polly Weir, Director (R)

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Uncommon Collection. At Your Own Pace

About Delaware's Quaint Villages

GREAT VACATIONS come in pieces: keepsakes, souvenirs, sensations and experiences. From time spent travelling to the time spent exploring. From the feeling of a fresh peach in your hand, to a cold sip of craft beer, to cobblestone street under your feet. At Kent County, these small pieces build on each other to create something wholly unique, and completely unforgettable. No matter what speed you choose to take your visit, you're sure to leave with an incredible story. And maybe an impressive list of trinkets.

Where to Eat? Whatever appetite your craving, Delaware's Quaint Villages has something for everyone! Our rich array of incredible restaurants lets you specialize your dining experience to be just what you want or you can

choose to explore our wineries, breweries and distilleries. From classic comfort food to culinary innovation, there's something for every taste in Delaware's Quaint Villages.

Top Events in Delaware's Quaint Villages: Dover Days, Spring & Fall NASCAR races, FireFly Music Festival, Delaware State Fair, Dover Comic Con, Amish Country Bike Tour, and Delaware Wine & Beer Festival. For more events in Kent County please visit <http://www.visitdelawarevillages.com/events-calendar>.



Delaware's Quaint Villages Branding

Research was gathered in a three-step process that started with input from residents and businesses at three branding roundtables that were held in Dover, Milford and Smyrna in mid-

Restaurant, Meeting & Banquet Guide

July. This was done to determine local perception of Kent County's image and what tourism attributes residents found were assets.

Following the local roundtables, online panel studies were done in 13 metropolitan areas within a 250-mile radius of Kent County. Potential visitors were asked to rate Kent County on its attributes based on performance, importance, value, intent to visit and overall rating. The agency also utilized an online conversation technology tool called Sysomos to listen to what visitors from outside the area were saying about Kent County and its attributes on Social Media over the past few years.

From the research, what potential visitors found appealing about Kent County was its ease of access from larger metropolitan areas like Washington, D.C. and Philadelphia, PA. It's slower pace, farm to table cuisine, history & culture and quaint towns were also ranked high. NASCAR, cycling, birding, gambling and water activities were mentioned as favorite things to do while visiting. From this research, a new logo, tagline and creative were crafted to come up with Delaware's Quaint Villages, At Your Own Pace.

With help from the branding, Kent County Tourism Corporation has launched new website, www.VisitDelawareVillages.com. This website has created a compelling online identity that is user-friendly, engages website visitors and creates a positive experience for all of Delaware's Quaint Villages' target audiences.

All attractions, hotels, restaurants, and retail shops have pages and listings that can be update by staff of those establishments. The site also provides a much-needed universal event calendar for the area so people can stay on top of all the events happening in Kent County.

The website will highlight Kent County and the quaint villages as a vibrant and compelling destination featuring plentiful attractions, rich history, and entertaining activities. Kent County Tourism Corporation's goal for the new website is to provide current and potential visitors with a wealth of information that will keep them engaged with attractions, activities, and places to stay, eat and shop, in hopes of visitors extending average trip length and securing additional future travel to Delaware's Quaint Villages.

Don't forget to visit these small-quaint villages located around Kent County. Off the beaten path, you'll find Fifers Orchard Farm & Country Store in the quaint town of Camden-Wyoming. Along the way, stop for an outdoor adventure at the Killens Pond State Park, or sip wine at Pizzadili Vineyard & Winery in Felton.

In Frederica, don't miss the opportunity to see the new state-of-the-art sports complex with 12 synthetic turf fields at D.E. Turf Sports Complex. Stop for something to eat at Meding's Seafood, adjacent from D.E. Turf Sports Complex. Along the way, stop at the quaint maritime village of Bowers Beach and spend the afternoon relaxing along the Delaware Bay or stroll along the beach for sea glass. Or drive through the Amish countryside to the quaint village of Marydel, where you'll find Harvest Ridge Winery. For a quiet, peaceful road trip, explore the quaint villages of Cheswold, Farmington, Leipsic, Little Creek, Magnolia, Viola and Woodside — At Your Own Pace.

HOTELS

Atlantic Sands Hotel & Conference Center

1 Baltimore Avenue
Rehoboth Beach, DE 19971
Phone: (302) 227-2511

www.atlanticsandshotel.com

Located on the Rehoboth Beach boardwalk, just feet from the white sands of one of the cleanest beaches in America, the Atlantic Sands Hotel is the perfect place for enjoying not only the beach, but the boutiques and nightlife of the treasured resort town of Rehoboth Beach.

Best Western Gold Leaf

1400 Highway One
Dewey Beach, DE 19971
Phone: (302) 226-1100

www.bestwesterngoldleaf.com

The Best Western Gold Leaf offers a convenient location and unbeatable customer service and amenities for a reasonable rate. Hotel guests will find themselves within walking distance from Dewey Beach and Rehoboth Bay as well as minutes from a variety of local golf courses.

Bethany Beach Ocean Suites

99 Hollywood Street/ Boardwalk
Bethany Beach, DE 19930
Phone: (302) 539-3200

www.bboceansuites.com

Bethany Beach Ocean Suites takes great pride in the unique amenities we afford our guests, including the Oceanova Day Spa, 99 Sea Level Restaurant & Raw Bar, our boardwalk veranda and a host of other services. The perfect blend of luxury, convenience and service allows you to make the most out of your time together.

Boardwalk Plaza Hotel

2 Olive Avenue
Rehoboth Beach, DE 19971
Phone: (302) 227-7169

www.boardwalkplaza.com

Boardwalk Plaza Oceanfront in Rehoboth Beach, Delaware, is Victorian in design, featuring elegantly appointed accommodations, furnished with reproductions and authentic Victorian antiques blended with our modern hotel amenities. Our restaurant, Victoria's, provides room service to our guests, as well as fine dining overlooking the beautiful Atlantic Ocean.

Clarion Hotel – The Belle

1612 North DuPont Highway
New Castle, DE 19720
Phone: (302) 428-1000

www.clarionbelle.com

The Belle is the best location in the Wilmington, Delaware area to stay or host your event. The Belle's superior guest rooms, service and comfort welcome you, so that you will feel at home, whether traveling on business, vacation or attending a special event.

Courtyard by Marriot Newark - University of Delaware

400 David Hollowell Drive
Newark, DE 19716
Phone: (302) 737-0900

www.udel.edu/hotel

The Courtyard Newark at the University of Delaware offers all the services and amenities of a fine, business-class hotel, while also enhancing the educational and research opportunities for faculty and staff in the University's internationally respected hotel, restaurant, and institutional management program.

Restaurant, Meeting & Banquet Guide



Dover Downs Hotel & Conference Center

Crowne Plaza - Wilmington North

630 Naamans Road

Claymont, DE 19703

Phone: (302) 791-4611

www.cpwilmingtonnorth.com

Conveniently located near both Wilmington and Philadelphia, the Crowne Plaza Wilmington North hotel is an ideal location for business and leisure travelers alike. As one of the top hotels in Wilmington, we provide over 190 comfortable guest rooms and suites, complimentary internet access, outdoor pool, and access to our health and fitness center.

Days Inn

900 Churchman's Road

Newark, DE 19713

Phone: (302) 368-2400

www.daysinn.com

5209 Concord Pike

Wilmington, DE 19803

Phone: (302) 478-0300

www.daysinn.com

As a guest of Days Inn, you can expect warm hospitality and clean, comfortable rooms where everything works to make your stay trouble-free and enjoyable. The staff members work hard to earn the reputation as "The Best Value under the Sun." Days Inn strives to ensure you have an exceptional stay.

Doubletree Hotel Downtown Wilmington

700 King Street

Wilmington, DE 19801

Phone: (302) 655-0400

www.doubletree.hilton.com

Doubletree Hotel Wilmington

4727 Concord Pike

Wilmington, DE 19803

Phone: (302) 478-6000

www.doubletree.hilton.com

As the most recognized name in the industry, travelers the world over have been saying "Take me to the Hilton" for almost a century. Hilton Hotels & Resorts remains the stylish, forward thinking global leader of hospitality by helping make traveling easier with their smart design, innovative restaurant concepts, authentic hospitality, and commitment to the global community.

Dover Downs Hotel & Conference Center

1131 North DuPont Highway

Dover, DE 19903

Phone: (302) 674-4600

www.doverdowns.com

Dover Downs Hotel & Casino is Delaware's leading luxury casino hotel and offers the area's largest variety of entertainment options, including live harness racing, fabulous dining options ranging from deli to gourmet, a AAA rated four diamond hotel,

exciting concerts, 24-hour gaming including live table games, unique shopping, and a luxurious spa.

Hyatt Place Dewey Beach

1301 Coastal Highway

Dewey Beach, DE 19971

Phone: (302) 581-3311

www.HyattPlaceDeweyBeach.com

At Hyatt Place we do things differently. We combine style, innovation and 24/7 convenience to create a perfectly seamless stay with every modern comfort you deserve. So you never have to settle for any place less than Hyatt Place.

Inn at Canal Square

122 W Market Street

Lewes, DE 19958

Phone: (302) 644-3377

www.theinnatcanalsquare.com

Located on the waterfront in the heart of Historic Lewes, The Inn at Canal Square offers its guests exceptional comfort coupled with seaside charm. With 22 beautifully appointed rooms, three two-bedroom luxury suites and two conference rooms, The Inn serves as an ideal coastal escape, retreat location and event destination.

LuxiaSuites

1007 North Orange Street

Wilmington, DE 19801

Phone: (302) 778-3000

www.luxiasuites.com

LuxiaSuites is the new standard for luxury in corporate executive housing. We provide a home away from home that is both comfortable and energizing.

Ramada

260 Chapman Road

Newark, DE 19702

Phone: (302) 738-3400

www.ramada.com

Ramada Worldwide offers a warm and friendly stay at nearly 900 hotels in over 50 countries around the world. We provide our guests with free high-speed wireless internet, cozy beds for a relaxed and restful stay, guest bathrooms stocked with San Francisco Soap Company amenities, and a variety of hotel choices to match every trip.

Red Roof Inn & Suites

1119 South College Avenue

Newark, DE 19713

Phone: (302) 368-8521

www.hojo.com

Red Roof Inn & Suites is located off of I-95 which offers easy access to shopping, dining and entertainment, as well as quick access to the University of Delaware. We are close to many corporate areas, state parks, and the Wilmington Riverfront. Scenic Lancaster, PA is just minutes away!

Restaurant, Meeting & Banquet Guide

Sheraton Wilmington South Hotel

365 Airport Road

New Castle, DE 19720

Phone: (302) 328-6200

www.sheratonwilmingtonsouth.com

At Sheraton Wilmington South Hotel, our contemporary Wilmington accommodations were specially designed to meet your needs. Each of our 143 suites features a separate living room and bedroom with the latest innovations to make your stay comfortable and memorable.

The Bellmoor

6 Christian Street

Rehoboth Beach, DE 19971

Phone: (302) 227-5800

www.thebellmoor.com

The Bellmoor Inn & Spa is a resort hotel offering an upscale lodging experience in Rehoboth Beach, Delaware, with a variety of fabulous luxury hotel features and unique lodging amenities, just steps away from the area's fine dining restaurants. Take advantage of the elegant accommodations ideal for family vacations, romantic weekend getaways, and corporate retreats.

RESTAURANTS

Big Fish Grill on the Riverfront

720 South Justison Street

Wilmington, DE 19801

Phone: (302) 652-3474

www.bigfishgrill.com

Founded in 1997 by brothers Norman and Eric Sugrue, Delaware's Big Fish Grill has become a premier spot for casual dining in the region. A unique blend of original recipes, must have favorites, and affordable prices have resulted

in a dedicated following, and earning numerous "Best Seafood at the Beach" awards by Delaware Today magazine.

Bluecoast Seafood Grill and Raw Bar

1111 Coastal Highway

Bethany Beach, DE 19971

Phone: (302) 539-7111

www.bluecoastseafoodgrill.com

Bluecoast has received many awards and accolades since its inception for its chef inspired food, comprehensive wine list and outstanding service. House specialties include fried baby lobster tails, lobster cavatapi, crab cakes and shrimp and grits, along with a daily offering of fresh caught fish and raw oysters.

Catch 54 Fish House

38931 Madison Avenue

Selbyville, DE 19975

Phone: (302) 436-8600

www.catch54.com

Recently named "best waterfront restaurant" in Delaware, Catch 54 is committed to serving beautiful simple coastal cuisine in a beautiful setting overlooking the bay. House specialties include our signature crab cake, buttermilk fried oysters, and our famous 54 Burger, all accompanied by an extensive wine list and great selection of craft ales and cocktails.

Chipotle Mexican Grill

3700 Kirkwood Highway

Wilmington, DE 19805

Phone: (215) 500-0659

www.chipotle.com

Using high-quality raw ingredients, classic cooking techniques, and distinctive interior design, we brought features from fine dining to the world of quick-service restaurants. Over 20 years later,



Delaware's Quaint Villages: Dover

Dover is more than just a home for music festivals and racecars, it is a place filled with history and culture. From museums, to farms, to dining and more, the nation's first capital has so many possibilities for an amazing vacation.

Don't miss out on these attractions in Dover:

First State Heritage Park
Biggs Museum of American Art
Air Mobility Command Museum
Delaware Agricultural Museum
John Dickinson Planation
Dover Downs Hotel & Casino

Hungry? Try one of these restaurants in Dover:

Restaurant 55
Grey Fox Grille & Public House
McGlynn's Pub
Michele's

Restaurant, Meeting & Banquet Guide

our devotion to finding the very best ingredients we can—with respect for animals, farmers, and the environment—is shown through our Food With Integrity commitment.

Dogfish Head Brewings and Eats

**320 Rehoboth Avenue
Rehoboth Beach, DE 19971
Phone: (302) 226-2739
www.dogfish.com**

Dogfish Head's signature experimental style was born in 1995, and the brewpub has become the home for "original beer, original food and original music." Today, you'll find a wide selection of off-centered ales (including some from our in-house experimental brewery that you won't find anywhere

else), small-batch spirits and a menu full of specialty pizzas, seafood entrees and yummy sandwiches.

Eden Restaurant

**23 Baltimore Avenue
Rehoboth Beach, DE 19971
Phone: (302) 227-3330
www.edenrestaurant.com**

Eden Restaurant has set the fine dining standard in Rehoboth Beach for over 15 years. Delaware Today magazine has repeatedly voted it 'Most Romantic Atmosphere', and it has earned a decade of awards from The Wine Spectator for its outstanding wine list. Its reputation for innovative, 'Bold American Food', and attentive service round out your superb dining experience.

Feby's Fishery, Inc.

**3701 Lancaster Pike
Wilmington, DE 19805
Phone: (302) 998-9496
www.febyfishery.com**

Feby's Fishery, located on New Road in Elsmere, Delaware, opened to the public in June of 1974 by founders Philip & MarySue DiFebo. What began as a small locally sourced fishery, grew to become a full-scale seafood restaurant and fish market.

Fish On

**17300 N. Village Main Boulevard
Lewes, DE 19958
Phone: (302) 645-9790
www.fishonlewes.com**

At Fish On we are committed to serving beautiful simple coastal cuisine in a cool casual atmosphere complete with a happening bar and outdoor patio dining. House specialties include shrimp and grits, maple glazed salmon, along with traditional seafood favorites, and the most delicious short rib burger.

Grotto Pizza, Inc.

**20376 Coastal Highway
Rehoboth Beach, DE 19971
Phone: (302) 227-3567
www.grottopizza.com**

From humble beginnings, Grotto Pizza has grown to 16 locations throughout Delaware, three locations in the Wilkes-Barre area of Pennsylvania, and a location in Ocean City, Maryland. Although Grotto Pizza has expanded beyond the small take-out stand, it continues to adhere to its core values of excellent food, friendly guest service and community service.

Jimmy John's Gourmet Sandwiches

**824 N. Market Street
Wilmington, DE 19801
Phone: (302) 777-1300
www.jimmyjohns.com**

Jimmy John's definition of fresh is worlds apart from everyone else's. Bread is baked in-house every day and served fresh. Meat and veggies are sliced fresh in-house every day. The turkey and roast beef are real – no additives, no vegetable-based fillers, no fake stuff. It's the best of the best.

Lefty's Alley & Eats

**36450 Plaza Drive
Lewes, DE 19958
Phone: (302) 864-6000
www.iloveleftys.com**

Lefty's elevates bowling, dining, gaming and fun with a level of service and style like no other. We help our guests create lasting memories of fun for everyone – all under one roof. As the only "EATertainment" center of our kind on Delmarva, Lefty's is the perfect choice for family time, date night, girls' or guys' night out, work meetings, birthday parties...what's left?

Lupo Italian Kitchen

**247 Rehoboth Avenue
Rehoboth Beach, DE 19971
Phone: (302) 226-2240
www.lupoitaliankitchen.com**

Lupo Italian Kitchen is the hip little Italian restaurant located in Hotel Rehoboth downtown. We serve both traditional and not so traditional coastal Italian cuisine, pairing Mediterranean flavors with locally caught seafood and local produce. Lupo has an extensive all Italian wine list and a courteous, friendly and knowledgeable staff.



Delaware's Quaint Villages: **Smyrna**

Much like the other towns in Delaware's Quaint Villages, Smyrna offers many cultural activities for those who love both fine and performing arts. Between live music performances, nature walking trails, to art galleries, Smyrna has something for everyone.

Don't miss out on these attractions in Smyrna:

Bombay Hook National Wildlife Refuge
Historic Belmont Hall
Smyrna Opera House
Smyrna Museum

Hungry? Try one of these restaurants in Smyrna:

Brick Works Brewing & Eats
Smyrna Diner
The Odd Fellows Café
Bridgeway Family Restaurant

Restaurant, Meeting & Banquet Guide

Manhattan Bagel, Inc.

3209-B Concord Pike
Wilmington, DE 19803
Phone: (302) 477-0700
3505 Silverside Road
Wilmington, DE 19801
Phone: (302) 543-7498
www.manhattanbagel.com

Einstein Noah Restaurant Group, Inc. is a leading company in the quick casual restaurant industry that operates locations primarily under the Einstein Bros. and Noah's New York Bagels® brands and primarily franchises locations under the Manhattan Bagel® brand.

Matt's Fish Camp

28635 Coastal Highway
Bethany Beach, DE 19930
Phone: (302) 539-2267
www.mattsfishcampbethany.com
34401 Tenley Court
Lewes, DE 19958
Phone: (302) 644-2267
www.mattsfishcamplewes.com

Matt's Fish Camp on Coastal Highway in North Bethany Beach is the quintessential roadside fish shack. Serving fresh local seafood in a friendly comfortable atmosphere, Matt's has become a favorite of locals and summer visitors to the area who crave traditional seafood favorites or something a little more creative.

McDonald's

2351 S. College Avenue
Newark, DE 19702
Phone: (302) 733-0818
374 E. Main Street
Newark, DE 19711
Phone: (302) 737-0502
815 S. College Avenue
Newark, DE 19713
Phone: (302) 738-7857
2507 Concord Pike
Wilmington, DE 19803

Phone: (302) 478-5685

1401 Governor's Place
Bear, DE 19701

Phone: (302) 836-1308

Everyday all around the globe, McDonald's is putting people, processes and practices into place to make better food, more sustainable sourcing, happier people, a stronger community, and a healthier planet.

Newport Restaurant

601 Newport Pike
Greystone Plaza
Newport, DE 19804
Phone: (302) 998-1073

For over 25 years, Newport Restaurant, located in Greystone Plaza, has served breakfast, lunch, and dinner. The restaurant offers delicious homemade chicken croquettes and crab cakes. Newport Restaurant is a casual, family restaurant.

Northeast Seafood Kitchen

29 F Atlantic Avenue
Ocean View, DE 19970
(302) 537-1785
www.northeastseafoodkitchen.com/
Northeast Seafood Kitchen, located off of Atlantic Avenue in Ocean View, has become a local hot spot in Ocean View for locals and summer visitors. We feature the freshest seafood crafted in a classic New England style cuisine with a Delaware twist.

Papa Grande's Coastal Taqueria

38929 Madison Avenue
Selbyville, DE 19975
(302) 436.7272
www.papagrandes.com/fenwick
210 2nd Street
Rehoboth Beach, DE 19971
(302) 212.2409
<http://www.papagrandes.com/rehoboth>

At Papa Grande's we serve fresh authentic Mexican food with specialties like blackened fish tacos and short rib cheesesteak burritos. Our garage door bar is one of the coolest indoor/outdoor dining spots on the coast. The Papa's staff prides itself on serving delicious food, giving great service, and keeping things fun for locals and visitors.

Potstickers Asian Grill

1247 New Churchman's Road
Newark, DE 19713
Phone: (302) 731-0188
www.potstickersasiangrill.com
Potstickers Asian Grill features Asian-fusion food and a sushi bar located inside a warmly decorated restaurant with hanging lanterns.

Romano's Macaroni Grill

4157 Concord Pike
Wilmington, DE 19803
Phone: (302) 479-1800
www.macgrill.com
Casual dining with fresh Italian cuisine sourced from the farms of Italy. Warm, inviting atmosphere, open kitchen, caring staff, delicious selections.

The Birch Tree Cafe

31826 Good Earth Lane
Clarksville, DE 19970
Phone: (302) 539-2468
www.thebirchtreecafe.com
The Birch Tree Cafe was named for the family that owns and operates the restaurant, three of whom have Celiac disease and follow a gluten free diet. Currently, we are Delaware's



Feel the ocean breeze during your next conference or meeting. Our oceanfront banquet rooms are ideal for business or group retreats. We also offer award-winning food and luxurious accommodations. Call or visit us online to learn more.



2 Olive Avenue & the Boardwalk
Rehoboth Beach, DE 19971
(800) 33 BEACH | (302) 227-7169
www.boardwalkplaza.com



Restaurant, Meeting & Banquet Guide

only completely dedicated gluten free kitchen, serving up a variety of baked goods, soups, sandwiches, salads, beverages and desserts.

BREWERIES & DISTILLERIES

Dogfish Head Craft Brewery, Inc.

6 Cannery Village Center

Milton, DE 19968

Phone: (302) 684-1000

www.dogfish.com

Dogfish Head began in 1995 when Dogfish Head Brewings & Eats, the first state's first brewpub, opened in Rehoboth Beach to bring original beer, original food, and original music to the area. Today, they sell and distribute nearly 20 styles

of beer sold in more than 25 states, and a half-dozen hand-crafted spirits.

Painted Stave Distilling

106 W. Commerce Street

Smyrna, DE 19977

Phone: (302) 653-6834

www.paintedstave.com

Painted Stave Distilling crafts premium spirits in small batches by utilizing the best ingredients sourced from regional farms, and by blending traditions of the past with today's creativity and state-of-the-art technology. Housed in a 1940s era movie theater, Painted Stave Distilling operates in the spirit of tradition to fashion noteworthy spirits to be shared and savored with our friends.

COUNTRY/MEMBER CLUBS

Deerfield

507 Thompson Station Road

Newark, DE 19711

Phone: (302) 368-6640

www.deerfieldgolfclub.com

Deerfield is "Delaware's Home for Incredible Public Golf." One of Delaware's top-rated and most popular golf courses, Deerfield features 18 holes of championship public golf, driving range, golf instruction and an inviting Pub & Grille.

Kings Creek Country Club, Inc.

One Kings Creek Circle

Rehoboth Beach, DE 19971

Phone: (302) 227-7172

www.kingscreekcountryclub.com

Kings Creek Country Club offers its members a championship

18 hole golf course, a golf Learning Center, an Olympic size swimming pool and baby pool, two tennis courts and a state of the art fitness center along with a dedicated and professional staff to serve your every need.

Rookery Golf Club

27052 Broadkill Road

Milton, DE 19968

Phone: (302) 684-3000

www.rookerygolf.com

Set between swelling mounds to the west and a heron rookery to the east, our championship 18-hole layout offers a wonderful playing experience, and the tree-lined Bermuda fairways provide an exciting and challenging layout for golfers of all levels.

The North Course also offers

continued on 37



"Your Meeting Space By The Sea"

Rehoboth Beach's #1 Rated Hotel

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IS YOUR BUSINESS SUPER?

Apply now for the
2017 Marvin S. Gilman Superstars in Business Award
and tell Delaware why you deserve star status!



M A R V I N S . G I L M A N
SUPERSTARS
IN BUSINESS

Superstars in Business Awards Luncheon
Wednesday, November 8, 2017
11:15 a.m.
Hotel du Pont, Gold Ballroom



WHAT MAKES YOUR BUSINESS SUPER?

This application form is a simple self-evaluation that can improve your business management skills, and put you in the running to win the 2017 Marvin S. Gilman Superstars in Business Award!

Step 1 / Self-Evaluation:

- If your organization is a business, please use Form A.
- If you are a nonprofit, please use Form B.

Please answer the questions as a separate Word file with your company letterhead or complete it online at www.dscc.com/superstarsinbusiness.html. Electronic PDFs and paper versions are also available. Please contact Kelly Wetzel at kwetzel@dscc.com or (302) 576-6564.

Eligibility:

- Member of the Delaware State Chamber of Commerce.
- In business for at least three continuous years.
- 150 employees or fewer.
- Previous Award of Excellence recipients and applicants that were not selected for an award may resubmit their same application up to three years back.
- Previous Superstars in Business winners may re-apply after five years.

If you would like to be connected with a previous Superstars in Business winner for assistance in completing your application, please contact Kelly Wetzel at kwetzel@dscc.com or (302) 576-6564.

Step 2 / Submission:

Applications must be submitted to the Superstars in Business Committee no later than Thursday, August 17, 2017 at 12 p.m. No late entries will be accepted. Please note that materials submitted cannot be returned, but all information remains confidential.

***Your application may not exceed 15 pages total. This includes any attachments. Applications longer than 15 pages will not be accepted.*

Step 3 / Application Review:

Within each category, the finalists may be contacted for additional information or validation of the information submitted. The review made at this step is held in strict confidence.

Step 4 / The Awards:

Each winner will be presented with a special award recognizing their superior achievement on November 8, 2017 at a luncheon in the Gold Ballroom of the Hotel du Pont in Wilmington. Marketing and recognition will be given to all the Business Superstars throughout the year.

Awards may be judged in the following categories (Please note that categories will be decided upon at the Selection Committee's discretion based on number of entries and quality of applications):

- 1 to 24 employees
- 25 to 59 employees
- 60 to 150 employees
- Nonprofits

Below each question we have provided you with 'Ideas for Success.' They aim to help you form more robust answers and provide suggestions on what information may make your response more competitive. These are not requirements, but may help judges compare your business against other applicants. Please answer questions as concisely as possible.



DELAWARE STATE CHAMBER

Small Business Alliance

STRENGTH • SECURITY • SKILLS • SAVINGS

ENTRY DEADLINE: August 17, 2017 at 12p.m.

Apply online or mail completed applications to:

Small Business Alliance / Delaware State Chamber of Commerce
1201 N. Orange Street, Suite 200, P.O. Box 671, Wilmington, DE 19899

Superstars in Business | Apply online at www.dscc.com/superstarsinbusiness.html | 302-576-6564



Form A for BUSINESSES

Please answer all questions as concisely as possible on your company letterhead or online at

www.dscc.com/superstarsinbusiness.html

Your entire application may not exceed 15 pages. This includes any attachments.

1. Business name, address and phone number; Primary contact's name, title, phone number and email address.

2. Please describe your business.

3. List the number of years in business and briefly explain how your business was started.

4. Number of employees and average tenure (Please distinguish between full-time and part-time).

5. Please provide your business mission statement and/or business philosophy.

Provide your mission statement, vision statement, guiding principles or strategies for success. How is your mission statement communicated to clients, investors and/or the general public, i.e. word of mouth, through marketing materials, etc.? Also explain how they were developed – were they customer or leadership driven, and how do you ensure they are understood by your entire company? Tell us here if you have team building meetings, strategy sessions and/or safety meetings that may include a regular discussion on these important guiding statements.

6. Given the current economy, how have you been able to sustain and/or grow your business?

Here is the place to highlight any strategies or measures taken that have resulted in savings, stability or growth. An index of profitability, projection and/or financial summary is required (examples could be revenue growth percentage, profit margin, etc.). Profitability results or a steady financial track record would be great evidence of skillful business management. How do your financial records measure up to other companies in your industry? Smaller companies should show growth or sustainability and share projections for the future. Actual financial metrics will separate your application from the competition. Tell us of innovative ways you have used to market or boost sales that have produced a good ROI, be specific. ****Remain assured that all information is kept confidential.****

7. What makes your business stand apart from your peers and/or similar businesses?

Please use this question to outline how you identify customer needs and priorities. Customer loyalty, years of experience, low associate turnover and industry awards are all competitive weapons. Tell us if you are measuring customer satisfaction or if you have moved to customer loyalty or customer advocacy. Share with us how you brand your company and how you maintain it, i.e. social media, online networking, marketing campaigns, etc. Tell us if you have a customer database or process to retain information about customers to use in the future. If you have a formal process for tracking and resolving complaints, please highlight your program here and brag about your results. If associate training or education reimbursement programs are a big part of your employee retention program or your quality/safety programs, please tell us about that too. Specific examples are appreciated.

8. Identify two or three of the most significant challenges in growing your business. Explain how you handled them.

Some companies highlight their hiring and retention programs here and others may share their success in adapting to economic climate changes. If there are challenges, financial or otherwise, how did the leaders of the organization rally associates to meet the challenge? How were the challenges identified and did you anticipate them coming? If they could not have been predicted, what have you learned for the next time to make the company stronger? If there are no challenges/problems to list because all employees are proactively taking care of all aspects of the business in the best possible way, tell us that too!

9. Briefly discuss the nature and involvement of your community service efforts.

List key leaders' involvement – describe investments of time, as well as causes supported financially. This is also the place where you may highlight efforts to care for our environment. List efforts regarding investment in friendlier vehicles or equipment, and to conserve and recycle materials. Do you have a formal program that includes fundraising or service hours donated? Are the commitments or passions you have for certain causes conveyed in your marketing? Are they a part of the image you relate to others? Describe any support for a health and safety program where you may even include family members.

10. Please provide the names and contact information of your professional support, i.e. banks, accounting firms, etc. If you are an award winner, we will contact them on your behalf to share the good news.

We also encourage you to provide customer testimonials with your application.



Form B for NONPROFITS

Please answer all questions as concisely as possible on your company letterhead or online at www.dscc.com/superstarsinbusiness.html

Your entire application may not exceed 15 pages. This includes any attachments.

- 1. Business name, address, and phone number; Primary contact's name, title, phone number and email address.**
- 2. Please describe the work of your nonprofit.**
- 3. Number of years serving the community.**
- 4. Number of paid staff and average tenure.**
- 5. Number of volunteers and their average tenure.**
- 6. Percentage of your organization's budget that is:**
Program Services_____, Fundraising_____, Management and General_____.
- 7. Please provide your organization's mission statement and/or philosophy.**

A mission statement, vision statement, guiding principles or strategies for success should be listed here or can be included as attachments. How is your mission statement communicated to clients, investors and/or the general public, i.e. word of mouth, through marketing materials, etc.? Also explain how they were developed – were they customer or leadership driven, and how do you ensure they are understood by your entire organization? Tell us here if you have team building meetings, strategy sessions and/or safety meetings that may include a regular discussion on these important guiding statements.

8. What makes your nonprofit stand apart from your peers and/or similar nonprofits?

Please outline the measurable outcomes you monitor that indicate client satisfaction, program delivery, volunteer tenure and retention and fundraising effectiveness.

- 9. What is the number of people or groups that have benefited from your organization? (Please provide results for each of the last three years.)**
- 10. What have been the two or three most significant challenges in meeting the needs of your constituency? And how have you approached these challenges?**

Do you have a survey process for your constituents and/or your benefactors to identify how their needs are changing? Have any changes to your organization come from this survey process in the past few years?

- 11. Please provide the names and contact information of your professional support, i.e. banks, accounting firms, etc. If you are an award winner, we will contact them on your behalf to share the good news.**

We also encourage you to provide customer testimonials with your application.

Restaurant, Meeting & Banquet Guide

continued from page 32

a grill and bar, banquet facility, locker room, practice facility, tennis courts, and much more.

University & Whist Club

805 North Broom Street
Wilmington, DE 19806

Phone: (302) 658-5125

www.universityandwhistclub.com

The University & Whist Club of Wilmington is known for its quiet elegance and charm, and is recognized for its long-standing reputation for fine dining and attentive service. Offering eight different private rooms that can accommodate from two to 200 guests, it is open to the public for catering, business meetings, special events, wedding receptions and more.

UNIVERSITIES & COLLEGES

The Bob Carpenter Sports/Convocation Center, University of Delaware

631 South College Avenue
Newark, DE 19716

Phone: (302) 831-4016

www.udel.edu/bcc

The Bob Carpenter Sports/Convocation Center is the University of Delaware's primary location for convocations, concerts, and banquets, and serves as the home for UD's basketball programs and women's volleyball program. This 5,000-seat facility is part of the David M. Nelson Athletic Complex, which includes Delaware Stadium, Delaware Field House, Delaware Diamond, numerous athletic fields, Rust Ice Arena, and an outdoor swimming pool.



Delaware State University



Delaware Technical Community College Conference & Training Centers

Delaware State University

1200 N. DuPont Highway
Dover, DE 19901

Phone: (302) 857-7775

www.desu.edu

Delaware State University offers facilities available to host events ranging from conferences, meetings and seminars to banquets and concerts. Capacities range up to 8,000 people. The University is centrally located, includes friendly and courteous service and is handicapped accessible.

Delaware Technical Community College Conference & Training Centers

Georgetown Campus

(302) 259-6340

www.dtcc.edu

Stanton & Wilmington Campus:

Phone: (302) 454-3189

www.dtcc.edu

Terry Campus, Dover

Phone: (302) 857-1427

www.dtcc.edu

Experience the best of both worlds – a learning environment grounded in academic tradition, with the finest in hospitality amenities and high-tech

meeting facilities. Each center offers fully equipped breakout rooms, networked multipurpose computer labs, video conferencing facilities and ample parking at all locations, all less than 20 minutes from any point in Delaware.

Goodstay Center & Arshat Hall, University of Delaware

2600 - 2800 Pennsylvania Avenue
Wilmington, DE 19806

Phone: (302) 573-4401

www.udel.edu/conferences

Goodstay is a favorite site for weddings and social

Restaurant, Meeting & Banquet Guide

gatherings. Intimate meeting and dining rooms, the Gold Room and the Grand Ballroom have been restored to preserve the spirit of the 18th century while offering the amenities of the 21st. Roses and lilies border a seasonal patio, and the Tudor gardens provide an opportunity to relax and renew. Arsht Hall is equipped with the technological capabilities required for today's business. With 17,000 square feet of meeting space, satellite connections for video conferencing, wireless internet, plus complete catering and personalized planning services, this modern conference center

is well-suited to training seminars, workshops and association gatherings.

John M. Clayton Hall
100 David Hollowell Drive
Newark, DE 19716

Phone: (302) 831-2214

www.udel.edu/conferences

Clayton Hall is a clean, modern facility featuring a theater-style auditorium, private meeting rooms, traditional classrooms, an impressive ballroom and a striking, open lobby.

Neumann University
One Neumann Drive
Aston, PA 19014
Phone: (610) 558-5513

www.neumann.edu/about/conferencing.asp

Looking for a retreat-like atmosphere for your meeting? Neumann University has 1,800 square feet of meeting space conveniently located in the Rocco A. Abessinio Building – four modern meeting rooms equipped with board tables, audio-visual capabilities, and easy access to vending machines and restrooms.

The University of Delaware Conference Services

100 David Hollowell Drive
Newark, DE 19716

Phone: (302) 831-2214

www.udel.edu/conferences

As you consider UD's Conference Services, you will find that each of our three locations has distinctive characteristics. The Newark Campus is a hive of academic activity. The Wilmington Campus blends the traditional and the modern in a delightfully natural setting. The Lewes Campus is a seaside retreat set apart from the day-to-day buzz.

The Virden Retreat Center

700 Pilottown Road
Lewes, DE 19958

Phone: (302) 645-4100

www.udel.edu/conferences

With plenty of sun and sea air to ease your mind and body, the Virden Retreat Center is open year-round. The surrounding coastal wetlands lend tranquility and intimacy to social events and weddings, retreats and weddings. Six meeting rooms, video conferencing, overnight lodging and all meals, plus full registration and planning services.

COMMUNITY, CONFERENCE, AND CONVENTION CENTERS

ACCESS, Inc.

901 North Market Street, Suite 460
Wilmington, DE 19801

Phone: (302) 656-4800

Office space rental services.

Brandywine Executive Center

1521 Concord Pike, Suite 301
Wilmington, DE 19803

Phone: (302) 352-9970

www.bwecenter.com

The Brandywine Executive Center was opened in 2004 to serve the needs of business owners, entrepreneurs, and solo professionals in need of a professional office. We currently serve over 100 member companies throughout the U.S.

Chase Center on the Riverfront

815 Justison Street

Wilmington, DE 19801

Phone: (302) 425-3929

www.centerontheriverfront.com

The Chase Center is the largest special event facility in the Brandywine Valley. Our more than 87,000 square feet of versatile space is perfect for hosting corporate meetings and conferences, shows and conventions, weddings and social celebrations. Spacious meeting rooms, a 250 fixed-seat auditorium, dedicated open exhibit space and two ballrooms complement our delicious culinary creations and impeccable service.

Easter Seals Conference Center

61 Corporate Circle

New Castle, DE 19720

Phone: (302) 324-4444

www.de.easterseals.com

Easter Seals offers a beautiful 1,400 square foot conference



Delaware's Quaint Villages: Harrington

A great spot for thrill seekers, the quaint village of Harrington has an award-winning casino filled with a variety of slot machines, games, bars, horse racing and restaurants. Visit Harrington's Historical Society to find various museums of history and culture pertaining to the area, as well as to learn about the history of Delaware's agricultural industry.

Don't miss out on these attractions in Harrington:

Harrington Raceway and Casino
Harrington Historical Society Museum
Messick Agricultural Museum
Harrington Railroad Museum

Hungry? Try one of these restaurants in Harrington:

Bonz Restaurant and Lounge
Rudy's Diner
Stargate Diner Restaurant
Murphy's Race/Sportsbook & Grill



Restaurant, Meeting & Banquet Guide

center conveniently located in New Castle. It is perfect for professional training, conferences, workshops or meetings of 65 to 100 people. Reasonable rates include internet, video, limited food service, and more. It is fully accessible with free convenient parking. All funds support disability services. Ask about our Dover and Georgetown locations.

The Hub at 1201 Stat International

**1201 North Orange Street
Suite 700**

Wilmington, DE 19801

Phone: (302) 884-6746

www.statofficesolutions.com

STAT Office Solutions offers first-class work and meeting space without the expense of traditional office space. Several customized packages are available for furnished office space, virtual offices, and meeting facilities in their world-class headquarters conveniently located in downtown Wilmington.

The Mill

1007 N. Orange Street

Wilmington, DE 19801

Phone: (302) 751-6455

We are a collaborative workspace for events, offices, and conference rooms.

Wilmington Area Planning Council (WILMAPCO)

850 Library Avenue, Suite 100

Newark, DE 19711

Phone: (302) 737-6205

www.wilmapco.org

A meeting/conference room is available for public meetings. Capacity: 45.

MUSEUMS

Biggs Museum of American Art

406 Federal Street

Dover, DE 19901

Phone: (302) 674-2111 ext. 101

www.biggsmuseum.org

Whether you are hosting a monthly training meeting, informal cocktail gathering, or formal seated dinner, the Biggs Museum is the perfect setting to entertain staff, clients, and VIPs. With our Museum galleries, your guests will be inspired by our outstanding collection of over 1,800 works of historical and contemporary American art.

Delaware Art Museum

2301 Kentmere Parkway

Wilmington, DE 19806

Phone: (302) 571-9590

www.delart.org

Unique, inspiring, and sophisticated, the Delaware Art Museum offers the perfect setting to impress your guests. Whether you're hosting a performance or large presentation, intimate meeting, lively cocktail party, or unforgettable wedding, the Museum has the ideal event space to fit your vision.

Delaware Children's Museum

550 Justison Street

Wilmington, DE 19801

Phone: (302) 654-2340

www.delawarechildrensmuseum.org

From a meeting of four to an elegant gala of 400, this unique venue will create buzz for your event. At the DCM you have the opportunity to create and stage your event, or rely on the help of our professional event planning staff. Enjoy food and drinks in and around our exciting exhibits.

Biggs Museum of American Art



Hagley Museum and Library

298 Buck Road East

Wilmington, DE 19807

Phone: (302) 658-2400

www.hagley.org

The Hagley Library furthers

the preservation and historical study of American business, technology, and industrial design. It includes restored mills, a worker's community, numerous collections including the world's

Conference and Training Centers

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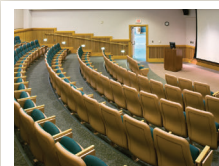
One-Stop Shopping - Access to our team of professional planners and caterers

Let's plan your next event together.

For more information contact
Donna Wilson at (302) 454-3189
or dwilso@dtcc.edu.



DELAWARE TECH



Restaurant, Meeting & Banquet Guide

largest privately-owned patent model collection, the ancestral home and gardens of the du Pont family, and a Visitor Center which houses a variety of exhibitions.

The Delaware Contemporary

**200 South Madison Street
Wilmington, DE 19801**

Phone: (302) 656-6466

www.thedcca.org

This fun and sophisticated atmosphere, coupled with our staff and caterers, promises a truly memorable experience. We will provide you with effortless planning, fabulous service and delicious food surrounded by artwork on the cutting edge. Between the Main Lobby and the Wings

Foundation Auditorium, we can accommodate 15 to 300 guests for a variety of events.

Winterthur Museum

**5105 Kennett Pike
Wilmington, DE 19735**

Phone: (302) 888-6103

www.winterthur.org

From off-site staff meetings to elegant galas for hundreds, our diverse array of venues includes a space perfect for all of your events. Each event is customized to meet your individual needs.

THEATERS

Delaware Children's Theatre

1014 Delaware Avenue

Wilmington, DE 19806

Phone: (302) 655-1014

www.DEchildrenstheatre.org

The Delaware Children's Theatre has been entertaining audiences of all ages for over forty seasons. We aim to enrich our children's cultural life, help young talent find its way to the stage, continue a tradition of affordable quality theatre, entertain families with exceptional experiences, and preserve our Historic Theatre House.

Delaware Theatre Company

200 Water Street

Wilmington, DE 19801

Phone: (302) 594-1104

www.delawaretheatre.org

The mission of Delaware Theatre Company is to create theatre of

the highest professional quality in Delaware and thereby enrich the vitality of the area through artistic programming, education and community service.

FLORISTS

Boyd's Flowers

2013 Pennsylvania Avenue

Wilmington, DE 19806

Phone: (302) 421-2900

www.boydsflowers.com

It is Boyd's mission to provide you with caring service, products of quality and value, so we will be partners at those times most important in your life. We offer the best variety of flowers in Wilmington, across the USA and worldwide.



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Flowers by Yukie

916 North Union Street

Wilmington, DE 19805

Phone: (302) 658-8292

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PHOTOGRAPHERS

Final Focus

301 A Street, P. O. Box 232

Wilmington, DE 19899

Phone: (302) 655-7718

www.finalfocus.com

For 25 years, Dick Dubroff of Final Focus Photography has been working as an independent professional photographer specializing in corporate and commercial photography, headshots for business professionals, promotional shots for actors and entertainers, family and children's portraiture, and special events such as weddings.

Kevin P. Tucker Photography

4407 Fielding Road

Wilmington, DE 19802

Phone: (302) 764-8040

www.kevinptucker.com

Kevin P. Tucker Photography provides traditional and digital photographic services.

EVENT SERVICES

Barry's Events

1700 Shallcross Avenue

Wilmington, DE 19806

Phone: (302) 690-5555

www.brandywinearts.com

The new Brandywine Festival of the Arts is under the management of Barry Schlecker. Keeping the original spirit of the art fair, Barry added live music, local food vendors, and children's activities.

Delaware Logos, LLC

1230 Parkway Avenue, Suite 100

West Trenton, NJ 08628

Phone: (800) 889-3878

www.delaware.interstatelogos.com/state

Since 1999, Delaware Logos has been responsible for the administration and operation of the Delaware Logo Sign Program for the State of Delaware and the Delaware Department of Transportation. We offer a complete "turn-key" approach where we are responsible for all marketing, administration, operational needs, and general oversight.

Digital Music Express (DMX)

4008 North Dupont Highway

New Castle, DE 19720

Phone: (302) 575-1800

Digital Music Express provides background and foreground music.

First State Corporate Services

1111B South Governors Avenue

Dover, DE 19904

Phone: (302) 658-9911

corp.delaware.gov/agents/a9268020.shtml

Short Order Production House

100 S. French Street

Wilmington, DE 19801

(302) 656-1638

www.shortorder.co

Short Order Production House is a full service video production house that helps agencies, companies, and organizations access the emotional power of the cinematic medium.

Greater Wilmington Convention & Visitors Bureau

100 W. 10th Street, Suite 20

Wilmington, DE 19801

Phone: (302) 295-2216

www.VisitWilmingtonDE.com

From stately mansions and museums to opulent gardens and historic hotels, GWCVB will help you find the perfect setting for your next event. They will save you time and money by doing the legwork for you, free of charge.

Light Action, Inc.

71 Industrial Boulevard

New Castle, DE 19720

Phone: (302) 328-7800

www.lightactioninc.com

Light Action, Inc. is a leading full service production company on the

east coast specializing in theatrical lighting, staging, audio/video and outdoor roofing systems.

Parcels, Inc.

230 N. Market Street

Wilmington, DE 19899

Phone: (302) 658-9911

www.parcelsinc.com

Parcels offers full service litigation support, high speed copying and scanning services, color reprographics, banner production, and specialty printing, including short runs. Services are available 24/7.

Signarama of Newark

995A S. Chapel Street

Newark, DE 19713

Phone: (302) 454-7446

www.SignaramaOfNewark.com

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Sussex Printing Corporation
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The Southern Printing & Publishing Company
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Cheswold, DE 19936
(302) 832-3475

Teleduction, Inc.
P.O. Box 7769
Wilmington, DE 19803

Phone: (302) 429-0303
www.teleduction.com
TELEDUCTION is an award-winning, Delaware-based company producing high-impact video programs and presentations for nonprofit and business applications. Committed to serving community through media, we have created nationally and internationally distributed documentary films, along with hundreds of award-winning video programs for local and regional clients.

Tupp Signs, Inc.
457 East New Churchmans Road
New Castle, DE 19702
Phone: (302) 322-1600
www.tuppsigns.com
Tupp Signs is a sign

manufacturing technology pioneer. Since 1928 we've been on the leading edge of business sign innovation in the Northeast. From the early days of Harry Tupp's hand-painted masterpieces, to the programmable electronic LED displays of today, Tupp Signs has led the way.

Unique Image
Mill Creek Shopping Center
4577 Kirkwood Highway
Wilmington, DE 19808
(302) 658-2266
www.uniqueimagnetshirts.com
We are a 40-year-old family business started by a Vietnam veteran. Specializing in Screen Printing, Embroidery, Signs, Promotional Items, Graphic Design & Vehicle Wraps. Anything you can put a LOGO on, we can produce!

CATERERS

Greenery Caterers
55 Pascall Road
Wilmington, DE 19803
Phone: (302) 652-1426
www.greenerycaterers.com
Craig and Patti Trostle's experience began in 1978 when they founded The Greenery Restaurant which quickly became one of Wilmington's most popular dining venues, known for using the freshest ingredients and creatively prepared entrees, while maintaining reasonable prices.

Le Chateau Gourmet
805 South Harrison Street
Wilmington, DE 19805
Phone: (302) 654-2585
Le Chateau Gourmet is a social catering company located in Wilmington, Delaware.

Pineapple Catering
560 Peoples Plaza, Suite 186
Newark, DE 19702
Phone: (302) 261-5600
Pineapplecatering.net
Pineapple Catering takes great pride in delighting your guests with their top quality food & catering services. Our mission is to continually be Delaware's best catering value, dedicated to providing quality, excellent pricing, and superior customer service.

Delcastle Technical High School – Binders Café
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Wilmington, DE 19804
(302) 995-8100
www.delcastleths.com


St. Georges Technical High School
555 Hyett's Corner Road
Middletown, DE 19709
(302) 449-3360
stgeorges.nccvt.k12.de.us/about

William Penn High School – Penn Bistro
713 East Basin Road
New Castle, DE 19720
(302) 323-2800 ext.5105
www.colonialschooldistrict.org/pennbistro

McKean High School – Highlander Café
301 McKennan's Church Road
Wilmington, DE 19808
Phone: (302) 992-5520
redclay.schoolwires.net/mckean

A LITTLE DIFFERENT

Bowlerama
3031 New Castle Ave
New Castle, DE 19720
Phone: (302) 654-0263
www.bowlerama.net



Delaware's Quaint Villages: Milford:

Known as the small town with a creative spirit, this quaint village was a former shipbuilding hub. Since then, Milford has transformed into a vibrant Delaware village packed with galleries, small-town value, unconventional imagination and artistic sentiment.

Don't miss out on these attractions in Milford:

- Milford Museum
- Milford Art Stroll
- Milford Walking Tour
- Abbott's Mill Nature Center

Hungry? Try one of these restaurants in Milford:

- Abbott's Grill
- Arena's Sports Bar
- Georgia House Restaurant
- Westside Restaurant

At Bowlerama, "Delaware's Premier Family Entertainment Center", we offer fun for everyone! We have 62 bowling lanes, all of which have the option of bumpers for our youngest of bowlers who will also enjoy our KidZone, a midway style redemption arcade. We offer daily specials, leagues, and much more.

Brandywine Zoo Delaware Zoological Society

1001 N. Park Drive
Wilmington, DE 19802
Phone: (302) 571-7788
www.brandywinezoo.org

The Brandywine Zoo is located in beautiful Brandywine Park in Wilmington, Delaware. The Zoo grounds cover 12 landscaped acres on high ground above the Brandywine River. The Zoo is open all year round.

Delaware 87ers, LLC

300 Martin Luther King Jr. Boulevard,
Suite 200
Wilmington, DE 19801
Phone: (302) 504-7587
Sevens.com

The Delaware 87ers, (the Sevens), are the direct affiliate of the Philadelphia 76ers. Seven's home games are played at the UD Bob Carpenter

Center. Games are packed with nonstop off court activities, so come out for a night of family entertainment!

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T.S. Smith & Sons is an 800 acre family-owned farm located in Bridgeville, Delaware, and is the oldest apple, peach, and nectarine operation in Delaware.

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Rehoboth Beach, Delaware

For more information, contact Cheryl Corn at ccorn@dscc.com



Chamber Chase benefits "The PAC," the Political Action Committee of the Delaware State Chamber of Commerce



Students from the State College for Colored Students pose in front of the Main College Building in the 1890s. That building has been preserved on campus as historic Loockerman Hall.

THE 125 YEARS of Persistence, Tenacity and Success of Delaware State University

BY CARLOS HOLMES

WHEN ONE LOOKS at the 125-year history of Delaware State University, it becomes clear that its ability to overcome challenges has translated into fulfilled aspirations for generations of graduates.

DSU's role as the only historically black institution of higher education (HBCU) in the state of Delaware was especially critical during the days of racial segregation. For most of the African-Americans who attended between 1891-1950, Del State was the only feasible option.

During its more than a century and a quarter of existence, Del State has developed into one of the top HBCUs in the country. This is especially remarkable in light of the struggles the institution has faced throughout its existence, most prominently during its first 60 years.

A product of the 1890 Morrill Act, the Delaware College for Colored Students was established in 1891. New legislation in 1893 changed its name to the State College for Colored Students (SCCS) to eliminate confusion with the existing Delaware College (later the University of Delaware) in Newark, Del. The initial 95¼- acres began with a main college building, a president's cottage and a trades building.

The Board of Trustees hired Wesley P. Webb, a former Delaware College agriculture professor, as the first president of the black college. Webb would be the only white president in the institution's history.

During the SCCS' formative years, the U.S. Supreme Court legal doctrine of "separate but equal" would fail with respect to financial support from the state. As a white institution, Delaware College had significant connections with state government, while the SCCS had far less, resulting in a far lesser amount of funding. Add the segregation attendant apathy toward the educational needs of blacks from 1890-1950, and it could be considered a miracle that Delaware's only historically black institution of higher education survived.

However, survive it did, as the SCCS endured through tenacity, persistence and the good use of the resources it had available.

President Webb (1891-1895) realized early on that the state's neglect in addressing black educational needs had left the SCCS with an intellectually deficient pool of Delaware black youths to recruit. However, President Webb met that challenge by establishing a preparatory school on the SCCS campus.

Its next president, William C. Jason (1895-1923), transformed barren land on campus into a productive farming operation, making it a valuable hands-on opportunity for agriculture majors and a source of food to feed the campus community.

During President Jason's tenure, efforts to expand the SCCS' building infrastructure were a struggle. From 1898 to 1918, the SCCS received \$229,600 in state funding, while just over \$1.1 million was appropriated to Delaware College. During that period, Delaware College increased its

academic programs, faculty positions and edifices, while growth at the SCCS was by comparison negligible.

Despite the disparity, the SCCS persevered. President Jason worked to raise private donations to build a chapel on campus around 1903 for religious services, classroom and meeting space, as well as to construct farm buildings and a men's dormitory, all through college resources and labor (including students).

The next president, Richard S. Grossley (1923-1942), received welcome help from philanthropist Pierre DuPont, who donated money to build a new president's residence and a practice school, as well as provide water, sewer and electric improvements.



DSU's current president Dr. Harry L. Williams

Although not comparable to levels afforded to Delaware College during the first quarter of the 20th century, the state funded the SCCS construction of a female dormitory, Delaware Hall (an administration/classroom building and a dining facility), and replaced a trades building destroyed by a storm. Between 1930 and the early 1950s, there would be no new construction at the SCCS.

The institution's enrollment growth was less than modest during its first 50 years. After opening for classes with only a few students on Feb. 2, 1892, the student population was 12 students during the winter of 1892 and grew to 22 the following year. During the Jason tenure, enrollment rose as high as 108 in 1914.

However, around 1915, an evaluation by the U.S. Bureau of Education found that the quality of education at some existing Historically Black Colleges and Universities (HBCUs) did not rise above the level of a secondary school education.

The SCCS was among such institutions, and it led to a halt in the awarding of four-year degrees. While its three-year normal school and preparatory schools continued to operate, the discontinuation of its four-year programs led to a decrease in enrollment to 62 students in 1917.

The SCCS rebounded in 1923 by establishing a two-year junior college. In 1932, it re-established four-year degree programs, resulting in an enrollment increase to 107 college students in 1933.

Under the presidency of Dr. Howard D. Gregg (1942-1949), the SCCS received its first accreditation as a four-year institution of higher education by the Middle States Association of Colleges and Secondary Schools. Two years later, the state legislature passed legislation to change the name of the institution to Delaware State College (DSC).

The end of World War II resulted in the enrollment of numerous GI Bill-bearing black veterans into the College. This led to a record enrollment of 387 in 1948, placing severe pressure on the institution's existing capacity.

Student discontent and allegations of mismanagement led to the dismissal of Dr. Gregg in 1949 and the appointment of Dr. Maurice

Guide to Higher Education



Then Governor Tom Carper (center) signs legislation that changed the name of DSC to Delaware State University in 1993. Standing with him, from left to right, the late State Sen. Herman Holloway, then-State Rep. Nancy Wagner, Vermell DeLauder and her husband, current DSU President William B. DeLauder.

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Thomasson, a sociology professor, as acting president. Soon thereafter, a visit by Middle States resulted in the revocation of DSC's accreditation and ushered the College into the most challenging decade of its history.

DSC's continued existence was in serious question, with some quarters of the state calling for its closure while others advocating its conversion to a junior college.

After the short-lived presidency of Dr. Oscar J. Chapman (1950-1951), the College hired Dr. Jerome H. Holland as the institution's sixth president (1953-1960). Under his leadership, DSC obtained record state funding for the construction of an administration building, men's dorm, multi-purpose gymnasium and faculty apartment-housing complex. More importantly, Dr. Holland made numerous administrative and academic improvements, which led to the reaffirmation of the DSC's four-year accreditation.

His tenure would signal a permanent change – from the 1950s onward, the state would play a more consistent and committed role in the growth of the DSC.

Dr. Holland resigned in 1960 to become the president of Hampton Institute and was succeeded by Dr. Luna I. Mishoe (1960-1987), who would preside over the greatest period of growth in the institution's history.

The enrollment was 386 in 1960; by 1986, the student population was 2,327. The increase was supported by the construction of 10 new buildings – three new residential halls and seven additional academic edifices – most notably a science building, a six-story library, a student center and the Education and Humanities Building/Theatre.

Under Dr. Mishoe's leadership, DSC established its first three master's degree programs – in Education, Business Administration and Social Work. The College's bachelor degree programs rose from 18 to 70, supported by an increase in the faculty size from 33 in 1960 to 128 in 1984.

Dr. William B. DeLauder (1987-2003) continued the College's upward trajectory. Against the backdrop of a continued enrollment growth to 3,367 in 2002, the 16-year DeLauder tenure included the addition of 11

master's degree programs and a corresponding increase in full-time graduate students, from 38 in 1987 to a record 107 in 1997.

The remarkable transformation of the campus continued during the DeLauder era, with more than \$100 million in new construction and improvements taking place. That included three new academic buildings, a residential hall, a student apartment complex, a four-story administration building, as well as a pedestrian mall.

In 1993, the institution was renamed Delaware State University (DSU) by the state General Assembly.

Under ninth president Dr. Allen L. Sessoms (2003-2008), the University's growth continued, with enrollment increasing to 3,756 in 2007, the construction of the Ag Annex Building and University Village Apartment Complex and adjacent dining facility, as well as the establishment of DSU's first two doctoral programs.

The DSU Athletics Program experienced its first Mid-Eastern Athletic Conference championships in men's and women's basketball, women's softball and football, resulting in post-season tournament bids – including the first-ever in-state gridiron showdown in 2007 between DSU and UD.

After Dr. Sessoms' resignation, DSU Board of Trustees Chairman Dr. Claibourne Smith provided stable leadership as acting president for 16 months. During his tenure, a new Wellness and Recreation Center and Martin Luther King Jr. Student Center were completed.

Dr. Harry L. Williams – who had previously served as provost and vice president of Academic Affairs – became DSU's 10th president in January 2010 and currently continues to lead the institution.

In Dr. Williams' first year, DSU worked with the Delaware General Assembly in the creation of state-funded Inspire Scholarships benefiting Delaware students. From 2010 to 2016, more than \$8.5 million in Inspire Scholarships was awarded to 1,499 students.

Also during Dr. Williams' first five years, the University achieved school-record enrollments, culminating in the fall of 2014 with 4,644 students.

The University's research portfolio has also continued to expand – particularly in the Optics and Neuroscience programs, which attracted more than \$25 million in grants and state major capital project funding during Dr. Williams' first three years. The University received \$10 million



Top: DSU President Harry L. Williams (r), presents an Accounting Degree diploma to a Ningbo University of Technology student at that institution's 2016 graduation ceremony in Ningbo, China. Bottom: These DSU students recently did volunteer work for The Food Bank of Delaware and the Kids Against Poverty organization as part of the University's annual Inspired Day of Service, in which more than 300 students fanned out across the state to do community service projects

from the state that led to the 2015 completion of a new Optical Science Center for Applied Research (OSCAR) facility.

In 2016, DSU completed a five-year Greater Than One: Campaign for Students that raised more than \$20 million, mostly for scholarships. Portions of the funds raised also went toward student programming, faculty support and University support.

The University's current advancements make the story of its initial 60 years of struggle seem like an abstract tale.

In 2016, DSU ranked 14th among 104 HBCUs (U.S. News and World

Guide to Higher Education



U.S. Sen. Tom Carper, DSU President Harry L. Williams, U.S. Sen. Chris Coons and Barclays US CEO Ames Sajed pose for a photo during the 2012 announcement of an internship partnership between Barclays and DSU.



A group of DSU Aviation students stand with one of the program's planes, all of whom went on to become professional pilots. The Aviation Programs has a 100% job placement rate.

Report). Its disciplines in Education, Nursing, Social Work, Hospitality/Tourism and Dietetics all have national accreditations. The College of Business is internationally accredited.

President Williams notes that today Del State is a thriving institution of higher education that is indebted to the hard times of its earlier years.

"Instead of looking at our history from a perspective of being behind the curve of college prosperity for many years, DSU's past should be viewed as institutional character development," Dr. Williams said. "During the years that state appropriations were far less than what was needed, the college had to be creative and tenacious about its very existence. The years of want and adversity were endured and overcome, and have led to a profound faith in our mission and legacy and a determination to never let it come to an end."

The University has launched an Individual Development Plan (IDP) initiative, which closely charts each student's progress and facilitates additional attention where needed. The Bill and Melinda Gates Foundation is supporting this work with \$1.2 million for the analytical assessment of the effectiveness of the program in yielding higher retention and graduation rates.

Because DSU has made STEM (Science, Technology, Engineering and Mathematics) and its related-research pursuits a prominent academic area, new generations of scientists are now emerging from the Del State campus. The University also has established an Early College High School that provides its students with a STEM-emphasis curriculum and an opportunity to earn up to 60 college credit hours before they receive their high school diploma.

With more than 21,000 graduates in its 125-year history, Del State's impact has been exponential. The University continues to expand its

higher education net through opportunities for adult learners via its expanded DSU@Wilmington location and its DSU@Georgetown location, while DSU Online also offers a selection of fully online graduate and undergraduate programs.

With a full-time workforce of 775, DSU continues to manifest strong economic impact within the county and state. The University encourages students to remain in Delaware after graduation to be a part of the state's workforce.

Under Dr. Williams' tenure, DSU has established public private-partnerships with Barclays Bank, DuPont, Delmarva Power, Bayhealth, Astra Zeneca, M&T Bank, Bank of America, WSFS, Toyota, and others. These partnerships are instrumental in helping the University work toward its goal of providing a corporate or nonprofit internship experience for every student. In addition, the DSU Foundation has received significant support from the Longwood Foundation, Welfare Foundation, Marmot Foundation, Good Samaritan Inc., Verizon Foundation, and others.

Del State began as a college for blacks, but now is a diverse state university. While it continues to be prominently African-American in its enrollment, the University has significant numbers of white, Hispanic and Asian students, making it one of the most diverse HBCUs in the U.S.

Today, Delaware State University stands high among HBCUs and within the land-grant community; Del State received the Land Grant University of the Year in 2013 and 2015. DSU has developed into a significant player in the higher education research arena and has become a coveted partner by institutions internationally. Colleges and universities near and far are watching and learning from DSU's student success and sustainability initiatives. ■



Del State experienced the greatest amount of growth under one presidential tenure during the 27 years DSC presidency of Dr. Luna I. Mishoe (1960-1987).

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THE CREDIT UNION DIFFERENCE

BY LORRAINE RANALLI

IMAGINE SETTING OUT TO DO something good in your community, and having the free service you provide become so valuable that demand increases more quickly than you anticipated. Rather than viewing this as a challenge, one financial institution (FI) recognized an opportunity.

Such was the situation that led to the formation of the Partners in Education Foundation, a non-profit 501(c)(3) committed to bolstering education, conceived by Franklin Mint Federal Credit Union (FMFCU). Like most member-owned cooperatives, FMFCU set out decades ago to provide financial education within the community it served. The Credit Union hired a certified educator who understood curriculum, could identify needs, and could coordinate lessons using subject matter experts from within the Credit Union. FMFCU management understood the value of the service and was pleased by how rapidly the demand for this

type of service increased. As the Credit Union tried to meet the demand, it became clear that the best method was to partner with organizations that shared its mission. So, FMFCU created a Foundation to carry out this philanthropic work and over time took on partners, thus morphing into Partners in Education.

At Alexis I. du Pont and nearly a dozen other high schools, the mission is promulgated through Student-Operated Financial Literacy Centers. FMFCU recruits and trains more than five dozen paid student interns to conduct financial transactions and other branch services in centers located within their schools. The students learn about money management while acquiring business acumen. Some even pursue careers in the financial industry.

FMFCU now employs about a dozen certified educators to carry out the mission of Partners in Education. While the Credit Union covers

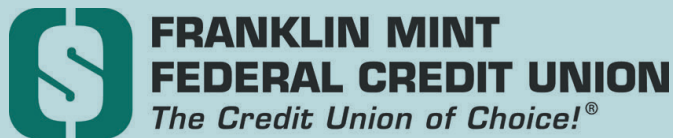
administrative costs, the Foundation raises funds to help defer the cost of books and material used in lessons, as well as transportation for school field trips to Bear Country Credit Union, Hi-Q, and the annual Partners in Education Celebration, a premier academic recognition event that awards more than \$50,000 in scholarships and prizes to students, teachers, and schools.

The prestigious awards ceremony is the talk of local academia. "It promotes healthy competition off the athletic field," said Rick Durante, Executive Director.

In just their second year of operation, A.I. du Pont students earned the title Financial Literacy Center of the Year because of their extraordinary efforts to educate themselves, their classmates, and school staff about money management. The crew was honored at the 2017 Partners in Education Celebration and their recognition plaque hangs prominently in the center, which is located on the school's main floor.

While too-big-to-fail FIs affix their logos to sports arenas in big cities, credit unions are in the schools, community centers, and libraries working one-on-one to help people become financially independent. This is the credit union difference, and it is most evident in April—Financial Literacy Month. This type of community outreach is one reason more and more young people are choosing credit unions over traditional FIs.

The credit union difference is also an example of servant leadership at work. Because credit unions serve their communities, the credit union movement is alive, well, and growing. ■



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Donald P. DiCarlo Jr.
M.A., J.D., LL.M. (Tax)
**National Director of
Business Advisory Services,
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Don helps business owners develop and implement customized business succession strategies. He is part of a seasoned team of professionals who exemplify Wilmington Trust's 114-year heritage of successfully advising business owners. Our goal is to help you create a plan for each stage of your business and your life, offering key insights at critical times of transition. **For access to knowledgeable professionals like Don and the rest of our team, contact Tony Lunger at 302-651-8800.**

Transitioning ownership of your business will undoubtedly be one of the most significant events of your life. And one you may not be prepared to even think about right now. However, with careful planning at each stage, you'll be ready for what's ahead – and confident that you'll preserve everything you've worked so hard to build.

Growing your business.

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Newsbites

Sam Calagione Named 2017 Outstanding Wine, Spirits, or Beer Professional at James Beard Awards – Off-centered Dogfish Head craft brewer honored by the Oscars of the culinary world

The prestigious James Beard Foundation Awards, often referred to as the Oscars of the culinary world, named Sam Calagione, CEO and founder of Dogfish Head Craft Brewery, the 2017 Outstanding Wine, Spirits, or Beer Professional award. Calagione has received seven consecutive nominations for this award and Dogfish's new restaurant, Chesapeake & Maine, was also nominated as a semi-finalist for 2017 Outstanding Bar Program. Nominees and guests gathered at an exclusive celebration dinner for the James Beard awards ceremony at the Lyric Opera of Chicago on May 1, 2017.

"It's a tremendous honor to receive this nod from our peers as we celebrate our 22nd year in business at Dogfish Head," says Calagione. "I celebrate this award with my wife and business partner, Mariah, and our 200-plus co-workers who work hard to make our off-centered brewery tick. We're also humbled and excited that James Beard recognized our innovative, culinary inspired bar

program as it combines our love for our two favorite maritime regions into one delicious restaurant concept."



Esterseals many programs serve seniors and their families. Pictured above (l-r) Esterseals staff member, Elvia Magana, Rita and her son Gabe.

Esterseals Celebrates Older Americans Month

When Gabe Archangelo's mother, Rita, fell at home, he knew it was time for her to move in with him, but he also knew it was important to keep her active. After considering all his options, he found that the adult day services at Esterseals were the absolute best fit for his family.

"I researched everywhere and no one compares to the services Esterseals provides," Gabe says. "The staff is phenomenal. They do an excellent job of keeping my mom stimulated and motivated."

Older Americans Month is an annual observance which offers an opportunity to learn about, support and recognize our nation's older citizens, like Rita. For Esterseals, offering options for seniors to age gracefully in their community is a year-round mission. Esterseals adult day care services are just one of the ways the nonprofit helps adults who have experienced a disabling condition and/or seniors to remain living more independently at home and staying involved in their community. Participants in the adult day program are encouraged to choose from a variety of activities such as arts and crafts, exercise, community trips, computer access and more while at Esterseals.

Richards Layton Corporate Litigators Named among Lawdragon's 500 Leading Lawyers in America

Richards, Layton & Finger directors Catherine G. Dearlove and Gregory P. Williams have been named in the 2017 edition of the Lawdragon 500

Leading Lawyers in America, marking the 10th consecutive year that Mr. Williams has been named to this elite list. Lawdragon, a respected provider of high-quality legal journalism, annually identifies the lawyers and judges who are "the best of the best" in the United States and beyond. In recognition of their exceptional skill and significant

accomplishments, Ms. Dearlove and Mr. Williams are among six lawyers and three judges in Delaware named on the 2017 Lawdragon 500 list.

Ms. Dearlove represents Delaware corporations, LLCs, limited partnerships, and their officers, directors, and managers in corporate and fiduciary litigation, including M&A litigation, derivative suits, and corporate control disputes. Mr. Williams, widely recognized as one of the leading corporate litigators in Delaware, is chair of Richards Layton's Corporate Department and a past president of the firm. He represents corporations, corporate directors and officers, and board committees, providing advice to his clients and representing them in courts in Delaware and across the country.

EDiS Company Announces Leadership Advancements - Senior Level Promotions at EDiS Company Brian

DiSabatino, CEO of EDiS Company, is pleased to announce the promotion of three members of the senior leadership team. Gerald T. Doherty has been promoted to president; Andrew DiSabatino III has been promoted to vice president; and Christian McCone has been promoted to operations manager.

Richards Layton Ranks First in Delaware M&A

Richards, Layton & Finger is ranked first in The Deal's quarterly Delaware M&A league table, which tallies M&A transactions valued at or above \$100 million for the first quarter of 2017. Handling more of these high-value deals than any other Delaware law firm, Richards Layton has held the top spot in The Deal's annual Delaware M&A rankings for 17 years running.

Richards Layton is well known for

providing authoritative legal advice to Delaware corporations and boards of directors on both ordinary and extraordinary transactions. The firm's attorneys have long been involved in drafting and amending Delaware's General Corporation Law, and they have the experience and knowledge to assist sophisticated clients with their most challenging corporate matters.

Ribbon Cutting Held for Bayhealth Specialty Physician Office in Lewes

Lewes is home to several Bayhealth specialists who care for patients at 1532 Savannah Road. The Lewes Chamber of Commerce celebrated the addition of the specialty physician practice with a ribbon cutting.

The location houses specialty physicians from Bayhealth Orthopaedic Surgery, Bayhealth Neurosurgery, Bayhealth Urology, Bayhealth Colon Rectal Surgery, and Bayhealth General Surgery.

"As a part of our mission to bring the nation's best healthcare to our communities, here at home, Bayhealth is pleased to offer expansive services in southern Delaware," said Ernie Lemoi, Bayhealth Medical Group administrator. "We want to make services available in the southern region that patients may not have access to currently."

AT&T Invests Nearly \$50 Million Over 3-Year Period to Enhance Local Networks in Delaware

At AT&T, we invested nearly \$50 million in our Delaware wireless and wired networks during 2014-2016. These investments drive a wide range of upgrades to reliability, coverage, speed and overall performance for residents and businesses. They also improve

critical services that support public safety and first responders.

In 2016, AT&T made 163 wireless network upgrades in Delaware.

"We're investing in our network to give businesses, residents and visitors to the First State a first rate mobile Internet experience," said Denis Dunn, president of AT&T Delaware. "Our investment in Delaware will also help pave the path to 5G mobile services in the years ahead. We'll continue to work with state leaders on policies that will further prepare for the 5G future."

The AT&T LTE network covers nearly 400 million people in North America.

The First Responder Network Authority (FirstNet) recently chose AT&T to build a nationwide public safety broadband network. The network will be dedicated to America's police, firefighters, EMS personnel and other first responders when they need it. Should Delaware opt-in to the FirstNet network, we will build upon our current and planned investments with a dedicated focus on the state's first responders.

15th Annual Summer Blood Challenge Kicks Off With A Real Hero

For over 50 years Al Whitney of the Cleveland, Ohio area has been helping to save lives. In 1965, Al donated his very first pint of blood and he's been active in blood banking ever since. Al just completed his 805th donation and shows no signs of stopping anytime soon.

Now, Al is coming back to Delaware to support Blood Bank of Delmarva's 15th Annual Summer Blood Challenge. By the time he arrives at the Blood Bank's headquarters and donor center in Newark, Al figures to be working on his 807th platelet donation. Al has donated platelets in all 50 states and accomplished that feat in less than 5 years. It was in the late 60's

when Al converted to platelet donations and has been making his presence known in blood centers across the United States ever since, as documented on his website: www.PlateletsAcrossAmerica.com

Blood Bank of Delmarva's Summer Blood Challenge (SBC) is a fun and easy way for corporations, companies, civic organizations and the community to help save lives here at home during the challenging summer months, when blood donation is typically lower than normal. In 2016, 236 organizations participated, resulting in over 26,000 blood donations. This year's SBC began in May, and runs through September 23rd.

Easterseals Celebrates Better Speech and Hearing Month

Hawthorne "Thor" Sutton was developing like other kids his age until he was 15 months old and started regressing. His mom, Maddie Carter, knew she needed to take action and quickly sought help. She found the answers she was seeking and the help Thor needed in Easterseals Early Intervention program.

May is Better Hearing and Speech Month. Although more than 5 million children in the United States have a speech, language and hearing disorder, parents are often unsure about what to do when they suspect their child may be affected.

Thanks to the support of Easterseals speech therapy to help Thor regain his words and continue to grow his vocabulary and occupational therapy to help with sensory differences Thor is keeping up with his friends and ready to go to preschool next year.

Easterseals team of Master's level American Speech-Language-Hearing Association certified speech language pathologists can provide the answers parents seek. If there is a concern about



EDiS Company Announces New Bank of America Greenville Financial Center

EDiS Company is pleased to announce the groundbreaking of their latest office building, the Bank of America Greenville Financial Center. Situated on the corner of Route 41 and Centerville Road, EDiS Company is operating as the design/build for their client, Centerville Road, LLC and their tenant, Bank of America. The facility contains 60,000 square feet of rentable space and Bank of America will occupy two thirds of the building.

This Class A office building will complement the Artisans' Bank building, also constructed by EDiS, that sits on the adjoining property. Both the Bank of America Greenville Financial Center and the Artisans' Bank headquarters facility were designed by Buck Simpers of BSA+A Architects. According to EDiS Company CEO Brian DiSabatino, "This is undoubtedly the best corner in the county and we are excited that it is now a financial services hub for the Greenville, Hockessin, and Chester County corridor."

a child's speech, Easterseals should be contacted for a full evaluation. Easterseals licensed Speech-Language Pathologists are available to provide services to children of all ages in our locations in Delaware and Maryland's Eastern Shore.

Delaware Humane Association Rehoboth Store Front Adoption Center

Delaware Humane Association to expand programs and services to Sussex County Delaware Humane Association (DHA) is pleased to announce plans to open a storefront adoption center in the

Lewes/Rehoboth Beach area in June 2017. The new center, located in the Midway Plaza at 18675 Coastal Highway, will be a place where individuals and families can adopt a cat or dog. Animals will be readied for adoption (veterinary exam, age-appropriate vaccinations, spayed/neutered) at its Wilmington animal care center and transported to the new center on a regular basis. Additional programs and services will be available, such as low-cost vaccination clinics, retail items, dog license sales, pet supply resale shop, pet food pantry for those in need and birthday parties for kids. In time, DHA may offer dog obedience training classes and dog day care.

Jewish Federation of Delaware Receives Two Awards of Distinction in 23rd Annual Communicator Awards

The Jewish Federation of Delaware has received two awards recognizing creativity and marketing excellence in the 23rd Annual Communicator Awards (CommunicatorAwards.com), the leading international awards program recognizing big ideas in marketing and communications. Founded two decades ago, The Communicator Awards receives over 6,000 entries from companies and agencies of all sizes, making it one of the largest award competitions of its kind in the world.

Federation received an Award of Distinction in the Annual Report Category for its "2015-2016 Report to the Community – Strengthening Community TOGETHER" and an Award of Distinction in the Outdoor Category for its "We Are Stronger TOGETHER" PSA Campaign.

"It is an honor to be recognized for creative excellence among such great competition," stated Seth J. Katzen, Chief Executive Officer of the Jewish Federation of Delaware. "Receiving a Communicator Award is especially meaningful as we are a nonprofit organization who is often competing against much larger companies and organizations with greater resources."

Urban's Robert B. Snowden, PE, Inducted to ASHE First State's Highway Hall of Fame

Urban Engineers is pleased to announce that Robert B. Snowden, PE, has been inducted into the American Society of Highway Engineers First State Section's (ASHE First State) Highway Hall of Fame. Mr. Snowden, who serves as a senior project manager at Urban, was honored at the ASHE First State 2017 Awards Dinner held at the Cavaliers Country Club

in Newark, Delaware. Governor John C. Carney signed a proclamation naming all of this year's inductees.

"I am honored and humbled to be included among the truly inspiring leaders in the highway industry in Delaware," said Mr. Snowden. "I also congratulate this my co-inductees this year, and am proud to be able to continue to serve ASHE First State as its regional director and help its ongoing support of the industry."

Habitat for Humanity of New Castle County celebrates changing the lives of hundreds of families in New Castle County with Brian Dawkins at 30th Anniversary Breakfast

Habitat for Humanity of New Castle County (HFHNCC), along with community members, corporations, churches, and other's invested in HFHNCC's vision, to create a world where everyone has a decent place to live, gathered to celebrate 30 years of impacting the lives of over 500 parents and their children on May 18, 2017 at the Chase Center on the Riverfront. Tim Furlong of NBC 10 hosted the event, and Brian Dawkins, former Philadelphia Eagles Safety, was the guest speaker.

Since our inception in 1986, HFHNCC has partnered with over 300 low-income families throughout New Castle County to ensure they have a safe, decent, and affordable place to live. Whether through new-home construction, renovation, or A Brush With Kindness, we've impacted the lives of over 500 parents and their children. By partnering with families that earn between 30% and 60% of the area median income (\$24,090 - \$48,180 for a family of 4), HFHNCC maintains the lowest income criteria of any nonprofit affordable housing in the state's largest

county. HFHNCC specifically recruits families with the greatest housing challenges, including being cost-burdened, or living in overcrowded or substandard living conditions.

"We are proud to celebrate 30 years of partnering with new homeowner families, dedicated volunteers, and generous donors from all walks of life," said Kevin Smith, Chief Executive Officer of HFHNCC. "Thanks to all of their collective efforts, we have been able to help homeowner children improve their education, create safer neighborhoods, and empower families and communities to become the persons and places that God intends."

Kerbey Gallo Named Nanticoke's May Nurse of the Month

Nanticoke Health Services is pleased to announce that Kerbey Gallo, RN, has been named Nurse of the Month for May 2017.

Kerbey began her career at Nanticoke Memorial Hospital in 2014 as a tech in the Emergency Department (ED). She quickly made positive impressions with her compassionate care and ability to adapt to the fast and ever-changing environment in the ED. Eight months later, she earned her LPN license and received a promotion. She completed her RN degree soon thereafter, and is now working toward becoming a Certified Emergency Nurse (CEN). The charge nurses and staff describe her as a team player, a caring and compassionate person, and a "real keeper."

Beebe Healthcare Congratulates the 2017 Nursing Excellence Awards Recipients

Beebe Healthcare is proud to announce the 2017 recipients of Nursing Excellence Awards. Beebe's Nurses Celebrating Nurses Committee hosted the awards ceremony on Tuesday, May

9, at Sussex Pines Country Club in Georgetown.

Nurses are the lifeblood of a healthcare system in that they have the unique opportunity to touch patients at every level of care.

More than 40 nurses at Beebe were nominated for awards in six categories. Each application went through a blind scoring process with the final recipient being chosen based on the scoring.

Taryn Zimmerman, RN, CCRN, a member of the ENIT and Intensive Care units, is the recipient of the Bonnie Austin Nursing Leadership Award; Nicole Santarelli, RN, a member of the WTA-BHEI (Clinical Education) teams, is the recipient of the Constance Bushey Nursing Scholarship Award; Lucy Ositko, RN, OCN, of the Tunnell Cancer Center/Oncology Services team, is the recipient of the Eleanor Cordrey Nursing Excellence Award; Elizabeth Wilson, BNS, MSN, FNP, of the Tunnell Cancer Center/Oncology Services team, is the recipient of the Holly Rader Advanced Practice Nursing Excellence Award; Kim Blanch, RN, of the Population Health team, is the recipient of the Professional Mentor Nursing Excellence Award; Rebecca Tappan, RN, of the Women's and Children's Services team, is the recipient of the Graduate Nurse Excellence Award.

AAA Mid-Atlantic and The Mid-Atlantic Foundation for Safety and Education Honor Outstanding School Safety Patrol Members – Including Delaware's First Lifesaver of the Year

AAA Mid-Atlantic and The Mid-Atlantic Foundation for Safety and Education honored eight students, five from



From left to right. Debra King, EVP and Chief Human Resources Officer, AAA Mid-Atlantic; Moesha Bowers; Courtney Tarbutton; Giordano Quinones; Maria Cecilio; and Kim Ziolkowski, Senior Managing Director, Learning, Planning and Communications, AAA Mid-Atlantic.

AAA Awards Scholarships to William Penn HS Seniors

AAA Mid-Atlantic awarded scholarships to five students from William Penn High School following a mentoring program where AAA associates worked with students every month for four years.

The AAA Paving The Road to Student Success Mentoring Program matched 30 AAA Associates with 30 students at William Penn High School to help mentor the students for college and career readiness.

"Our monthly sessions focus on such things as resume writing, interview skills, and community involvement," said Beth DiGennaro, Marketing Account Manager for AAA Mid-Atlantic and mentor. "We also brought the students to AAA for career exposure and brought in guest speakers to share their experiences and insights."

This week, AAA Mid-Atlantic presented \$1,000 scholarships to William Penn seniors Courtney Tarbutton, Moesha Bowers, Giordano Quinones, Maria Cecilio, and Shemar Russell. In addition, AAA will be giving each student participating in the program a \$50 VISA gift card.

Delaware, two from Chester County, Pennsylvania, and one from Maryland, as Outstanding AAA School Safety Patrol Members for the 2016-2017 school year.

The students were honored at an event held Thursday afternoon in Christiana, emceed by Ukee Washington, anchor at CBS 3 in Philadelphia. Family

members, Safety Patrol advisors and school administrators were also invited to join the celebration. Each student received a Visa Gift Card and a plaque in recognition of their accomplishments.

One student, Kylie Moorman of Milford, Delaware, is also the first student to be recognized as a Lifesaver of the

Year from Delaware. The Lifesaver Award was founded in 1949 by AAA to recognize an act of heroism by a School Safety Patrol who is instrumental in saving the life of a fellow student. Over 400 students in the US have received this award and 74 are from our Mid-Atlantic region. Kylie is receiving the award for saving another student's life by performing the Heimlich Maneuver to dislodge a mint.

Dr. Terry Horton of Christiana Care Testifies before U.S. Senate on Opioid Epidemic

The chief of Addiction Medicine at Christiana Care Health System testified Thursday, May 25, before the U.S. Senate Committee on Homeland Security and Governmental Affairs on Capitol Hill about the scourge of opioid addiction.

Speaking at a hearing on the nation's synthetic opioid epidemic, Terry Horton, M.D., FACP, FASAM – one of the foremost experts on addiction medicine – warned members of Congress that the opioid epidemic “is critical, urgent, and getting worse.”

Dr. Horton also noted, however, that that when clinicians “provide the right treatment we can reduce drug overdose deaths.”

“When we can lengthen a patient's time in treatment, we know we will get better outcomes,” Dr. Horton said. “When we combine medication-assisted treatment and therapy, we can win this battle that is being fought by nearly every family in our country.”

Most prescription pain relief medications exist as synthesized versions of natural opiate drugs, such as opium, morphine and heroin. These drugs are powerful painkillers and have become some of the most commonly abused in the nation, with an estimated 2.1 million Americans suffering from

substance use disorders related to prescription opioid pain relievers, according to the U.S. National Institute on Drug Abuse.

Long & Foster's RT Christopher Wins the Mel Stout Ethics Award

Long & Foster Real Estate is proud to announce that RT Christopher, managing broker of the Greenville Sales office, has received the Mel Stout Ethics Award from the New Castle County Board of Realtors (NCCBOR).

The Mel Stout Ethics Award is given in memory of longtime friend of NCCBOR, Mel Stout. For 25 years, Stout taught the organization's code of ethics class and was well known for practicing what he preached, keeping his promises and always doing the right thing. The award recognizes agents who are members of NCCBOR for upholding the same high level of ethical and moral standards that Stout lived his life by. In addition to being presented with the award at the NCCBOR's annual awards event, a donation will be made in Christopher's honor to the Delaware Housing Opportunity Fund.

“I am honored and humbled to have been chosen to receive this award,” Christopher said. “I love the work I do helping people find their homes and agents build their careers, and I'm a firm believer that it should be done with utmost integrity. Working with Long & Foster makes that easy to do, as it's a value the company places high value on.”

Corporation Service Company® Announces Major Rebrand Under the Name CSC

We are excited and proud to unveil to you the updated CSC brand, complete

with a new visual identity and logo, which is an integral piece of our company's ongoing evolution.

Effective immediately, we will be known as CSC. Corporation Service Company will remain our legal trade name, while CSC will be how we brand ourselves in the marketplace. Visit cscglobal.com to explore our newly designed website.

We have refreshed our logo and visual identity not only to reflect who we are today, but also to symbolize our dynamic future. However, this decision was not taken lightly. After all, we are proud of our past. That's why our new logo retains core elements like our acronym, “CSC,” but also introduces the recognizable infinity symbol which represents the interconnected, ongoing relationship we have with our clients. Lastly, our new tagline, “We are the business behind business” is emblematic of our commitment to take care of our clients, our employees, and deliver better ways of doing business.



38 Richards Layton Attorneys Recognized in Chambers USA

Thirty-eight Richards, Layton & Finger attorneys have been named leaders in their field by Chambers USA, one of the world's most respected legal directories. Richards Layton has more attorneys listed in Chambers and more ranked in Band 1 than any other Delaware firm. In addition to the firm's attorney rankings, Chambers has recognized six of the firm's practice areas for excellence, with Richards Layton's Bankruptcy/Restructuring, Chancery, Corporate/M&A & Alternative Entities, and Real Estate practices all receiving the guide's highest

Band 1 ranking. Chambers reports that clients consider Richards Layton “a spectacular firm” that is “top of the market in Delaware.”

“We are proud of our long track record of delivering exceptional service and the best possible results for our clients,” said Gregory Varallo, president of Richards Layton, “and we’re honored that Chambers consistently recognizes the skill and achievements of our outstanding attorneys.”

Wohlsen CEO Awarded Lancaster Chamber’s 2017 Exemplar Award

Gary Langmuir, President & CEO of Wohlsen Construction, received the 2017 Exemplar Award at Lancaster Chamber of Commerce and Industry’s 145th Annual Dinner on Wednesday, May 17th.

This award recognizes a local business or individual who best exemplifies the Chamber’s mission, has made significant contributions to the business community, and helped improve Lancaster County’s quality of life.

Mr. Langmuir is an active member of the Order of Malta, and volunteers at Catholic Workers House and St. Anne’s Retirement Community. Additionally, he teamed with other residents of Lancaster to help the Arch Street Center relocate to their new home.

Mr. Langmuir serves on various boards in Lancaster and the surrounding area, including the PA Chamber of Business and Industry, of which he is the immediate past-chair; Lancaster Country Day School; Messiah College; CMS Financial Services Company, of which he is the past chair; and the Pennsylvania Council of General Contractors.

As the leader of Wohlsen Construction, Mr. Langmuir encourages the Wohlsen teammates to follow his example. “Community involvement is something

I believe in personally. As a result, it’s something that’s highly encouraged at Wohlsen. Our ability to be successful comes from the strength of our community, so it’s important to give back to the community.”

Delaware Safety Council visits Delaware Design Lab High School

Continuing the Council’s commitment to educating the public on roadway safety through community outreach, the Delaware Safety Council recently traveled to the newly created Delaware Design School in Newark, Delaware. As part of the Council’s ongoing Distracted Driving Campaign, topics included the dangers of distracted driving and the importance of recognizing hazardous driving conditions.

Highly decorated, retired Delaware State Police officer, safety consultant, and current Delaware Safety Council instructor Willie E. Smith, spoke to an audience of approximately 300 students.

The goal of the Council’s Distracted Driving campaign is to reduce the number of accidents on Delaware roadways by increasing public awareness of dangerous driving habits. The Safety Council has met with various schools, government agencies, and businesses throughout Delaware to discuss the dangers of distracted driving. Those interested in having the Council visit their site should call 302-276-0660 and ask to speak with the Program Manager Lindsey Root.

Easterseals Celebrates Volunteers – Both Two and Four-Legged

Bill Sudell may be the ‘official’ volunteer when he signs in for duty at the Easterseals in New Castle but it’s his dog, Skipper, who is the star of the show. For the last six years Bill Sudell and

Skipper, an eight-year-old Schnoodle, have brightened the days of the people who attend Easterseals day services.

“Skipper is the star! I just hold the leash. It is fun to see how excited people get to see Skipper,” Sudell said. “My favorite part about volunteering with Easterseals is the friends I have made with the participants and staff. The staff are very nice, friendly and appreciative!”

Bill chooses to volunteer through PAWS for People because he enjoys the interaction with people and is a huge dog lover. He says that if he were ever in a position where he could not own a dog he would like to visit with them and realizes how much it means to the people at Easterseals.

Jewish Federation of Delaware Receives 2017 MUSE Creative Award

The Jewish Federation of Delaware has won a Rose Gold recognition in the 2017 MUSE Creative Awards for its monthly publication, the Jewish VOICE.

The Muse Creative Awards is an international annual competition for creative professionals who inspire through concept, writing or design, whether through traditional or electronic media.

With over 1,500 submissions from 35 countries worldwide, winners were selected from a field of entries representing many well-known international brands. Being reviewed and recognized against such high quality entries is truly a great honor.

The Buccini/Pollin Group Announces the Acquisition of Peoples Center in Pittsburgh

Wilmington and Washington D.C.-based developer The Buccini/Pollin Group, Inc. (BPG), is thrilled to

announce the acquisition of its first building in Pittsburgh, Pennsylvania, Peoples Center. The acquisition is a major milestone for BPG as it not only marks the expansion of its portfolio into Pittsburgh, but the building is well-known to residents and tourists alike.

The property includes 272,019 sq. ft. of office space and 31,025 sq. ft. of retail. The striking building features brick walkways, fountains, a covered courtyard and boardwalk access. Sitting on the North Shore of the Allegheny River, Peoples Center is within walking distance of Heinz Field (Steelers) and PNC Park (Pirates), which together boast more than 3.6 million annual visitors.

Back to Basics Expands Personalized Professional Development Programs for Delaware Educators and Administrators

Back to Basics Learning Dynamics has recently expanded its Professional Development Programs for educators, staff and administrators in Delaware. Each of the programs is custom-designed to meet the unique, stated needs of each school.

"Teachers and administrators know that in order to maximize effectiveness in the classroom, individualized professional development is vital," explains Back to Basics Director

Beverly Stewart, M.Ed. "Our programs help education professionals stay abreast of the latest developments in methodology, curriculum, and social/emotional wellness."

Back to Basics' programs not only fulfill Delaware state requirements for professional development clock hours, they go far beyond standard, pre-packaged lecture-style classes. Instead, educators, staff and administrators have a hand in creating just the right program for their school.

Coalition Recognizes Shining Lights Fighting Breast Cancer in Delaware - Honorees Recognized June 2 in Wilmington

The 2017 Shining Light Awards took place at the Chase Center on the Wilmington Riverfront on Friday, June 2, 2017, from 8:00 to 10:00 a.m. Awards were presented to individuals and companies in the following categories: Vicky Cooke for the Inaugural "Victoria Cooke Leadership Award"; Deloris Donnelly for "Spotlight on Survivorship"; Dennis Hallock, Capital School District for "Spotlight on Philanthropy"; Mid-Delaware Imaging Accepted by Dr. Mahendra Parikh, for "Spotlight on Healthcare Delivery and Research"; and Highmark Delaware Accepted by Tim Constantine, Executive Vice President of Commercial Markets for "Spotlight on Business."

The Shining Light Awards began in 2014 as a way for the Delaware Breast Cancer Coalition to honor individuals and organizations who have made a difference in the local battle against breast cancer. The public was invited to nominate those most deserving of the Shining Light Awards for recognition. A panel of judges,

The Delaware State Chamber of Commerce is pleased to welcome William H. Hastings, Jr., and Matt Volk to their team

William, nicknamed Biff, will serve as the Chamber's Controller. Biff's career includes extensive experience in the nonprofit world as a Senior Controller as well as many years as a consultant to small businesses, nonprofits and investment banks, advising them on accounting systems, processes and procedures. He is a graduate of Trinity College with a Bachelor's in English, and the Columbia University Graduate School of Business with an MBA concentrating in Finance and Accounting. He served in the Army attaining the rank of 1st Lieutenant. He is the proud father of four sons and has three grandchildren.

Matt, who will be your contact for digital advertising with the Chamber, has over 20 years of sales, marketing, and advertising experience. He is certified in solution-based sales, value-based sales, and SPIN sales. Matt has more than ten years of experience working with Chambers of Commerce. As a successful sales executive and leader, he has grown business through new account acquisitions and exceeding sales quotas in the Chamber of Commerce vertical as Weblink International's Top Advertising Sales Person of the Year in 2011, 2012 and 2013. Matt is also an entrepreneur who co-founded Noah's World LLC, which manufactures and sells beds uniquely designed for children with special needs.

Please join us in welcoming Biff and Matt to the Chamber.



William H. Hastings, Jr.
302-576-6567
whastings@
dsc.com



Matt Volk
302-576-6571
mvolk@dsc.com

chaired by DBCC Board Member Tynetta Brown, and including Sharon Baker, Pete Booker, Laura Ferguson, Vernita Dorsey, Patti Key, CPA, Meghan Mahoney Hudson, Carol Arnott Robbins, CFP, CDFA, John Shevock, Nicolle Surratte and Howell Wallace joined together to select the five most deserving candidates for the awards.

Beebe Healthcare Ranks Among Best in the Nation for Maternity Care

Beebe Healthcare and the state of Delaware rank among the best in the nation when it comes to providing quality maternity care, according to the Maternity Practices in Infant Nutrition and Care (mPINC) survey completed by the Centers for Disease Control and Prevention (CDC).

Beebe Healthcare is proud to deliver nearly 1,000 babies each year. Each “Beebe baby” and his or her mother is treated to advanced maternity practices, including delayed cord clamping, delayed first bath, rooming-in for mother and infant, and practices that support a successful start to breastfeeding.

Beebe Healthcare is the first organization in Delaware to earn the international Baby-Friendly Hospital designation, launched as part of the Baby-Friendly Hospital Initiative (BFHI) in 1991 by the World Health Organization and the United Nations Children’s Fund (UNICEF). Beebe received the designation for its commitment to breastfeeding and evidence-based practices.

Easterseals/CAI Volleyball Challenge Raises Over \$309,000

Easterseals recognizes the following top fundraising teams and individuals in the Easterseals/CAI Volleyball

Challenge who helped raise over \$309,000 for people with disabilities and their families. A special thanks to the 2017 Ambassador, Journey Parson, and her family who were among the top fundraising individuals for this year’s event.

“The critically needed dollars raised in the Volleyball Challenge mean so much to the families served by Easterseals, like our Volleyball Ambassador family, the Parsons. Once again, the Challenge was a success for people with disabilities, raising over \$309,000. Easterseals exceptional services and programs play a crucial role in increasing the independence of thousands of individuals with disabilities of all ages and abilities,” Julie Master Grilliot, Chair of the Easterseals/CAI Volleyball Challenge, said. “Thank you to everyone for helping us support the needs of people with disabilities and their families in our area. Together we really make a difference!”

Spurgin joins Artisans’ Bank in Residential Lending

Artisans’ Bank is pleased to announce that Randale M. Spurgin has joined Artisans’ Bank as Vice President of Residential Lending. Mr. Spurgin has 25 years of experience specialized in lending, originating, collecting, and managing traditional consumer banking products. Adding to his knowledge in the retail lending field, his professional experience includes training in processing, automotive financing and business development. Mr. Spurgin has worked as a mortgage originator with PNC Mortgage, Wells Fargo Bank and Roma Bank.

Mr. Spurgin has a significant level of banking experience and accomplishments in the area of sales and relationship management which will

be beneficial to serve our customers in Sussex County, DE. He is located in our Rehoboth Beach Office.

Carvertise Hires 10th Employee and Kicks off 2nd BWW Campaign

Carvertise recently hired a top-gun from SevOne, Brandon Mahoney, to fill our newly created position of Director of National Partnerships. Brandon’s background in building relationships and running sales teams is perfectly suited for this new role he has taken on with our team. We welcome Brandon aboard!

With the success in increased brand awareness through our first marketing push, we have partnered again with Buffalo Wild Wings in supporting their Delaware and Maryland marketing efforts. This five month, six car campaign will feature two different designs that the drivers get to choose from!

Heather Walker Named Nanticoke’s April Nurse of the Month

Nanticoke Health Services is pleased to announce that Heather Walker, RN, has been named Nurse of the Month for April 2017.

Heather began her career at Nanticoke Memorial Hospital in 2009 as a staff nurse in the Intensive Care Unit (ICU). Throughout her career at Nanticoke she has worked on PCU, CDU, PSSU, and as a Care Coordinator for the Nanticoke Physician Network. She excelled in this position, making tremendous improvement in the local high risk population. Heather now utilizes her diverse nursing background and strong leadership abilities as a Quality Improvement Specialist in Nanticoke’s Quality Department.

CALENDAR OF **Events** 2017

July

18

Meet the New Members

8:30 a.m. to 10:30 a.m.
 Delaware State Chamber of Commerce
 1st Floor Board Room
 1201 N. Orange Street, Wilmington, DE 19801



August

16

Networking Breakfast

7:30 a.m. to 9:00 a.m.
 Reybold's Meridian
 Crossing Clubhouse
 1 Kennedy Circle
 Bear, DE 19701

August

24

DYPN Happy Hour

5:30 to 7:30 p.m.
 Romano's Macaroni Grill
 4157 Concord Pike
 Wilmington, DE 19803



September

6

Evening Mixer

5:30 to 7:00 p.m.
 Lefty's Alley & Eats
 36450 Plaza Drive, Lewes, DE 19958

September

7

24th Annual Chamber Chase

10:30 a.m. to 7:00 p.m.
 Kings Creek Country Club
 1 Kings Creek Circle, Rehoboth Beach, DE 19971

September

20

Delaware Networking Station

5:00 p.m. to 8:00 p.m.
 Chase Center on the Riverfront
 815 Justison Street, Wilmington, DE 19801



CHAMBER Committees

State Chamber members play a visible, active role in the business community by serving on committees. If you would like to get involved, contact the committee's Chamber representative or register online at www.dscc.com.

Delaware Young Professionals Network

The DYPN hosted its annual golf outing at Deerfield on May 19. Our young professionals were grouped with seasoned professionals from various industries on the green, then ended the evening networking over food and drinks at the pub. On June 6, you could find members of the committee volunteering at Special Olympics Delaware's 47th Annual Summer Games, hosted by DuPont. Over two days, athletes and unified partners competed in six sports - bocce, powerlifting, softball, swimming, tennis and track & field. The DYPN assisted with the aquatics and track and field competitions.

Contact Kelly Wetzel at (302) 576-6564 or kwetzel@dscc.com.



facebook.com/DSCCDYPN

Economic Development Committee

This committee promotes policies and regulations that facilitate the expansion of existing companies and advocates for practices that expand the tax base and create higher-income employment opportunities. **Contact Mark DiMaio at (302) 576-6575 or mdimaio@dscc.com.**

Tax Committee

The Tax Committee continues to review legislation and other proposals regarding revenue generation in Delaware to help ensure Delaware remains a competitive place to do business. With the recent release of May's DEFAC forecast and the unveiling of Governor Carney's proposed budget, the committee will be reviewing these items.

Employer Advocacy and Education Committee

The Employer Advocacy Committee continues to focus on employment law legislation introduced in the General Assembly. As legislation is introduced, the committee acts as a clearing house for informed comment on the potential impact it will have on the business community. Recently the Committee reviewed bills related to legalizing recreation marijuana, the pending Homeless Bill of Rights, and a constitutional amendment providing equal protection.

Environmental Committee

Working closely with the Department of Natural Resources and Environmental Control (DNREC), members are involved in the review and shaping of environmental legislation and regulation. *Chair: Bob Whetzel, Richards, Layton & Finger; Co-chair Stu Widom, Calpine Corporation.*

Health Care Committee

The Health Care Committee has started planning for a follow-up seminar regarding opioids in the workplace. The first event, last September, focused on the medical side of addiction, as well as available treatment options for employers. This year's focus will be on the legal and HR issues surrounding addiction in the workplace. The event will be a partnership between the Employer Advocacy Committee and the Health Care Committee, and will be held in September.

Joint Military Affairs Committee

The Military Affairs Committee aims to build efforts to support the hiring of military veterans, and to support the local branches of the military on other relevant issues. Its goals include building business relationships to support the military community, and to create jobs for reserve components and veterans. The committee meets quarterly. *Chair: Gary Stockbridge, Delmarva Power.*

Transportation and Infrastructure Committee

The Transportation and Infrastructure Committee reviewed SB20, a constitutional amendment to change how the Transportation Trust Fund is impacted by DELDOT operation expenses, creating a lockbox to ensure Trust Fund dollars are spend on infrastructure projects. They also are planning a fall/winter event related to the Clean Water Taskforce recommendations on providing funding for clean water in Delaware, and the infrastructure to provide it. *Chair: Roger Roy, Roy & Associates.*

Contact James DeChene at (302) 576-6560 or jdechene@dscc.com.

The mission of the Delaware State Chamber of Commerce is to promote an economic climate that strengthens the competitiveness of Delaware businesses and benefits citizens of the state. The Chamber will provide services members want; it will serve and be recognized as the primary resource on matters affecting companies of all sizes; and it will be the leading advocate for business with government in Delaware.

Delaware State Chamber of Commerce

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list of discounts online, visit www.dscc.com and click on Member2Member Discounts.

Notary Service

Did you know that Notary Public services are free for Chamber members? Call (302) 655-7221 to make an appointment to stop in for a notary seal on your documents.

Certificate of Origin Documents

Certificate of Origin documents are \$20 for Chamber members (\$100 for non-members). Call (302) 655-7221 for more information.

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Contact Mike Reath at mreath@dbcmedia.com or call (302) 478-2700 for more information.



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UD Online MBA Scholarship

Through an Affiliate Partnership with the Lerner College of Business & Economics, Chamber members will receive a 10% discount off of their tuition for the University of Delaware Online MBA Degree Program.

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Prescription Drug Discount Card

The Delaware Drug Card will provide savings of up to 75% on prescription drugs at more than 50,000 pharmacy locations across the country. The Delaware Drug Card has no restrictions to membership, income or age, and you are not required to fill out an application. This program helps all residents of Delaware afford their prescription medications.

Member-to-Member Discount Directory

State Chamber members offer substantial savings on products and services to fellow members. To see the full

Dental and Vision Plan

Dominion Dental Services provides dental and vision benefits on a group and individual basis with competitive, member-exclusive rates. Dental care coverage for most diagnostic and preventive services is 100% with up to 80%

coverage for restorative care including fillings, root canals, crown and bridge work, periodontal treatment, oral surgery and more. Go to www.dscc.com/chamber/dental_plan.aspx or call (888) 518-5338 for more information. No application fee for DSCC members.



Constant Contact Email Marketing Service

State Chamber members are eligible to receive discounts on their Constant Contact account subscriptions. Members can save 20% if they prepay for 6 months and 25% if they prepay for 12 months. That is a 10% deeper discount than what is available to other customers. To sign up, visit the Constant Contact link on the State Chamber's members-only page or call (866) 876-8464 to activate your member discount.

Continuing Education Certificate Discounts

The University of Delaware offers a 10% discount to State Chamber members when they choose to sign up for continuing education certificate programs.

LegalShield

All Delaware State Chamber members and member companies now have the opportunity to access affordable legal services. LegalShield is one of the nation's leading providers of legal safeguards for individuals, families, small businesses and employee groups.

Member companies can join the more than 37,000 companies currently offering LegalShield's personal legal plans as a voluntary benefit to their employees. Through LegalShield's personal legal plans, employees gain access to unlimited personal legal advice from LegalShield provider attorneys on topics such as mortgages, wills, contracts, and more. Employees also have the option to enroll in LegalShield's identity theft plans for the added benefits of identity monitoring



and identity restoration services. LegalShield's personal legal plans also effectively reduce employee stress and absenteeism while driving increased productivity.

The Small Business Plan provides member companies with legal advice and counsel on any business legal issue, contract and document review, debt collection, trial defense and more. In eliminating cost barriers associated with obtaining legal counsel, LegalShield's Small Business Plan ensures members have access to the legal support they need to grow and protect their businesses. Currently, LegalShield services 140,000 businesses.

LegalShield now offers Launch – a superior program that helps people start and protect new business entities, such as DBAs, LLCs and corporations. LegalShield helps people looking to start their own business. To get started with LegalShield, visit www.legalshield.com/info/dscc. For more information, contact Independent Associate Mike Schwartz at (302) 275-8898 or visit mikeschwartz.legalshieldassociate.com.

Access full details on these benefits of membership in the members-only section of the DSCC website. For more information about obtaining your company's members-only login credentials, please email info@dscc.com.

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CALL THE CHAMBER

The State Chamber of Commerce staff works for you, serving our member companies and organizations statewide. This State Chamber staff directory lists phone numbers and email addresses, as well as individual areas of responsibility. If you need business assistance or information, please don't hesitate to call.



A. Richard Heffron
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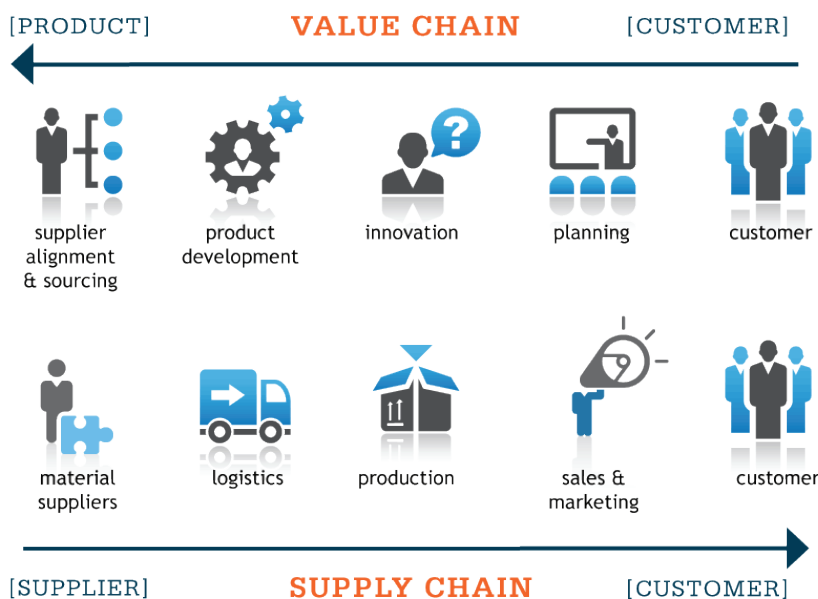
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WHAT ARE YOUR SUPPLY CHAIN OPPORTUNITIES?

Risk is everywhere. It doesn't sleep. It often shows up uninvited and at the most inopportune time. Manufacturers most trusted resource, the NIST-Manufacturing Extension Partnership, provides a step-by-step roadmap to help manufacturers **address risk, increase visibility and create supply chains that function at optimum capacity.**

We'll show you how to apply constraint theory concepts that address risk, and account for total cost of ownership, so you may make informed sourcing decisions that increase the flow of products from suppliers to customers, using a value system model.



To learn more about Supply Chain Optimization, visit www.demep.org or call 302.283.3131.

Become a Meetings Ambassador

Keeping business meetings, conferences, professional association meetings, sports tournaments and similar events local is a major boost to the New Castle County economy.

This is why we want you to help bring meetings home.

The Greater Wilmington Convention & Visitors Bureau (GWCVB) has created the **Meet Me at Home** program – an opportunity for you to become a meetings ambassador and help boost our local economy.

It's as easy as 1, 2, 3.

- 1. Recommend New Castle County as host for a meeting or event**
- 2. Put the GWCVB in touch with event organizers**
- 3. Get rewarded!**

Meet Me at Home

A unique new program from the GWCVB

Help Boost the
Local Economy
One Meeting at a Time

For more information about
how you can become a
meetings ambassador,
please contact:

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VisitWilmingtonDE.com/MeetMeAtHome