

The culmination of a memorable night – Sam and Mariab Calagione, right, celebrate with Gerret and Tatiana Copeland by sharing a SeaQuench Ale.

DELAWARE STATE
CHAMBER OF COMMERCE

183rd Annual Dinner

The Delaware State Chamber of Commerce kicked off a new decade by welcoming 1,100 business and community leaders and elected officials to the 183rd Annual Dinner on Monday, January 6, 2020, at the Chase Center on the Riverfront.

We thank our attendees and distinguished guests for joining us and generous sponsors for their support in making it a memorable night.



“A big part of my job is to spread the word about the ‘cool stuff’ happening in our state... Warships named after the First State have sailed under the US flag dating back to the Revolutionary War. But it’s been over 100 years since we’ve had a Navy ship named Delaware. Thanks to former Navy captain, Senator Tom Carper, that is going to change on April 4 when the USS Delaware, a brand-new Virginia-class nuclear submarine, is commissioned here at the Port of Wilmington.” – Governor John Carney

GOVERNOR JOHN CARNEY gave opening remarks at the Annual Dinner, sharing several of the State’s recent accomplishments and things to look forward to in 2020:

- Incentive grants of \$23.7M given through the Downtown Development District, spurring innovative projects in towns from Wilmington to Laurel
- Awarding \$750,000 in EDGE Grants to entrepreneurs and mom-and-pop businesses looking to grow Main Street and STEM businesses across the state
- Creating over 1,000 new jobs and keeping over 1,000 jobs in Delaware through the Delaware Prosperity Partnership’s work
- GT USA Wilmington, the private operator of the Port of Wilmington, committed to investing as much as \$600M in the existing port, including a new state-of-the-art container terminal at Edgemere that will translate into hundreds of new jobs for Delaware

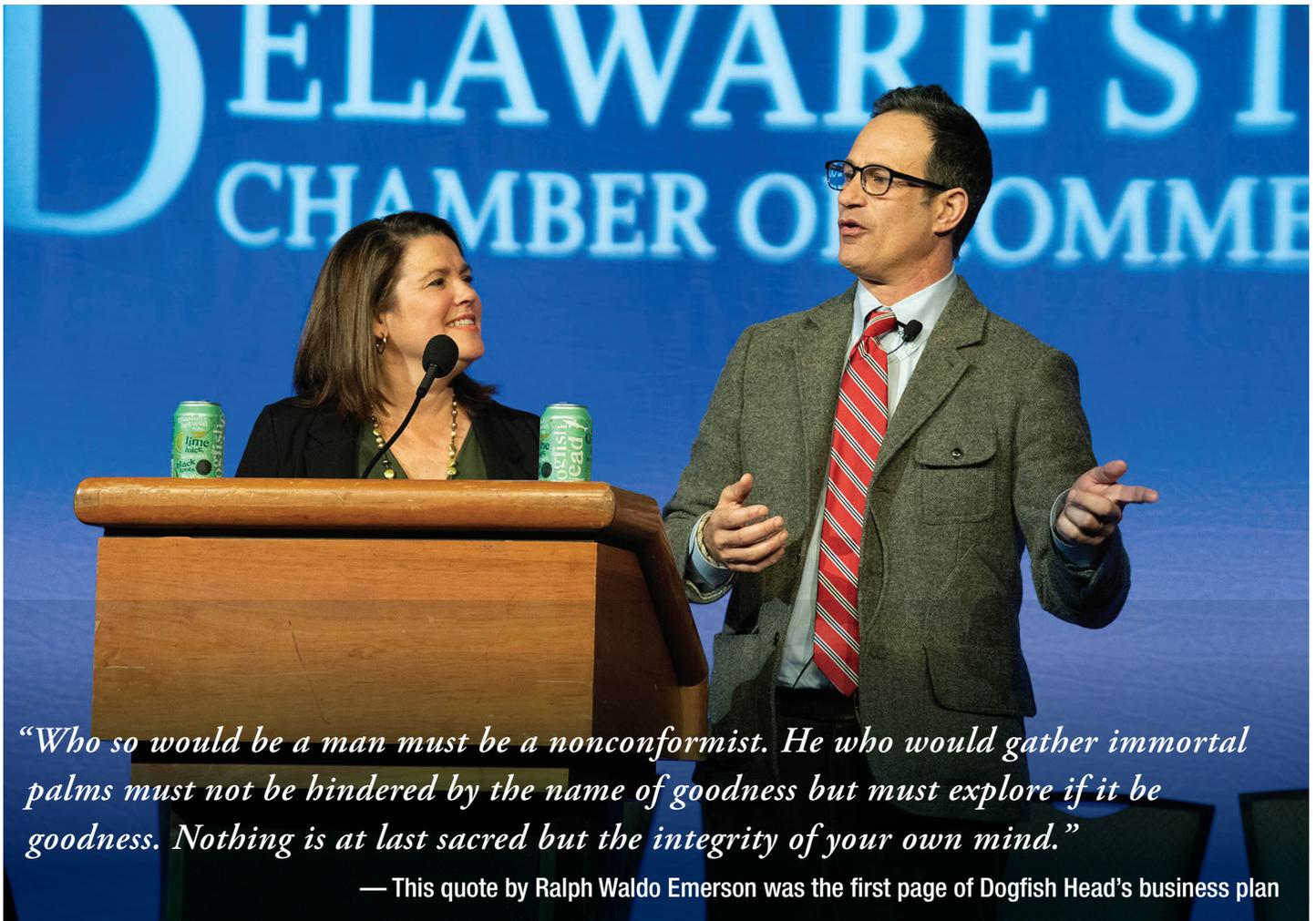
- Support of the Ready in 6 initiative by putting \$10M into a new Transportation Infrastructure Fund and investing \$20M in the Higher Education Economic Development Fund so that colleges and universities can drive economic development further
- The creation of an operating budget process that limits spending during the good times and puts aside revenues for more difficult times

A preview to his budget proposal in January:

- Continue to limit spending to an economic index and use extra and one-time monies for capital projects
- Continue to put aside money into a reserve fund as a buffer against the next economic downturn
- A proposal for the largest bond bill in the state’s history that will continue significant and historic investments in schools, economic development and quality of life

Dogfish Head Craft Brewery:

The most thoughtfully adventurous beer-centric brand in America



“Who so would be a man must be a nonconformist. He who would gather immortal palms must not be hindered by the name of goodness but must explore if it be goodness. Nothing is at last sacred but the integrity of your own mind.”

— This quote by Ralph Waldo Emerson was the first page of Dogfish Head’s business plan

EMERSON’S QUOTE SPEAKS to what Dogfish Head is trying to do, which is ‘to find white space as a David in an industry dominated by Goliaths.’ In front of 1,100 people at the Annual Dinner, Sam and Mariah shared Dogfish Head’s story and plans for the future.

When Dogfish Head Craft Brewery opened in 1995, they were the smallest commercial brewery in the US. At that time, there were about 600 craft breweries in the US. Today there are roughly 8,000 craft breweries.

As they approached their 25th year in business, Dogfish was still growing in the Mid-Atlantic but losing traction further from home as tiny breweries started to surge throughout the country. Sam and Mariah faced a decision to either continue shrinking to be a Mid-Atlantic-based brewery with a real possibility of needing to let go of 20% of their workforce or ‘go for it’ to remain a national brand and grow that national brand as a Delaware-based company.

The decision was made in 2019 to merge with the Boston Beer Company who had a complimentary culture and portfolio of brands. The merger will give Dogfish Head the opportunity for continued growth both in coastal Delaware and nationally.



Top: Sam and Mariah Calagione share Dogfish Head’s story, commitment to the community and plans for the future with 1,100 attendees. Above: Dogfish Head invited more than 20 of its employees to attend and enjoy the Annual Dinner. Photos by Dick Dubroff/Final Focus



Left: Gerret and Tatiana Copeland celebrate with State Chamber nonprofit winners who have received their philanthropic support over the years. From left: Sam Sweet, Delaware Art Museum; Patrick Carroll, Delaware Humane Association; Gerret and Tatiana Copeland; Mark Fields, The Grand; Cathy Parsells, Kalmar Nyckel Foundation. Above: It was at this moment during the reveal that Gerret and Tatiana Copeland realized they were the recipients of the Josiah Marvel Cup. Photos by Dick Dubroff/Final Focus

Gerret and Tatiana Copeland receive the Josiah Marvel Cup

THE DELAWARE STATE CHAMBER of Commerce awarded its prestigious Josiah Marvel Cup Award to philanthropists, Gerret and Tatiana Copeland. The award was given at the Chamber’s 183rd Annual Dinner.

As a tradition, recipients of the Marvel Cup are kept secret until the night of the dinner. Established in 1951, the Marvel Cup honors a Delawarean who has made an outstanding contribution to the state, community, or society. The State Chamber’s highest honor is named in memory of the Hon. Josiah Marvel, who reorganized and served as the first president of the State Chamber in 1913.

Gerret, a member of the du Pont family, started his career in finance where he developed a successful New York Stock Exchange brokerage firm. He also helped establish the Brandywine Conservancy in Chadds Ford, Pennsylvania. Gerret is active with Longwood Gardens, The Mount Cuba Center for Piedmont Flora, and serves as chairman of the Delaware Art Museum.

After earning a bachelor’s degree at UCLA and her MBA at the University of California at Berkeley, Tatiana went to work for Price Waterhouse. She then worked at DuPont Company’s European headquarters in Geneva, Switzerland. Soon after she returned to DuPont in Delaware. She serves on the board of The Grand Opera House and chaired the Delaware Symphony Orchestra.

Together, the Copelands have made a tremendous impact on the community, particularly the arts. They are involved with organizations like Brandywine Conservancy & Museum of Art, Brandywine Valley SPCA, ChristianaCare, Delaware Art Museum, Delaware College of Art and Design, Delaware Historical Society, Delaware Humane Association, Delaware Symphony Orchestra, Delaware Theatre Company, Fund for Women at the Delaware Community Foundation, Girl Scouts of the Chesapeake Bay, the Grand Opera House, Kalmar Nyckel Foundation, Longwood Foundation, Longwood Gardens, Mt. Cuba Center for Piedmont Flora, OperaDelaware, and the University of Delaware, to name a few.

“Ships were mentioned by the Governor. I came to this country on a ship to start my new life in America. You hear a lot about immigrants right now, and I’m a very proud immigrant,” said Tatiana Copeland. “Gerret’s and my philosophy is: Let’s make a difference for being alive and being in this world so that when we leave, there’s been a little bit of betterment for what we have accomplished. This is my way of saying thank you to the country that has adopted me and given me so many opportunities so that I’m actually able to stand in front of you all tonight.”

— Tatiana Copeland

State Chamber welcomes new leadership

IMMEDIATELY PRECEDING the 183rd Annual Dinner, new members of the Delaware State Chamber of Commerce Board of Directors and Board of Governors were voted on and announced.

Katie K. Wilkinson was elected chair of the Board of Directors. Wilkinson, Senior Vice President and Commercial Market Executive at Fulton Bank, N.A., succeeds Gary R. Stockbridge of Delmarva Power. Katie is the first woman to lead the 183-year-old organization as chair.

The State Chamber also welcomed Tom Horne of JPMorgan Chase to the Board of Directors.

The following business leaders were elected to the Board of Governors:

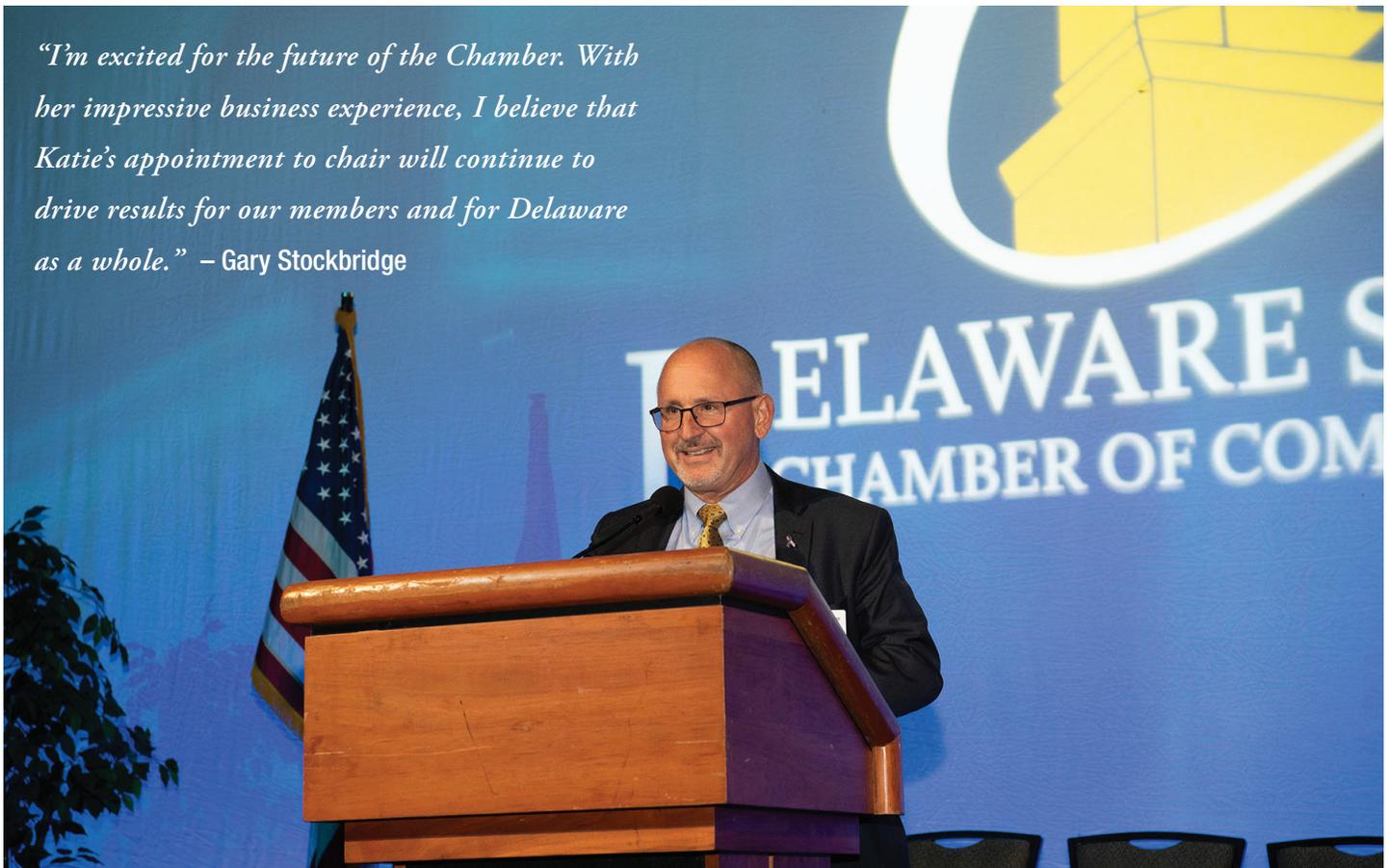
- Pierre Anderson, Artesian Water Company, Inc.
- Patrick Callihan, Tech Impact
- Eric Casey, GT USA Wilmington
- Andrew Cottone, Ph.D., ADEESIS
- Walter Donaldson, Freeh Group International Solutions, LLC
- Kristin Giffin, Agilent Technologies
- Joseph A. Giordano, Whisman Giordano & Associates, LLC
- Rick Schaffner, Beebe Healthcare
- Chris Schell, Schell Brothers
- Ann B. Wayne, BSN, RN, SUN Behavioral Delaware
- Mike Willets, PNC Bank

DSCC Chair Katie Wilkinson, right, with Marie Holliday of Cover & Rossiter. Photos by Dick Dubroff/Final Focus Photography



“The current momentum in the Delaware business community – around workforce development, diversity and inclusion, and business expansion – is very exciting! I look forward to working with business leaders across the state to help advance these and other important initiatives.” – Katie Wilkinson

“I’m excited for the future of the Chamber. With her impressive business experience, I believe that Katie’s appointment to chair will continue to drive results for our members and for Delaware as a whole.” – Gary Stockbridge



Board Member of the Year

EACH YEAR, a board member is recognized by Chamber staff as Board Member of the Year. This year, Nick Lambrow of M&T Bank was the honoree for his leadership, guidance and expertise as Treasurer.

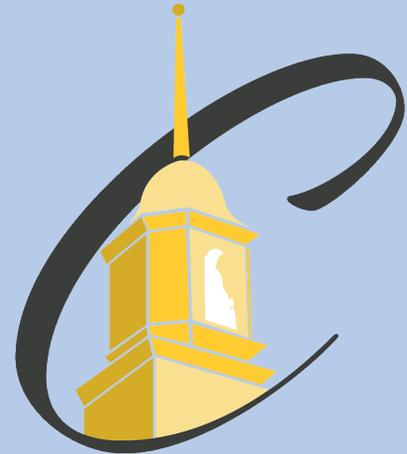


*Bret Morris of A.R. Morris, middle, with DSCC President Michael Quaranta and Nick Lambrow.
Photo by Dick Dubroff / Final Focus Photography*

We would like to express our gratitude for our membership, each 183rd Annual Dinner sponsor and attendee, and everyone who made the event a great success.

A special thanks to our planning committee, led by Greg Smith of Chemours, for their dedication and commitment to Delaware's largest business networking event.

DSCC is a nonprofit 501(c)(6) organization. We depend on the support of our members to accomplish our mission. We partner with other advocacy groups and serve as the leading voice of the business community. Our leadership helps create jobs, promote business and improve the quality of life for all Delawareans. Monies from the Annual Dinner help to support and sustain that mission, including programs like Superstars in Education, Superstars in Business and our Legislative Brunches.



DELAWARE STATE
CHAMBER OF COMMERCE **E**

State Chamber unveils new logo

- It features the cupola tower at the top of Legislative Hall to represent the State Chamber's public policy efforts.
- The window is the shape of Delaware to symbolize we are a statewide organization looking out for the business community.
- The 'C' encircling Legislative Hall stands for 'Chamber' and respects the historic brand our members have known over the years.
- The text has 'bookends' that spell 'DE,' our state's abbreviation.

"Our new logo honors the organization's history and trusted identity while highlighting how the State Chamber is looking forward to the future."

– Michael J. Quaranta



THANK YOU TO OUR 183RD ANNUAL DINNER SPONSORS

Reception



Chairman



Leadership



Ambassador

BANK OF AMERICA 



JPMORGAN CHASE & CO.



Advocate



Small Business Leader

Accent on Travel
Armitage DeChene & Associates, LLC
Assurance Media
Belfint, Lyons & Shuman, CPAs
Delaware Cadillac, Delaware Subaru & Kia of Wilmington
Diamond Technologies, Inc.
Easterseals Delaware & Maryland's Eastern Shore, Inc.
Environmental Alliance, Inc.
Excel Business Systems
FideliTrade, Inc.
First State Elevator
Fraunhofer USA, Center for Molecular Biology
Gilman Development Company

Goodwill of Delaware and Delaware County
Griswold Home Care
Healy, Long & Jevin, Inc.
IFS
Kuehne Company
milliCare Floor & Textile Care
New Castle Insurance
O.A. Newton
Ronald McDonald House of Delaware
Santora CPA Group
VanDemark & Lynch, Inc.
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