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On The Cover

From left: LaKresha Moultrie JD, Bernadette Dorsey Whatley, Margie Lopez-Waite, Dr. Stacy Downing, Dr. Devona Williams, Dr. Irene Chapman-Hawkins, Alecia Shields-Gadsden, Lois Hobbs, Dr. Vita Pickrum, Esthelda "Stell" Parker-Selby, Dr. Saundra DeLauder, Debbie Harrington, Tamara Stoner, and Dr. Dawn Mosley. Photo by Emir Lake Photography

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Message from the President



Michael J. Quaranta

This is a challenging subject for someone who is my age, gender, and race to write about. But it's a real problem out there. Tell me what you think—I'd welcome your feedback and edits.

Thousands of Delawareans receive social transfer payments from the government each month. These funds help those needy families that are struggling financially to afford housing, food, utilities, child care, health care, and

more. Many of these same neighbors are employed but have low incomes. Recently, some employers reported that some of their lower paid employees, when faced with promotion opportunities and the potential for higher income, refuse the promotions and better wages because that raise will make them ineligible for some of the state services they have used to cover household or family expenses. This reaction is quite logical. If you make \$35,000 a year and were offered a \$6,000 raise to \$41,000, you might lose some of the state subsidies you had relied upon before and now must finance yourself because you are financially ineligible for further benefits. Welcome to the benefits cliff.

For full disclosure, I have never received these sorts of subsidies at any time in my life, so my ability to relate with those who live these realities is near impossible. However, I have been involved in policy development my entire career and understand the pressure to help the neediest among us while prudently managing public trust and tax dollars. And there is more to this. Just about all of us have moved more than once in our lives and know what a pain that can be. For families, moving is an even bigger deal. You might have to find your kids new schools, maybe even before- and after-school care too, learn new commuting patterns, and more. The disruptions are real and enormously challenging even in the best of circumstances.

Few lower wage employees are going to qualify for jobs with big jumps in income. It's unlikely you will move from \$35,000 annually to \$50,000 or \$60,000 in a single promotion and net more income even after covering what was subsidized before. That's the conundrum. I also wonder if there is a psychology around the predictability of life, even at those lower wages where families are in a known rhythm and taking a promotion is risky because what if it doesn't work out? What if you don't like the new position or boss or get let go? The Federal Reserve Bank of Atlanta has done research on the benefits cliff, and this is something we at the State Chamber will be looking at more closely too.

This is complicated. But if we are going to help move employees from where they are to where they desire to be, the larger "we" may have to solve some knotty issues to help more people be willing to take that promotion.

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LEGISLATIVE PRIORITY

And That's a Wrap

BY TYLER MICIK

THE 151ST SESSION of the General Assembly has come to an end. Unlike last year where much of the work was conducted virtually—the work this year, like many businesses, saw a mix of in-person and virtual meetings, and a slew of bills were passed that will impact the business community and Delawareans.

Most notably was the passage of the Healthy Delaware Families Act, which made Delaware the 11th state to offer a statewide paid family and medical leave insurance program. The bill offers eligible Delaware workers up to 12 weeks of paid leave to address their own or a family member's serious health condition; to bond and care for a new child; or to address a family member's military deployment.

Other bills the State Chamber weighed in and provided feedback on included issues such as data privacy, legalization of recreation marijuana, paid time off to vote, paid sick and safety leave, predictive scheduling, a State-run IRA program, insurance coverage for Transportation Network Companies (TNC's), increases in Natural Minor fees, and a Community Workforce Agreement (CWA), among others.

Additionally, the State Chamber supported legislation such as House Bill 420, which aimed to improve efficiency within the State's permitting process for economic development projects by making the State's Preliminary Land Use System (PLUS) process optional. The PLUS process adds approximately three months to the permitting process. The speed of decisions is critical. Proposals—such as this one—that improve efficiency without putting health and safety at risk help Delaware compete for economic development projects, which in turn provides good paying jobs and opportunities for Delawareans.

Inflation and the cost of fuel, food and raw materials continue to be a concern. According to AAA, as of June 20, the national average price for gasoline was \$4.98 per gallon. To assist Delawareans with rising costs, Governor Carney signed House Bill 360, the Delaware Relief Rebate Program, and provided one-time, direct payments of \$300 to each Delaware resident who filed a 2020 personal income tax return.



Although Session has ended for this calendar year, the State Chamber remains committed to advocating for the business community. Employers still face significant challenges pertaining to talent pipeline shortages and decisions regarding remote work. This offseason is a crucial time for business and community leaders to meet with policymakers and talk about issues impacting the business community—especially with fall elections around the corner. The State Chamber's Member-to-Member program brings legislators and their constituent business owners together to show how businesses operate and discuss the impact various policy proposals—like the ones mentioned above—have on employers, employees, and customers.

Like customer relationships, establishing and maintaining connections with elected officials is important as it fosters a stronger understanding for all parties and leads to better policy decisions. To learn more about

our Member-to-Member program or schedule a meeting with your state senator or representative, reach out to me at tmicik@dsc.com.



Tyler Micik is the Delaware State Chamber of Commerce's manager of public policy and government relations.

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Member news & Notes

BUSINESS SPOTLIGHT: L&W Insurance BY REGINA DONATO

» Insurance is a field that touches everybody. Whether it's a young person getting their first auto policy or a seasoned entrepreneur taking out additional protections for their business, everyone will have to take out a form of insurance at some point. Just like people, no two insurance policies are exactly alike, and thus the work of independent insurance providers like L&W Insurance is all-the-more important.

Founded in 1932, L&W Insurance has proudly served Delaware and the surrounding area for 90 years. While they historically always had agents across the state, L&W primarily worked out of their Dover office. However, it became a priority for the company to have true representation in New Castle, Kent, and Sussex Counties. As of the opening of their Wilmington office this past May, L&W Insurance is officially the only independent insurance agency in Delaware with a location in all three counties.

"Delaware is a small, yet fierce and mighty state," remarked Chelsea Clark, director of organizational culture and communications. "Every county operates so differently. We pride ourselves on representing every corner of this state, but not every county will feel our commitment if they don't physically see us putting down roots in their area."

L&W Insurance offers commercial, personal, and benefits insurance options for their customers—with an emphasis on 'options'. The beauty of an independent insurance agency is their ability to tailor policy options to your

specific needs so that you're not tied down to one brand.

"We get to be the in between for our clients. When you come to us, we sit down together, evaluate your risks and needs, and then devote our time and resources to finding you the right policy," explained Clark. "L&W constantly monitors your policy, ensuring you're always in a competitive place with your coverages, no matter if it is a group benefits package, a personal boat insurance, or a commercial workers compensation policy."

"Our goal is to never make our clients feel like they are just a number or renewal," she continued. "We are really in the business of building partnerships and trust so that you bring to us what's most important to you, and we're going to figure out how to protect it."

It is important to L&W Insurance that the community knows they are there for them. The staff is involved with local nonprofits such as the Boys and Girls Club and Delaware Breast Cancer Coalition and actively participates on boards and committees for organizations such as Family Promise, Kent Sussex Industries, and the Delaware State Chamber of Commerce.

L&W's leadership also goes above-



and-beyond for their employees. One recent example Clark cited was how L&W partnered with an education provider to offer child care for their employees' children during the height of the pandemic. While kids were forced to stay home from school, their parents were still busy with work as insurance was deemed essential. L&W was proud to have offered a creative solution that didn't force parents to make tough decisions.

When a company has been in business for 90 years, they are doing something right. "If we're not considering what's most important for our employees or not actively engaging and supporting local nonprofits, then we're missing the whole point of being a small business actively operating and contributing to its community," reflected Clark.

NONPROFIT SPOTLIGHT:

Brandywine Valley SPCA

BY REGINA DONATO

»» At the Brandywine Valley SPCA (BVSPCA), it's all about putting the "human" back in humane. Since the organization's inception in 1929 in West Chester, Pennsylvania, their mission has been to not just help animals in need, but their people too. The organization now operates four shelter locations and an Animal Rescue Center in Delaware. In 2021 alone, the shelter provided 18,577 animals with a second chance across Delaware and Pennsylvania—accounting for over 60 percent of shelter intakes in the state.

"We really look at the intersection of pets and people," explains Chief Marketing Officer Linda Torelli. "We obviously care deeply about the pets with us, but we also want to support the people who are taking care of those pets. So, we have a lot of programs that are designed for families to help people take care of their animals and to keep them even during hard times." Some of these resources include a low-cost veterinary clinic, pet food pantries, behavioral consultations, and educational summer camps for children.

Setting the organization apart even further, Brandywine Valley SPCA is currently the only open admission shelter in Delaware, meaning they take any lost or stray dog in need, no matter their health, age, behavioral needs, or ability to be rehomed, and help as many cats as possible. Just like people, every animal has a distinctive story. Needs must be uniquely tailored, and past traumas take time to



overcome. The Animal Rescue Center in Georgetown solely focuses on rehabilitating more difficult cases so that they too find their forever home.

Not only does the BVSPCA have a presence across all three Delaware counties, but they have also taken their lifesaving mission across the country. While the First State is proudly a no-kill state thanks to BVSPCA's leadership when they became the state's provider of animal services, many southern animal facilities still have high euthanasia rates. Local shelters often take in busloads full of dogs from these problem areas, where cost, access and education make spay and neuter services much less prevalent.

"At the end of the day, anyone who is relocating animals is saving lives. But we're taking that a step further," remarks Torelli. "Because if you just take the animals out of the community, new animals will be there. We must look at the systemic reasons for overpopulation." In 2021, BVSPCA moved some of its staff to help a rural Louisiana parish increase the rate of lives saved in the shelter from 20% to 90%. They achieved that

goal, in part through relocation but also new programs. Brandywine also opened their own low-cost veterinary clinic in a Louisiana parish just north of New Orleans to implement spay/neuter services to tackle the issue at the root.

The future looks bright for the Brandywine Valley SPCA. A new state-of-the-art facility will be opening in New Castle this summer, which will be the largest and most sophisticated animal welfare facility in the region. Its key attribute will be their intensive care unit for shelter animals and those in the public who cannot afford veterinary care.

Over 19,000 animals enter BVSPCA shelters each year in hopes of finding a home to call their own. Is your new family member waiting for you?

Want to get involved in the Brandywine Valley SPCA's lifesaving mission? In addition to donating and adopting, the SPCA is looking for foster families at all their locations. Visit their website at www.bvspca.org to learn more about fostering.

DIVERSE SUPPLIER SPOTLIGHT:

BrightFields, Inc.

BY COLIN HEFFINGER

» “Turning Brownfields into BrightFields!” For Delawareans and surrounding states, there is a sense of pride and appreciation for the collective devotion of businesses, both small and large, to maintaining and restoring a high quality of environmental stability throughout the region. A particular business leading the impact through its own projects and expertise provided to clients: BrightFields, Inc.

BrightFields, Inc. is a woman-owned, environmental consulting and remediation firm with over 30 years of experience guiding clients through the wide array of technical and regulatory challenges of environmental policies. Their close-knit team includes geologists, engineers, environmental scientists, and hazardous materials managers. BrightFields is headquartered in Wilmington where it delivers expertise throughout Delaware, Maryland, and Pennsylvania.

Marian Young, president of BrightFields, Inc., has spent more than 40 years as an environmental consultant and founded the firm in 2003. She and her team have led a variety of critical projects such as the remediation of the former General Motors assembly plant to an Amazon fulfillment center, indoor air quality formaldehyde investigations in New Castle County residences, and management of the South Wilmington Wetland. Young collaborates with public



and private investors as well as regulatory agencies on the remediation of brownfields in support of rapid commercial and residential construction projects.

“BrightFields is unique because it is a scientist-owned and led environmental company supported by excellent engineers,” she explains. “Our employees work on many different client projects and participate on internal committees that focus on strengthening BrightFields as a company.”

Recognized by the State Chamber in 2014 as Superstar in Business winner, BrightFields prides itself for “being invested in helping Delaware communities grow and thrive.” Brownfield redevelopment projects assist in reclaiming contaminated and underutilized properties. Additionally, BrightFields contributes to the impact of a variety of nonprofits uplifting local communities—such as Habitat for Humanity, Ministry of Caring, West End Neighborhood House, Challenge Program, Delaware Humane Association, and many more.

One of their largest commitments is 26 years of environmental investigation and remediation in support of the Christina Riverfront Redevelopment. BrightFields has also focused on various other projects across Delaware such as shoreline



BrightFields team members, Dan Hartnett, Mike Craskey, Manny Gerao, and Jason Dzedzy deploy Sedimite™ to remediate Elizabeth River sediments in Norfolk, Va.

stabilization in Dewey Beach, Mirror Lake remediation in Dover, and environmental cleanup of the old Hercules golf course. Beyond the region, BrightFields contributes to unique projects such as clearing vegetation from a military bombing range in Hawaii and environmental cleanup of the former Floyd Bennett Airfield in New York.

“I’ve loved owning our business in Delaware,” Young reflects. “The small state shines through its business community and access to work with elected officials. At the start of the pandemic, Pennsylvania closed all construction projects. I reached out to Governor Carney to explain how we could continue to work safely and so did many other construction companies in the state. We are very grateful that he kept construction projects open here in Delaware so we could continue to make a lasting impact.”

BrightFields, Inc. is working on the Christiana & Brandywine Rivers Remediation, Restoration & Resilience program (CBR4) to clean up contaminated sediments in the rivers and create new wetlands for climate resiliency and wildlife. Learn more at <https://bit.ly/3yLPvZ9>.

Chair's Message

BY NICK LAMBROW



From my years of working in the banking industry, I know this about operating a successful business: It's extremely difficult to do in uncertain economic times.



Unfortunately for the hospitality and tourism industry, uncertainty has ruled for more than

two years—and it doesn't appear that much relief is in sight.

Business for hotels, restaurants, conference centers, and tourist attractions throughout Delaware went into freefall in 2020. Last year clearly was better—led by consumers and tourists itching to get out of their houses and the adaptive, entrepreneurial practices of business owners—but for some it still didn't quite reach the full rebound to pre-pandemic levels that many had hoped for.

Once again, winds are swirling around Delaware's treasured hospitality and tourism industries.

Looked at through one lens, it's easy to see a scenario in which hotels, restaurants, and tourist hotspots benefit from families and entertainment-seekers who finally get to take that big vacation to one of Delaware's beaches or attend a summer festival or other event that has been postponed for the past two years. Looked at another way, soaring gas prices and the resulting increase in costs for many other goods and services could continue to crimp consumer spending on things

like weekend getaways to the beach, concert tickets, and nights on the town.

When this message was written, the Congressional Budget Office had just issued a report saying it didn't expect price increases to return to typical levels under 2024. Like I said, relief (on inflation, at least) doesn't appear to be coming soon.

If that's not enough, COVID-19 could still loom as a challenge for any business, and a dire need for workers continues to affect the hospitality and tourism industry as much or more than any other. The U.S. Chamber of Commerce reported in February that collectively, 11.3 million job openings exist in this country and 6.3 million are unemployed—meaning we have 5 million more jobs than people. In addition, all boomers will reach retirement age by 2030. Immigration and birth rates are not keeping up with the exchange rate of that workforce exit.

Earlier this year, the Biden Administration allowed 20,000 more temporary work permits to be made available to immigrants who want to work within the U.S. for a relatively short time—a move industries with strong seasonal business and workforce needs, like hospitality, applauded. However, that's still a far cry from the number of job openings in hospitality nationwide, which topped 1.3 million late last year.

I'm sure our hospitality and tourism colleagues would like to see even more H-2B and J-1 visas made available to



immigrants looking for work here so their hotels and restaurants can operate at full staff during the peak tourism season we're now experiencing. However, a very important requirement of temporary work programs includes housing, and we simply are in short supply of temporary housing for our seasonal workers. Without valid housing arrangements, temporary workers are not offered visas to travel and work here.

The time is now for our federal delegation to Congress to be more intentional and prioritize the issue of immigration. There are many people abroad who want to work here. And, the truth is, we need them. We must create a path forward if we want to help all industries—including hospitality—find skilled workers. Hospitality is just one area facing workforce challenges. We should be focused on all sectors, and I am encouraged to see the collective efforts of the Delaware Workforce Development Board to expedite training and promote and attract new talent in Delaware. We need our state, local, and business leaders to come together and solve this important need.

Q&A with the BBB of Delaware's Jon Bell

» Last year, the Delaware Department of Labor launched a workforce training program called Elevate Delaware to help Delawareans upskill. The program provides up to \$10,000 to individuals for approved non-credit certificate programs provided by the Delaware Workforce Development Board guidance of eligible programs. Jon Bell, director of business relations at the Better Business Bureau Serving Delaware (BBB of Delaware), jumped at the opportunity to learn a skill he's always felt would be vital to his position—Spanish.

How was the process to apply to participate in Elevate Delaware?

With any program like this, you expect a fair bit of paperwork. And there was. But the Department of Labor has fantastic people in place that helped guide me through the necessary forms, background information, and employment details they needed to onboard me into the program—so that made it relatively painless. The program itself is also very accommodating about the type of training supported, where you can take it, and how it's scheduled—and that made the program very accessible.

After gaining approval from the Department of Labor, you enrolled in courses at the University of Delaware to begin learning Spanish. Now that you're six months in to learning the language, how is it going?

¡Muy bien! The University of Delaware has great professors and some very useful resources for motivated learners.



Whether it's language learning, trade skills, specific industry training, or some other business need, Elevate Delaware can open the door to an improved business skillset for employers in Delaware.

Scheduling has been a challenge, since language classes aren't offered at times that are always convenient for working adults. However, BBB of Delaware has worked with me to build a flexible schedule to accommodate both virtual and in-person learning. Studying a new language doesn't happen overnight, but the Elevate Delaware program has allowed for three semesters of Spanish (including

in and out of class resources), and that's given me a great jumping off point.

Why was it so important to you to become proficient in Spanish? How does this help both the BBB of Delaware and your accredited businesses?

There is a significant population of Delaware's consumers and small businesses who do business in Spanish, or for whom Spanish is their first language. For a nonprofit like BBB, having the ability to communicate locally in Spanish—even inexpertly at first!—helps us more effectively engage with the Delaware business community to help build an ethical marketplace for everyone.

Would you recommend Elevate Delaware to others?

Absolutely! Whether it's language learning, trade skills, specific industry training, or some other business need, Elevate Delaware can open the door to an improved business skillset for employers in Delaware. The learner still has work to develop the skill, of course, but by funding some or all of the training, the Elevate Delaware program presents an opportunity I hope more people in the state utilize!

¿Tiene algún plan de vacaciones donde se puede hablar español?

¡Por supuesto! Podré ir a varios lugares con más confianza ahora. Mientras todavía no hablo perfectamente después de solo seis meses, quiero usar lo que he aprendido. ¡Me gusta mucho la idea de un lugar cálido, quizás México esté en mi futuro!



Pete Booker at the 2014 Superstars in Business Awards Luncheon. From left: Pam Cornforth, Peter Gilman, Martha S. Gilman, Pete Booker, Susan Booker, Rich Heffron, and Mike Reath.

Julian “Pete” Booker Retires from Delaware Safety Council

FIRST FEMALE SUCCESSOR NAMED

» Pete Booker recently retired as executive director of the Delaware Safety Council (DSC)—a position he held since 2019. Prior to that, Booker served as president of Delmarva Broadcasting Company.

DSC was established in 1919 by DuPont Company President Irénée du Pont with a mission to promote the protection of life and health in the workplace, in the home, on the highway, and in the community by actively providing education/training resources and services.

“Pete’s decades of experience in Delaware media enabled him to leave a significant footprint in a short tenure with the Delaware Safety Council”, stated board co-chair, Sam Waltz.

Although he retired, Booker isn’t going far. He transitioned to the board of the century-old nonprofit who named Stacey Inglis as DSC’s first female executive director on April 1, 2022. For the past five years Inglis served as vice president of marketing/historic and cultural affairs with the Tilton Mansion—home to the

The Delaware State Chamber of Commerce extends a warm congratulations to Pete Booker who has served on the Board of Governors since 2014. Booker is also a recipient of the Marvin S. Gilman Bowl in 2014. The Gilman Bowl honors an individual who has made outstanding contributions to small business and nonprofit organizations of Delaware.

University and Whist Club. Throughout her career, Inglis has held various executive management positions in the food and beverage, automotive, and hospitality industries.

Q&A with Nick Polcino, General Manager of Bally's Dover Casino Resort

Polcino has a long history in the entertainment industry. Starting as a table games dealer in Atlantic City in 1979, he worked his way up the management structure in Atlantic City. From there he held leadership positions at a number of resorts and casinos throughout the country.



Polcino is no stranger to Delaware. He first served as vice president and general manager of Dover Downs Casino in 2019. After 18 months in the position, he returned to Atlantic City for an 18-month stint as vice president and general manager of Bally's Atlantic City Hotel and Casino only to return to Delaware to rebuild Dover Downs Casino—now Bally's Dover Casino Resort. Let's give him a warm welcome back!

You were in Dover when the pandemic hit in 2020. Can you explain how that affected the casino and the industry in general?

I believe that there has been an immense effect on the casino and the industry. It was an unprecedented time in the world, let alone our industry. The pandemic totally changed how we do things. We worked extremely well with our State Lottery to ensure that we were safely doing business. It taught us lessons that were both good and bad, and what we could survive with and without. As the climate of the world changes, we need to react to what will be a viable way to get back to some of the amenities and core competencies that will help us service our customers.

Where do you see the most opportunity for Bally's Dover Casino Resort?

Our biggest opportunity is to attempt to meet customers' pre-pandemic expectations. However, there are challenges

and efficiencies associated with this goal. A big need for us is labor. You cannot have customer service without both customers and employees to serve them. I am so impressed with the rock stars we have on our team, and what they have done through this pandemic is impressive and commendable. However, that is just to get us above water; We can do better for the customers, shareholders, and the employees.

What can people look forward to in the near future at Bally's Dover? Any exciting developments you can share with us?

We have a lot of irons in the fire, so to speak. During the pandemic, we opened the Sugar Factory, which has been a huge success. The confidence Bally's corporation had in the concept to open a new restaurant during a pandemic was remarkable. Additionally, we entered a partnership with the Touch of Italy Group to bring two amazing steakhouse concepts to the property—Royal Prime Steakhouse and Royal Prime Steakhouse Lounge. We plan to do more with them in the future.

Nearly all businesses in every industry are struggling to find talent. Are you experiencing the same challenge? As a hiring manager, what qualities do you seek in employees?

We are absolutely experiencing the same challenge. We desire the same as most successful businesses and industries. We want employees that want to work and strive to get better every day. We look for employees that want to grow with us and look at this opportunity as a career, not just a job. I always say that if you work somewhere for more than five years, it is a career.

You spent four decades in the entertainment industry and worked your way up the ladder. What development opportunity or career paths do your industry offer to an individual?

There are endless opportunities especially with the growth of Bally's Corporation over the last two years. You may start out as a blackjack dealer or a bartender in Dover, but with hard work, dedication, and a thirst to grow, you could end up a casino manager in Lake Tahoe or director of food and beverage in Chicago or Las Vegas.

How does it feel to be back in Delaware? Do you think you're here to stay?

It feels great to be back in Delaware after spending time in Atlantic City. When I arrived in Dover in April 2019, I formed a bond with this team. I want to continue building more relationships and become a larger part of the community moving forward. My wife and I plan to retire here and make Delaware our permanent home.

Member news & Notes

COMMITTEE SPOTLIGHT: **Joint Military Affairs Committee**

» The Joint Military Affairs Committee (JMAC)—of the Delaware State Chamber and New Castle County Chamber—met in May for their quarterly meeting, hosted by Assurance Media. The committee’s mission is to bring the business community and the Delaware National Guard together to connect and support our service members and their families.

The JMAC hosts events throughout the year, including the State of the Guard in February and Major General Francis D. Vavala National Guard Youth Golf Tournament fundraiser in September.

The State of the Guard is the committee’s signature event every February and highlights the Guard’s current missions, operations, and people. The event also honors one small and large business with the Warrior Friendly Business Award, which recognizes businesses for their outstanding efforts in supporting military members and their families. This year’s honorees were Zip Code Wilmington and M. Davis & Sons.

Since 2017, July 25 has been recognized as National Hire a Veteran Day. The day raises awareness of employment for service members and veterans. It also

encourages employers to consider hiring them because they possess the skills employers are seeking. Veterans bring leadership, teamwork, and other qualities to the table. This July, the JMAC plans to host a ceremony in recognition of the day and remind employers to hire military talent. This fall, the JMAC is organizing to host its first-ever Hire a Vet Job Fair.

If your business is veteran-owned, supports the hiring of veterans and their families, or you have a passion for supporting our servicemen and women, JMAC wants you! Contact Tyler Micik at tmicik@dsc.com to learn more.

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CHAMBER SCENE



MySherpa hosted our March Networking Breakfast in Pike Creek.



Keynote speaker, FMC's Dr. Kathleen Shelton, and her family at the 185th Annual Dinner.



Chip Rossi, Board Member of the Year Scott Malfitano, and Paul Herdman networking at the 185th Annual Dinner.



Guests had the opportunity to explore the Diamond Club and Ferris Home Improvement's suite during our Networking Breakfast at the Blue Rocks.



Doneene Damon of Richards, Layton & Finger addressed business leaders on the topic of leadership development with an inclusion focus at our Chamber Leadership breakfast in May.



Our May networking breakfast was at Stat International in Wilmington.

From Left: Lt. Governor Bethany Hall-Long, Ernie Dianastasis, Skip Schoenhals, Governor John Carney, Gary Stockbridge, Paul Herdman, and Mike Quaranta at Superstars in Education & Training.



The Delaware Young Professionals Network hosted their 10th annual golf outing at Deerfield in Newark.



John H. Taylor, Jr. Education Leadership honorees on stage at the Superstars in Education & Training awards ceremony. From left: Skip Schoenhals, Ernie Dianastasis, and Gary Stockbridge with DSCC President Mike Quaranta. Photo Courtesy of Paul Patton.



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185th

Annual Dinner

— MONDAY —
APRIL 4, 2022

How exciting it was for nearly 1,000 business, community, and government leaders to gather again in person for the Delaware State Chamber of Commerce's 185th Annual Dinner—the energy in the room was felt by all. Quite simply, the success of our signature event during a pandemic only came to fruition with the support of our sponsors, speakers, attendees, and distinguished guests for joining us for a memorable evening.

PHOTOS BY DICK DUBROFF / FINAL FOCUS PHOTOGRAPHY

185th Annual Dinner



Fred was unable to attend the Dinner in person. His family accepted the award on his behalf. Pictured from left: DSCC President Mike Quaranta, Fred's sons, Jason and Graham, and Fred's grandson, Charlie.

Fred C. Sears II Recognized with the State Chamber's Highest Honor

ESTABLISHED IN 1951, the Josiah 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 Honorable Josiah Marvel, who reorganized and served as the first president of the State Chamber in 1913. As a tradition, the recipient of the Marvel Cup is kept secret until the night of the dinner.

A Delaware native, Fred Sears is a community leader and passionate advocate for improving the state. Giving back to the community around him has always been at the core of his mission.

"I like to be involved in the community," he said in a 2015 interview with Delaware Online, "because it still requires change."

Sears spent nearly 40 years in the banking industry with ties to Delaware Trust Co., Wilmington Trust, Beneficial National Bank, Applied Bank, TD Bank, and most notably, Commerce Bank Delaware of which he was instrumental in bringing to the state and served as its president. Early in his banking career, Fred took time out to serve as finance director and economic development director for the City of Wilmington and director of the Port of Wilmington—where he is credited with signing the port's first banana contract with Dole Fresh Fruit, now one of the port's largest customers.

Politically, he was elected to Wilmington City Council from 1976 through 1984 and has continued to be active over the years by serving on the transition team for Mayor James Sills Jr., co-chairing transition teams for Governor Ruth Ann Minner and then New Castle County Executive Chris Coons, and chairing the Budget and Finance subcommittee for Governor Jack Markell. Sears also chaired the Wilmington Economic and Financial Advisory Council.

Sears also served as president and CEO of the Delaware Community Foundation from 2002 until his retirement in 2015. Through his work with the Foundation, he encouraged individuals, businesses, and organizations to engage in long-term charitable giving to improve the statewide community, now and in the future. During his tenure, he was credited with tripling the Foundation's long-term charitable funds, building its assets to \$285 million, and creating The Next Generation board to inspire the future leaders to become involved in the community.



"I've served on the Marvel Cup Selection Committee—in addition to chairing it—for a number of years and I know the process. This may be the biggest surprise of my life to receive this honor. I'm so humbled to do it." – Fred C. Sears II



Biden reflected on Sears' mission to leave Delaware a better place than he found it: "You wear the heart of Delaware on your sleeve—everyone sees it."

Sears has been a member of the board of directors of more than 40 community nonprofit organizations, including the Beau Biden Foundation, ChristianaCare, Delaware Alliance of Nonprofit Advancement, Delaware State Chamber of Commerce, Diamond State Port Corporation, Leadership Delaware, REACH Riverside, Rodell, Wilmington Housing Partnership, and the United Way of Delaware, to name a few. Fred has also served as a committee member on numerous fundraising activities for more than 25 different nonprofit organizations throughout Delaware, including the State Chamber's Annual Dinner planning committee.

"Interestingly, Fred serves on our Marvel Cup Nominating Committee. Getting him to attend meetings and 'fix' this so that he remained unaware of the fact that he was our recipient was quite a feat," said Michael J. Quaranta, president of the State Chamber.

As an additional surprise, President Joe Biden sent his words of congratulations to his high school friend in a video that was aired during the dinner. President Joe Biden and First Lady Jill Biden were honored with the Marvel Cup at the State Chamber's 181st Annual Dinner in 2018.

"Fred, you've stood by me in some of the most important moments in my life—the good and the bad moments. I'm honored to call you a friend and I'm grateful for all you've done for the state of Delaware as well," said President Biden in the video. "And I can't thank you enough for your role in helping make the Beau Biden Foundation a reality and all you've done to help carry Beau's legacy forward."

GOVERNOR

An Economy Built for the Future

GOVERNOR JOHN CARNEY opened his remarks with a message of gratitude towards the business community for being steady partners throughout the pandemic. “You showed patience and grace as we worked through decisions that I still can’t believe we had to make. You gave us your advice and helped us keep your employees and customers safe.”

He focused on the good things that developed in spite of COVID-19. Some accomplishments include:

- The State’s progress on the Ready in 6 initiative to knock down bureaucratic barriers for businesses. To date, a site readiness fund has been established to make it easier for businesses to find

a place for expansion in Delaware—the first eight projects are already approved for funding. A Transportation Infrastructure Investment Fund was also implemented for this similar purpose.

- The Delaware Prosperity Partnership’s 18 separate announcements in 2021, which amount to almost 3,000 new jobs to Delaware and retaining nearly 1,000 more.

- The EDGE Grant program to provide innovative small businesses the ability to grow.

- The Graduation Lab Space program for science and tech companies to help alleviate the expenses associated with building out lab space.

- Investing \$50 million of federal stimulus funds towards workforce development programs like Forward Delaware and Delaware Pathways.

Carney concluded, “Despite all the challenges of the past two years, by working together we’ve made remarkable strides towards shaping our state’s economy towards one that is built for the future.”

“If there is one thing that marks the passage of time each year in our state, it’s the State Chamber Dinner. ... In so many ways for the past two years, it’s as if time has stood still. Being back here tonight is as good a symbol as any that we are beginning to march forward again.” — Governor John Carney



KEYNOTE SPEAKER

Innovating for Every Corner of the Globe, Rooted in Delaware

“TRUST THE PROCESS.”

Dr. Kathleen Shelton, executive vice president and chief technology officer of FMC Corporation, reflected on FMC’s acquisition of DuPont’s crop protection business in 2017. It was then that CEO Mark Douglas declared his commitment to showcasing the world-class facility—Stine Research Center—in Newark and enhancing the capabilities of the team around the world. Delaware was his choice.

Today, FMC has grown to become the fifth largest agricultural company in the world. Dr. Shelton leads a team of 800 scientists globally with over half of them located at the Stine Research Center, now FMC’s global innovation headquarters. It is there FMC is investing significant resources into discovering active ingredients to develop products that protect crops from disease and destructive pests.

While expanding their footprint, FMC continues to recruit and attract some of the best and brightest talent both globally and locally. The innovations by their talented workforce here in Delaware are supporting farmers in over 100 countries. By trusting the process, they stood tall in their accomplishments with Delaware’s business community at the 185th Annual Dinner.

DSCC WELCOMES NEW LEADERSHIP & BOARD MEMBERS

DSCC'S BOARD OF DIRECTORS saw a change in leadership with outgoing Katie K. Wilkinson of Fulton Bank passing the gavel to Nick Lambrow of M&T Bank. Marie Holliday of Cover & Rossiter also stepped into the role of vice chair and treasurer.

The Delaware State Chamber of Commerce is pleased to welcome new members of its Board of Directors and Board of Governors.

Members joining the Board of Directors are:

- Catherine M. Bassett, Mountaire Farms
- Steven Chambliss, Christiana Mall / Brookfield Properties
- John Gooden, M. Davis & Sons, Inc.
- Michael A. Meoli, The Meoli Companies

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

- Ken Grant, AAA Club Alliance
- LeVar Johnson, Novo Nordisk
- LaKresha R. Moultrie, Esq., Delaware State University



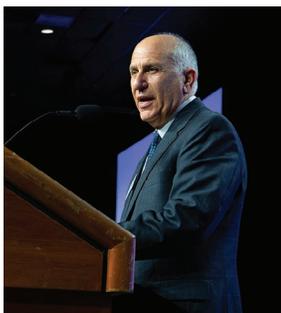
Board Member of the Year

EACH YEAR, a board member is recognized by the Delaware State Chamber staff as Board Member of the Year. Scott Malfitano of CSC is this year's honoree for his leadership and guidance as vice chair for the past two years as well as bringing Intern Delaware under the State Chamber's umbrella. Scott has been a member of the Board of Governors since 2011. He joined the Board of Directors in 2015 and served as vice chair in 2020 and 2021.



"It is hard to believe that my term as chair has come to an end. When I stepped into this role in January 2020, I certainly had no way of anticipating what was

about to happen in our community and the world. The staff at the State Chamber has done amazing work during my term. Looking back, I am filled with both awe and gratitude." – Katie K. Wilkinson



"Delaware is in position to win. I want to thank Katie for her contributions to get us there. I vow to advocate on behalf of the state's business community as vigorously and relentlessly as Katie and the board have and I look forward to the work we will continue to do together to strengthen Delaware's legacy as a great place to do business." – Nick Lambrow

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The Time is Right for Travel

Pent-up demand will boost tourism's summer rebound

BY LIZ KELLER | PHOTO COURTESY VISITDELAWARE.COM

ABOUT READY FOR SOME GOOD NEWS? I'm happy to report that summer is here! Throughout the nation and across the state, Americans are more eager than ever to stretch their legs, hit the road, and begin to leave the past two years behind them.

In a way, we're all at a hopeful inflection point: Our pent-up readiness to explore is coinciding nicely with relaxed pandemic restrictions and the imminent arrival of prime travel season.

At last, the time is right to plan that trip, and clearly, everyone's ready. The latest research reveals that 81 percent of American travelers are feeling strong excitement for their travel this year, and 86.2 percent are in a ready-to-travel state of mind.

There's also a fresh sense of adventure and confidence among travelers: The research group Destination Analysts reports that Americans will be seeking out new experiences—55.7 percent say they prefer places they have not been to before, 8 points higher than in February. Only 19 percent of

travelers say that COVID-19 will greatly impact their travel decisions in the next six months, the lowest level since the beginning of the pandemic more than two years ago, according to Longwoods International.

Yes, some challenges linger. Gas prices are unpredictable, and workforce shortages in the hospitality sector are still a concern. But as our prime travel season begins, there are hopeful moments ahead. As travelers begin to venture out, the many local businesses that rely on travel spending are about to receive a welcome boost—one that will benefit so many working Delawareans, along with the financial health of the state itself.

That travel revenue is a more crucial factor than some might realize. In Delaware, tourism contributed \$3.2 billion to the state's GDP in 2020, and \$497 million in state and local taxes. Tourism stands as the 4th largest private sector employer in the state, providing jobs for more than 44,000 of our neighbors and fellow Delawareans. In 2020, Delaware hosted more than 7.7 million overnight visitors.

Along with their beach blankets and suitcases, they bring an essential source of business revenue, one that was painfully disrupted by the pandemic. For many months now, the burden faced by those businesses has been eased by doses of federal and state support, and by the tireless advocacy of such groups as the Delaware Restaurant Association, the Delaware Hotel & Lodging Association, and the Association of Chamber of Commerce Executives.

As we have over the past two years, the Delaware Tourism Office will continue to share the importance of supporting local. And in a way, the future of the hospitality sector is something that can be helped by all of us. By packing up and exploring locally, we all have the chance to support and sustain the shops, restaurants, and hotels that help make Delaware such a great place to visit, and to live.

You don't even have to go far. Delaware is beloved for its beaches and beautiful coastline, but it holds so much more, and satisfies the nation's travelers for more reasons than people realize: Young athletes come here from around the country by the thousands to compete at venues such as DE Turf, Kirkwood Sports, and the Chase Fieldhouse.

For those travelers living closer to home, a quick Delaware "stay-cation" can do wonders for the soul, and so many great destinations lie within easy reach:

- Delawareans would be amazed by the spectacle of the towering bald cypress trees that rise from waters of Trap Pond State Park, a perfect spot for a kayak adventure.
- The hottest museum tickets of the season are at the Delaware Art Museum—home to a new Tiffany art glass exhibit—and Winterthur, which opened a show highlighting Jacqueline Kennedy's White House design collaboration with H.F. DuPont, Winterthur's owner.
- The Delaware Museum of Natural History reopened as the Museum of Nature & Science, with immersive, interactive, family-friendly new exhibits.
- The high-profile PGA BMW Championship is coming to Wilmington Country Club on Aug. 16-21.
- The Playhouse on Rodney Square, Wilmington's historic "off-Broadway" theatre, has just received a big renovation, and is once again staging big shows.

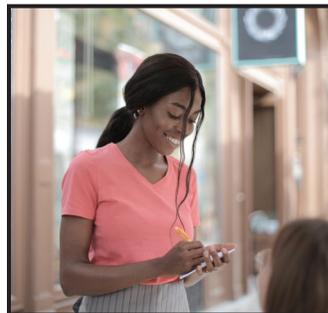
The Delaware Tourism Office has also put together a lineup of easy-to-follow "trails" that draw many new fans:

- The DE on Tap app guides craft beverage fans to the state's top breweries, wineries, and distilleries.
- The newly refreshed Delaware History Trail focuses on experiences that bring history to life.
- The Delaware Discoveries Trail lets travelers explore the state by visiting "Insta-worthy" interactive street artwork sprinkled around the state.

The time's never been better to take that trip. The state's incredible hotels, restaurants, art galleries, state parks, and more are excited to welcome you! ■



Liz Keller is director of the Delaware Tourism Office.



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Leah Green and Dubi Mejia at Arrowhead Point Oysters farm in Rehoboth Bay. Photo courtesy of Cape Water Tours & Taxi

Putting the “Tour” in Tourism

Southern Delaware expands visitors’ horizons by offering new tours

BY TINA COLEMAN

EVERY YEAR BRINGS lots of new restaurants, activities, and events to Southern Delaware. 2022 is no exception. Of all the fabulous new happenings this year, several exciting tours are real standouts.

The growth of our inland bays’ aquaculture, for instance, is the catalyst behind tours offered by Delaware Cultured Seafood and Cape Water Tours & Taxi. Delaware Cultured Seafood is offering three tours. For landlubbers, the Cultured Pearl Tour starts and ends at the nursery where they raise oysters from the size of a grain of sand until they are ready for their journey to their oyster farm. Participants learn what’s involved in raising oysters, observe the grow out equipment and their process for creating a deep, cultured oyster. The Seed to Supper tour takes participants through the entire lifespan of an oyster raised at Delaware Cultured

Seafood, starting with a trip through the nursery, where they raise oysters from larvae to seed. Then climb aboard the boat where you’ll learn more about oysters as you ride out to their oyster farm where you can watch them bring up a couple of shuckers from below the boat. Group tours are also offered.

Cape Water Tours & Taxi offers Inland Bays Oyster Experience tours, which feature a visit to one of the open-water shellfish lease areas. Participants will have a chance to learn about the process of growing these tasty bivalves from seed to market. A former Delaware Sea Grant aquaculture specialist will explain some of the ecological services provided by a robust aquaculture industry and share information about where the public can purchase local oysters for their own enjoyment.



Photo courtesy of
Brittingham Farms

Delmarva Discovery Tours has added a Wine, Lavender, and Baby Lambs tour to its extensive lineup which also includes farm tours, brewery tours, and kayak and stand-up paddleboard eco tours, among others. The Wine, Lavender, and Baby Lambs tour includes stops at Good Earth Market and Organic Farms for a wine and cheese sampling, a private tour of Brittingham Farms—a fourth-generation farm located in Millsboro specializing in grain, Heritage Breed Leicester Longwool Sheep, baby lambs and lavender—followed by a wine flight at Salted Vines Winery.

Additionally, Jolly Trolley offers a Lavender Fields Private Tour and Tea. Explore the pristine Prime Hook National Wildlife Refuge, then enter the world of lavender fields, coupled with European tea in the garden's tearoom. They're also offering "Books on the Bus," a scenic Southern Delaware tour with a local author. Recent tours feature author of *The Dreamcatcher*, Ed Moran. Tour participants step into the pages of the book while local author and history buff Moran takes them on a journey throughout Southern Delaware to visit scenic and historic locations from his book, including the Nanticoke Indian Museum.

The Lewes Historical Society has added a new walking tour to its 2022 lineup, *Finding Their Voices: African American History & Legacy of Lewes*. Participants tour the area surrounding their historic complex and learn about the surviving landmarks in Lewes' history and the preserved stories of this diverse community over the centuries.

Of course, these are all in addition to the numerous and fascinating walking, cycling, paddling, and driving tours offered throughout the county that have been entertaining and educating visitors and residents alike for years. For more info on tours in Southern Delaware, visit visitsoutherndelaware.com/tours-side-trips. ■



Tina Coleman is the communications manager at Southern Delaware Tourism.



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Explore Wilmington's Riverfront Cultural Trail

BY JAN ROSS

IF YOU ARE LIKE MOST VISITORS to Wilmington, Delaware, you probably haven't discovered the Riverfront Cultural Trail yet. Located just 1.6 miles from the Wilmington Riverfront—home of the Blue Rocks—this trail will immerse you in a fascinating cornerstone of Delaware history. You will learn how the Swedes and Finns voyaged across the rugged Atlantic to settle in the Delaware Valley, where the *Kalmar Nyckel*—the Tall Ship of Delaware—came from, and how they lived in the 1600s.

The trail starts at the Kalmar Nyckel Foundation's Copeland Maritime Center and leads you next door to Fort Christina Park, and then two blocks up East 7th Street to Old Swedes Historic Site. The latter two destinations are important sites of the First State National Historical Park, which is part of the National Park Service.

Travel back to 1638, when Swedish and Finnish settlers arrived on the *Kalmar Nyckel* and voyaged up the Christina River to present-day Wilmington. There they would sign a treaty with the Native Lenape, build Fort Christina, and establish the first permanent European settlement in the Delaware Valley.

Visit three nationally significant sites to discover the challenges of both the 17th century and, nearly two centuries later, the freedom seekers on the maritime Underground Railroad:

- **Kalmar Nyckel Shipyard and Copeland Maritime Center** – The modern riverfront home of today's full-scale replica of the *Kalmar Nyckel*. Explore the Delaware Valley's rich maritime and industrial history, its Swedish roots, plus a collection of 73 model ships and boats and a 3D-animated exhibit.

- **Fort Christina Park** – A park and monument marking the Swedes' 1638 landing site that offers interpretive tours, including Underground Railroad history.
- **Old Swedes Historic Site** – Enjoy guided tours of the 1638 burial ground, 1698 Old Swedes Church, and an 18th century Swedish-American farmhouse. Half-day and full-day add-ons are also offered:
- **Kalmar Nyckel Christina River Cruise or Deck Tour** – Set sail on the stunning Tall Ship of Delaware or take a guided deck tour (when available). Not wheelchair accessible.
- **Lunch at the Copeland Maritime Center** – Enjoy a boxed or catered lunch of your choice (or bring lunch). The center offers a relaxing outdoor picnic area or indoor location for an additional fee.
- **Lunch at Wilmington Riverfront** – Take a short drive to the Wilmington Riverfront with a great selection of local restaurants and nearby sites like Tubman-Garrett Riverfront Park.
- **Group Tours** – For details, visit KalmarNyckel.org/group-tours. Free, ample parking and full restroom facilities are available at the Copeland Maritime Center where your tour begins. Half-day tours range from \$15-\$30 per person. Meals are not included. ■



Jan Ross is director of marketing and public relations at the Kalmar Nyckel Foundation.

Signs of Hope

As tourism recovery continues, New Castle County can look forward to many new additions **BY JENNIFER H. BOES**

TOURISM IN NEW CASTLE COUNTY continues down the comeback trail, yet its recovery remains uneven.

While leisure travel has made a healthy return, business travel has not reached pre-COVID levels. This is particularly critical in our region since we rely on business travelers to fill hotel rooms during the week. Staff shortages, supply chain disruptions, and an overall increase in the cost of doing business also continue to hamper a full tourism resurgence.

But there are signs of progress on the business front, and a plethora of new tourism assets set the stage for an exciting next chapter for our industry.

Meetings and conventions are experiencing an uptick, and business travel is hopefully not far behind. This fiscal year, the Greater Wilmington Convention and Visitors Bureau saw a whopping 425 percent increase in bookings over the previous fiscal year.

Another bright spot is the significant number of fresh tourism offerings we have coming online now and into the future. With new hotel properties, restaurants (including Bardea Steak—one of America’s most anticipated, according to Vogue), significant art and historical exhibitions such as “Winterthur to the Whitehouse”, and reimagined attractions like the Delaware

Museum of Nature and Science, northern Delaware has more to offer than ever before. There’s also the much-anticipated redevelopment of the east side of the Wilmington Riverfront.

And word is getting out about us. Over the past six months, Greater Wilmington and the Brandywine Valley have received a positive nod from multiple national media outlets. The May 2022 Philadelphia Magazine carried a nine-page feature on our region with an ad equivalency of nearly \$215,000.

To help maximize all this attention, the Bureau released its first full-length, full-print travel guide since the pandemic. We distributed it throughout our target markets and are pleased to report the issue is in high demand. VisitWilmingtonDE.com mirrors this, with website traffic up nearly 50 percent from the previous fiscal year.

The Bureau also re-introduced the Brandywine Treasure Trail Passport, our most popular campaign, in spring 2022. The Passport offers visits to 12 Brandywine Valley attractions at a steep discount. Strong sales also

point to increased visitor interest in our region.

A new project this year is the “Welcome All” campaign, made possible by grant funding received from the State of Delaware as part of the Economic Development Administration’s (EDA) American Rescue Plan. The video component was completed this summer. In 2023, we will launch a major television, radio, and digital ad run to promote Greater Wilmington and the Brandywine Valley. Thanks to the grant, the Bureau

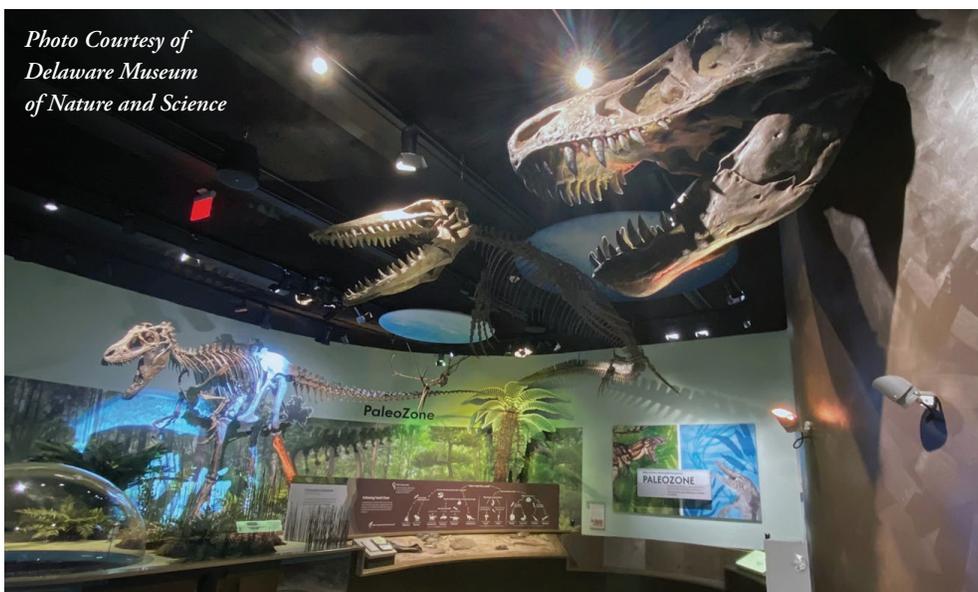


Photo Courtesy of Delaware Museum of Nature and Science

will be able to create exposure for our region at a level and frequency that was not possible before. It could not come at a better time as our hotels and restaurants, in particular, are still struggling to recover.

These are exciting times for tourism. In August, we’ll host the PGA Tour’s 2022 BMW Championship, welcoming an estimated 130,000+ spectators to the Greater Wilmington area. And while uncertainty is not behind us, the industry, in many ways, is emerging stronger as a result of

the pandemic. We are resilient, we are passionate about our industry, and we are partners in recovery. I can’t wait for the next chapter. ■



Jen Boes is the executive director of the Greater Wilmington Convention & Visitors Bureau.

Spend the Day in Wyoming

Farm life and an old-town feel are closer than you think

BY RACHEL ROHM

TAKE A FUN-FILLED TRIP to the quaint town of Wyoming in Kent County for a day the entire family will enjoy.

Visit Fifer Orchards for a taste of farm life. These orchards have been feeding families in Delaware and beyond for over one hundred years! Trek out to the fields to pick your own crops—summer “u-pick” opportunities include blueberries, peaches, sunflowers, and zinnias.

Step up onto the porch of the farm store for even more farm fun that you can take home with you! Fifer’s farm store features canned goods, freshly baked treats, fresh produce, kettle corn, fudge, and ice cream! Don’t miss the fresh-baked-daily apple cider donuts to save for later or the apple cider slushy, which you can also add onto your meal at the new Farm Store Kitchen. Meals include turkey burgers with fries, chicken tender baskets, pulled pork sandwiches, shrimp salad sandwiches, and a special soup each week. Based on local availability, the menu is updated throughout the season. With such great variety, there is sure to be something to please everyone. And don’t forget about the Condiment Cow! You’ll just have to take my word for it until you can go see it for yourself...



Minutes down the road is the venerable Tre Sorelle Dolce for dessert and enjoy plenty of fun activities. What started in an 8x10 stand has blossomed into an old-fashioned ice cream parlor with dozens of flavors of ice cream, Italian ice, cookies, coffee, and espresso drinks. After satisfying your sweet tooth, get your competitive juices flowing by playing a mini golf game at their award-winning 18-hole course. Tre Sorelle Dolce also offers vibrant, live music and food trucks on the weekends (Friday, Saturday, and Sunday evenings). If you’ve run out of time to stay and play, you can grab your cool treats to go from their convenient drive-thru!

For an extra-special trip to Wyoming, plan your visit for the first two weekends of August! The town of Wyoming hosts their annual Peach Festival the first Saturday in August and Fifer’s Customer Appreciation Day (aka Peach Ice Cream Day) is the second Saturday in August. These iconic annual events are enjoyed each year by people of all ages. ■



Rachel Rohm is the visitor services manager at Kent County Tourism (Delaware’s Quaint Villages).

Delaware Agriculture Vital to Local Economy

BY STACEY HOFMANN

AS DELAWARE'S TOP INDUSTRY, agriculture is vital to the local economy, providing jobs, economic opportunity, and locally grown food to feed Delawareans and visitors.

Delaware agriculture provides more than 66,000 jobs and \$8.94 billion of economic activity, including \$1.5 billion in direct sales from 2,300 family farms. Delaware farmers produce various agricultural products on 525,000 acres, including corn, soybeans, wheat, poultry, and vegetables.

In 2021, Delaware farms raised 222 million broilers. Sussex County is the largest broiler-producing county in the United States, and Kent County is in the top 15 broiler-producing counties.

“Delaware agricultural producers are among the best in the country. Our

farmers are leading the way—growing food, helping the environment, and creating jobs,” said Secretary of Agriculture Michael T. Scuse. “Farmland preservation is a priority for this administration so farmers can continue to be productive, families can enjoy locally-grown food to put on their tables, and we can enjoy the beauty of our rural communities for generations to come.”

American Farmland Trust ranked the Delaware Aglands Preservation Program the second most effective program in the country. Since 2017, increased funding has preserved an additional 291 farms on 25,000 acres, with 17 percent of all farms preserved since the program began in 1996, occurring during this timeframe.

Delaware farms produce a bounty of fresh fruits and vegetables, honey, cut flowers, and evergreens from April through December. The state's seasonality offers distinct flavors, colors, and variety that appeal to all. Knowing that the fresh produce purchased at the farmers' market or farm stand has had the minimum amount of time “off the vine” is essential. In a small state like Delaware, family farms pick early in the morning so the consumer has the freshest selection at the market. And with less time to reach the market, nutrients are retained, making Delaware-grown produce more nutritious.

Farm to table is more than just buying your food locally. It's an understanding that your food did not start its journey to your table at the grocery store. It's also a celebration of Delaware's agricultural history and the enjoyment of the great food you prepared for you and your loved ones.

Next time you are looking to buy in-season fruits and vegetables, visit DelawareGrown.com to find a local farmers' market or farm stand. Take this opportunity to connect with Delaware family farmers who take pride in growing the freshest produce. Many farms also offer community-supported agriculture programs where you can purchase a share and get a weekly box of produce, honey, and more. The website also has a great recipe collection searchable by type of produce, season, or dish type, and provides instructions on handling and storing what you purchased.

If you cannot make it to the farm or the farmers' market, look for Delaware Grown in your local grocery's produce aisle. You might be surprised to learn that almost every lima bean in the frozen aisle was grown in Delaware! ■



Stacey Hofmann is chief of community relations at the Delaware Department of Agriculture.



Photo by Edwin Remsberg / Delaware Department of Agriculture

Delaware: Small in Size, BIG in Agriculture

- 525,324 acres in farming—42% of the state's total land
- 2,302 farms—or one farm for every 420 people
- 780 family farms raise poultry
- 9,880 acres dedicated to harvesting lima beans—that's more than any other state
- 800+ farms grow corn and/or soybeans for grain
- 500+ farms have more than 4,100 horses and ponies
- 300 million honeybees are needed to pollinate the state's crops each year
- 20,000+ acres of state forests
- Second most effective farmland preservation program in the U.S. by the American Farmland Trust
- First in the U.S. in the value of agricultural products per acre



When Farmers Succeed, Everyone Wins

Corteva Agriscience focused on helping to
maximize farmers' productivity

CONTRIBUTED BY CORTEVA AGRISCIENCE

NEW TECHNOLOGIES and innovative approaches are increasingly essential in helping farmers to address the most pressing challenges in agriculture.

Global pure-play agriculture company Corteva Agriscience is focused on delivering value “in the seed, on the seed, and on the farm,” according to Adriana Ratterman, vice president, commercial, eastern cornbelt at Corteva Agriscience. Ratterman’s team works with farmers and retailers in Eastern U.S.

She highlighted the combination of seed and crop protection products, together with digital solutions, that Corteva delivers for growers and producers around the world. Specifically in the U.S., the company has a

portfolio of proprietary seed genetics in multiple brands, with a strong biotech trait pipeline with products for insect control, herbicide tolerance and output traits.

“It is an unprecedented time in agriculture and farmers are looking to maximize their yields,” said Ratterman. “It is an exciting time for us, too, as we are all focused on helping farmers improve productivity in a sustainable way.”

Enlist E3® soybeans, which are in the third year of commercial sales, provides farmers with an innovative technology option for weed control in proprietary, high-performing seed genetics.

“With its combination of crop tolerance and broadleaf weed control, the Enlist® weed control system has proven itself in the marketplace,” said Ratterman. “It is the technology that farmers want to utilize because of its attributes.”

Acreage and farmer contracts for Plenish® high oleic soybeans are also growing on the eastern seaboard, as demand for high oleic oil increases due to its health benefits and advantages as a frying oil.

Corteva is developing and launching products and technologies that promote environmental sustainability, including new active ingredients and digital tools that help farmers do more with less.

“We’re continuing to grow our Nutrient Maximizers portfolio, which includes our leading, award-winning technology, helping maximize the use of nitrogen that is applied and keep it in the field,” she said. “We also have a growing portfolio of biologicals and new chemistries that we expect will provide farmers with sustainable solutions to enable control of pests, weeds, and diseases.”

Corteva is a member of the Delaware-Maryland 4R Alliance, which is a collaboration between farmers, agribusinesses, government agencies, conservation groups, and scientists. The collaboration is focused on increasing on-farm nutrient application practices consistent with the 4Rs—the right nutrient source, applied at the right rate, at the right time, in the right place.

In addition to products, Corteva Agriscience agronomy and sales professionals work directly with farmers and retail providers to ensure that they have the resources, knowledge, and digital tools to make the most of their investment in seed, crop protection, and other products.

“At Corteva Agriscience, we have passionate people who love agriculture and really want to bring good products, services, and information to farmers to help them win,” she said. “In our view, when our farmers win, we all win.” ■

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More than a Grocery Chain

BY JENNIFER SELVAGGI

AS ONE OF THE LARGEST SUPERMARKET CHAINS in Delaware, Delaware Supermarkets, Inc.—or Kenny Family ShopRites of Delaware—maintains a commitment not just to quality for its customers, but to its employees as a great place to work. Bernie Kenny, owner and president, opened the first ShopRite in 1995. Since then, it's grown into a six-store chain in northern Delaware. Over time, the company's leadership has expanded to include three generations of the Kenny family and seen dividends from adopting a family atmosphere in each of the stores.

As an embodiment of that philosophy, the company strives to foster new talent through promoting associates from within the stores' ranks by identifying those interested in moving up and providing those who qualify

around care for any non-work, personal, or health-related issues.

The Kenny Family team also believes in giving second chances and eliminating barriers to employment. We provide the foundation to all in an effort to help those who are struggling to obtain a job and provide for their families. Our goal is to help give back to the community and those in need so we partner with the Plumber Center, Project New Start, West End, the Department of Labor, as well as Baylor Women's Correctional Institution.

All our employees—with their various backgrounds and skills—make ShopRite the success that it is. Second chance employees are excellent workers because their dedication to start and create a new path forward makes them valuable. We have many second chance employees in our business who have thrived and been promoted into leadership positions. People from any and all backgrounds can find a rewarding career and advancement opportunities through this locally owned and operated grocery chain.

In 2008, Bernie Kenny started the Kenny Family Foundation to serve as an active supporter of the local community through investing in well-being, improving quality of life, and supporting a sustainable future. Actions, though, speak louder than words. The Foundation supports more than 1,000 charitable organizations. Since 2008, it has raised more than \$1 million in philanthropic contributions.

Under the Foundation are the Young Consumers and Active Partners programs. The Young Consumers Program emphasizes teambuilding and discipline in the areas of health and financial literacy. The Active Partners Program provides micro-grants to Delaware nonprofits. In the supermarkets, the produce that is past its prescribed shelf life—yet still fresh—is donated to the Food Bank of Delaware. These are only a few examples of the ways the Foundation has given back.

For the more than 1,000 employees and thousands of families that live in the greater Delaware region, Kenny Family ShopRite is more than a grocery chain. It's a place that keeps true to its values as a family business. ■



with a full range of training designed to foster success. The company has always operated like a close-knit family business, fully supporting every member of the team. That includes investing in their employees and setting them up for the best chance of success. The family believes in working with and investing in people who have goals and dreams for their lives.

The company has numerous programs and benefits for its employees, including tuition discounts, scholarship opportunities, special associate events, and training and mentorship programs. Partnerships with organizations like the National Associate of Mental Health and Sanare Today recovery center help ensure their associates have the necessary wrap-



Jennifer Selvaggi is director of human resources at Delaware Supermarkets Inc. (Kenny Family ShopRites of Delaware).

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2022 Restaurant, Meeting & Banquet Guide

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www.thebellmoor.com

Voted the Best Designed Hotel in Delaware by *House Beautiful Magazine*, The Bellmoor Inn & Spa is the epitome of coastal elegance. Recently renovated, The Bellmoor features a variety of amenities including two pools, hot tub, fitness center, full-service spa, and their newest addition—The Bell House lobby bar. Meeting spaces abound, with several breakout options and intimate settings for groups of 10 to 100 people. Located in the heart of Rehoboth Beach and only two blocks from the famous Rehoboth Beach Boardwalk, The Bellmoor is the perfect location for family vacations, romantic getaways, and corporate retreats.

Best Western Gold Leaf

1400 Highway One

Dewey Beach, DE 19971

(302) 226-1100

HOTELS



Hyatt Place Dewey Beach & Lighthouse Cove Event Center

1301 Coastal Hwy.

Dewey Beach, DE 19971

(302) 581-3311

www.HyattPlaceDeweyBeach.com

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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 the Tanger Outlets and a variety of local golf courses.

Boardwalk Plaza Hotel

2 Olive Ave.

Rehoboth Beach, DE 19971

(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. We are fortunate to call the ocean's edge our home, and happy to offer you a unique and comfortable respite where you can truly get away from it all. Our restaurant, Victoria's, provides room service to our guests, as well as fine dining overlooking the beautiful Atlantic Ocean.

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Canalside Inn

34 6th St.

Rehoboth Beach, DE 19971

(302) 226-2006

www.thecanalsideinn.com

Winner of the Best Downstate Bed and Breakfast Inn by *Delaware Today* magazine, Canalside Inn is an upscale, pet friendly, boutique hotel and Inn in the heart of Rehoboth Beach. Bring your families for vacation, reserve the whole Inn for

Restaurant, Meeting & Banquet Guide

your entire wedding party, or work with colleagues for a mid-week business retreat. Canalside Inn is a place to meet and celebrate with love, walk to the boardwalk, enjoy waterfront views of the Canal, and work away from home.

Days Inn

**900 Churchman's Rd.
Newark, DE 19713
(302) 368-2400
www.daysinn.com**

**5209 Concord Pike
Wilmington, DE 19803
(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."

Dogfish Inn

**105 Savannah Rd.
Lewes, DE 19958
(302) 644-8292
www.dogfish.com/inn**

Situated along the Lewes-Rehoboth Canal, the Dogfish Inn acts as an off-centered basecamp for beer lovers and adventure seekers alike

(like there's a difference). Holding true to Dogfish Head fashion, you'll find an offbeat approach to style, quality, and craft throughout each of our 16-rooms. Let's spend the night together!

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picturesque Brandywine Valley, the 12-story Italian Renaissance landmark building boasts 217 guest rooms and spacious suites and more than 25,000 square feet of flexible event space. Owned by The Buccini/Pollin Group and managed by PM Hotel Group, the hotel is a member of Preferred Hotels® & Resorts Worldwide and the Historic Hotels of America.

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Red Roof Inn & Suites welcomes you to our pet friendly, family friendly hotel. We are located off I-95, offering 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.

RESTAURANTS

**Big Fish Grill
20298 Coastal Hwy.
Rehoboth Beach, DE 19971
(302) 227-FISH**

**30415 Cedar Neck Rd.
Ocean View, DE 19970
(302) 829-8163**

**720 Justison St.
Wilmington, DE 19801
(302) 652-FISH
www.bigfishrestaurantgroup.com**

The Big Fish Grill has become one of the premier spots for casual dining in the region. A unique blend of original recipes, must-have favorites and affordable prices have resulted in a dedicated following. Enough so to earn numerous awards, including several "Best of Delaware" recognitions.

RESTAURANTS



Dogfish Head Brewings and Eats

**320 Rehoboth Ave.
Rehoboth Beach, DE 19971
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www.dogfish.com**

Original beer, original food and original music. You'll find a wide selection of off-centered ales, small-batch Dogfish Head Distilling Co. spirits and a menu full of specialty wood-fired pizzas, entrees and yummy sandwiches. With live music and our Off-Centered emPOURium carrying all your favorite beer, gear and whatnot, Dogfish Head Brewings & Eats offers an off-centered experience through and through. Celebrate your special shindig with us as we have options for parties small and large alike!

STAFF FAVORITE

Find Tyler Micik on the weekend here



Bluecoast Seafood Grill and Raw Bar

30904 Coastal Hwy.
Bethany Beach, DE 19930
(302) 539-7111
www.bluecoastseafoodgrill.com

30115 Veterans Way Rehoboth Beach, DE 19971

(302) 278-7395
www.bluecoastreboth.com

A staple for locals and visitors in the Bethany area, Bluecoast serves fresh, simple, beautiful, local seafood overlooking the scenic Salt Pond and has been named one of the “Top 10 Destination Restaurants” in the U.S. by *Attache Magazine*. It boasts an award-winning wine list, a selection of house cocktails and locally crafted ales, and house specialties, along with a daily offering of fresh caught fish and raw oysters.

Catch 54 Fish House

38931 Madison Ave.
Selbyville, DE 19975
(302) 436-8600
www.catch54.com

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.

Crab du Jour Wilmington

2107 Concord Pike
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RESTAURANTS



Le Cavalier at the Green Room

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Wilmington, DE 19801
(302) 594-3154
www.lecavalierde.com

Le Cavalier honors the deep equestrian tradition in the Brandywine River Valley. Influenced by the flavors of North Africa and Provence, Le Cavalier is a neo-brasserie offering thoughtfully sourced French classics and inventive riffs on French staples paired with natural wines designed to complement our fare. Its space is designed to be refined and equally welcoming for intimate dates, celebratory large parties, family and social gatherings and business meetings.

in the area. When you walk into the restaurant, you will immediately experience Southern charm and a friendly, welcoming atmosphere to make you feel at home.

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www.crabhouserehoboth.com

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Crust & Craft Wood Fired Pizza

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Rehoboth Beach, DE 19971
(302) 313-5029
www.crustandcraftrehoboth.com

Crust and Craft is an artisanal wood fired pizza restaurant located on Coastal Highway in Rehoboth. At Crust and Craft, we believe in using fresh local ingredients and serving delicious flavorful dishes.

Fish On

17300 N. Village Main Blvd.
Lewes, DE 19958
(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 Hwy.
Rehoboth Beach, DE 19971
(302) 227-3567
www.grottopizza.com

From humble beginnings, Grotto Pizza has grown to locations throughout Delaware, Pennsylvania,

Restaurant, Meeting & Banquet Guide

and 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.

Kaisy's Delights®
1548 Savannah Rd.
Lewes, DE 19958
(302) 313-4241
www.kaisysdelights.com
 Kaisy's Delights® is a dessert, savory

snack, or breakfast experience. Owners Thierry and Nathalie are proud to bring their famous Kaisy® and other treats to America with locations in Rehoboth Beach, Milford, and Lewes, Delaware. Think of a delicious pancake mixed with a funnel cake and fluffy French toast all chopped up on a buttery grill. That's a Kaisy®.

Rehoboth Beach, DE 19971
(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 with local produce and house made pasta. Lupo has an extensive all Italian wine list and a courteous, friendly, and knowledgeable staff.

RESTAURANTS



JUST REOPENED!

The Lighthouse Restaurant
124 Dickinson St.
Dewey Beach, DE 19971
(302) 227-4333
www.lighthousedeweybeach.com

This is a 40-year Dewey Beach tradition, revitalized! In conjunction with Hyatt Place Dewey Beach, The Lighthouse Restaurant proudly serves fresh, local, and coastal-inspired dishes paired with handcrafted cocktails and live entertainment at one of the best sunset spots in the world.

Lefty's Alley & Eats
36450 Plaza Dr.
Lewes, DE 19958
(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, including our brand-new outdoor patio restaurant seating. As the only award-winning "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, adult or kids' birthday parties...what's left?

Lupo Italian Kitchen
247 Rehoboth Ave.



McDonald's – Dukart Management Corporation
2525 Concord Pike
Wilmington, DE 19803
(302) 478-9200

Dukart Management is a family-owned business that manages six McDonald's in New Castle County.

McDonald's – The Meoli Companies
19545 Camelot Dr., Suite A
Rehoboth Beach, DE 19971
(302) 330 3040
www.meolicompanies.com

For nearly 30 years, The Meoli Companies has been committed to delivering a gold standard experience to McDonald's customers every time they visit their restaurants. The family is proud to own 25 restaurants across the Delmarva Peninsula with locations in Delaware and Maryland.

Mikimotos Asian Grill + Sushi Bar
1212 Washington St.
Wilmington, DE
(302) 656-8638
www.mikimotos.com

Mikimotos offers an upbeat atmosphere with modern Asian

Torbert Street Social
305 Torbert St.
Wilmington, DE 19801
(302) 407-6627
www.torbertsocial.com

Torbert Street Social is nestled in the heart of Downtown Wilmington's financial district. Hidden behind the well-known restaurants of Washington Street, it is in what was once one of Delaware's historic stables originally built in 1887. Torbert Street brings together a fusion of elusiveness and complexity, serving only the finest spirits and cocktails.



STAFF FAVORITE
 Kelly Basile can be seen here

fare. Let the team provide you with only the freshest, daily cut sashimi, beautifully hand rolled sushi to order, and elaborate hot dishes.

Newport Restaurant

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

www.newportfamilyrestaurant.com

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 Atlantic Ave.
Ocean View, DE 19970
(302) 537-1785

www.northeastseafoodkitchen.com

Northeast Seafood Kitchen has become a local hot spot in Ocean View for locals and summer visitors. They feature the freshest seafood crafted in a classic New England style cuisine with a Delaware twist.

Obie's by the Sea

1 Olive Ave.
Rehoboth Beach, DE
(302) 227-6261

www.obiesrehoboth.com

Fresh steamed shrimp, clams, and mussels to freshly crafted salads, sandwiches and seafood entrees, Obie's has it all right on the Rehoboth Beach boardwalk! Don't forget to try Obie's Beach Fries!

Papa Grande's Coastal Taqueria

38929 Madison Ave.
Selbyville, DE 19975
(302) 436.7272

www.papagrandes.com/fenwick

At Papa Grande's they serve fresh authentic Mexican food with specialties like blackened fish tacos and short rib cheesesteak burritos.

The 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.

Park Café

2510 W. 5th St.
Wilmington, DE 19805
(302) 543-2233

www.parkcafede.com

At Park Café, people feel as if it was their own home while enjoying a delicious meal paired with one of their signature cocktails inside or out on the patio. It's a great space for friends and family to catch up with one another and also have some down time after work. They also offer private party rentals of the entire cafe every Sunday! Whether you're looking for a quaint place to host a bridal shower, baby shower, or any event Park Café is here to help!

Potstickers Asian Grill

1247 New Churchman's Road
Newark, DE 19713
(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.

Salt Air

50 Wilmington Ave.
Rehoboth Beach, DE
(302) 227-3744

www.saltairrestaurant.com

Located in the heart of downtown Rehoboth Beach, Salt Air offers farm to table fresh cuisine, an upscale atmosphere and great hospitality.

Sazio Coastal Italian Seafood Kitchen

32 Lake Ave.
Rehoboth Beach, DE 19971

RESTAURANTS



Matt's Fish Camp

28635 Coastal Hwy.
Bethany Beach, DE 19930
(302) 539-2267

www.mattsfishcampbethany.com

34401 Tenley Court
Lewes, DE 19958
(302) 644-2267

www.mattsfishcamplewes.com

700 Coastal Hwy.
Fenwick Island, DE 19944
(302) 375-2267

www.mattsfishcampfenwick.com

Matt's Fish Camp is the quintessential local fish joint that serves classic east coast style cuisine. Matt's serves traditional seafood like crab cakes and lobster rolls, along with fresh fish, and Sussex County comfort foods. Matt's serves up favorite beachside dishes in a cool casual setting where all will feel welcome and at home.



STAFF FAVORITE
Kerri Welcher's top pick!

(302) 226-1160

www.saziorehoboth.com

Sazio Coastal Italian Seafood Kitchen offers creative Mediterranean coastal Italian cuisine, with the freshest seafood and homemade goodness that is the foundation of the Big Fish Restaurant Group.

Stringray Sushi Bar & Asian Grill

59 Lake Ave.
Rehoboth Beach, DE 19971
302-227-6476

www.stingrayrestaurant.com

Stringray Sushi Bar and Asian Grill has been a well-known establishment in the Rehoboth Beach area for over ten years, offering seating on their beautiful patio and deck as well as the large indoor dining space.

Summer House

228 Rehoboth Ave.
Rehoboth Beach, DE 19971
(302) 227-3895

www.summerhousesaloon.com

A Rehoboth Beach tradition serving

Restaurant, Meeting & Banquet Guide

classic, American cuisine and premium drinks for over 30 years. Located in downtown Rehoboth and just two blocks from the beautiful beach, the Summer House has an upscale, yet relaxed beach atmosphere.



Taco Grande
600 S. Justison St.
Wilmington, DE
(302) 407-3180
www.tacogrande.com
Serving mouthwatering Mexican

food and delicious margaritas, this is a fun and new spot right on Wilmington's Riverfront. It's the perfect destination to celebrate a birthday, anniversary, or any special occasion. From hand-pressed guacamole and fresh flour tortillas made on site to authentic molcajetes, quesadillas, fajitas and more, they will surely impress your palette!

Tonic Seafood & Steak
111 W. 11th St.
Wilmington, DE 19801
(302) 777-2040
www.tonicSNS.com
Concentrating on serving only the best quality and freshest ingredients

available, Tonic has created a menu using prime steaks and made, in-house ingredients to ensure there is something everyone will love. The restaurant also has a lively bar and lounge with happy hour specials and live music in addition to an upscale dining room.

Washington Street Ale House
1206 Washington St.
Wilmington, DE 19801
(302) 658-2537
www.wsalehouse.com
Located in the heart of Wilmington's business district, Washington Street Ale House specializes in great food and

handcrafted beers—they have an extensive selection of local microbrews and over 24 on tap!

BREWERIES, DISTILLERIES, & WINERIES

Painted Stave Distilling

106 W. Commerce St.
Smyrna, DE 19977
(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. This is also a great spot to host private and public events by utilizing their tasting room/ art gallery, production space, and outdoor cocktail garden.

TBG at Braeloch Brewing
225 Birch St.
Kennett Square, PA 19348
(610) 612-9242
www.braelochbrewing.beer

Braeloch Brewing partnered with Jamestown Hospitality Group to create TBG at Braeloch Brewing. TBG, a spin-off of Tonic Bar & Grille, provides the food for both our taproom and special events. Braeloch Brewing is a place where the community can come for great craft beer, local food, and just hang out and enjoy what life has to offer.

Thompson Island Brewing Company
30133 Veterans Way
Rehoboth Beach, DE 19771
(302) 226-4677
www.thompsonislandbrewing.com

RESTAURANTS



Trolley Square Oyster House
1707 Delaware Ave.
Wilmington, DE 19806
(302) 384-7310
www.trolleysquareoysterhouse.com

Trolley Square Oyster House is a casual, seafood-focused eatery and local hot spot that offers the freshest seafood available. Stop by for a fun atmosphere that is sure to create a memorable dining experience, along with live entertainment.

STAFF FAVORITE
Regina Donato's favorite spot

Thompson Island Brewing Company is an independent craft brewery and restaurant that celebrates the coastal Delaware lifestyle. Located in Rehoboth Beach next to sister restaurant, Bluecoast Seafood Grill + Raw Bar, Thompson Island is named after an island in the Rehoboth Bay and is reminiscent of a beach picnic and bonfire of your childhood. A visit to Thompson Island Brewing Company will complement a day spent kayaking, paddle boarding, or relaxing on the beach with friends. The restaurant features a dining room, bar, porch, and beer garden with ping-pong and bocce ball.

COUNTRY/MEMBER CLUBS

The Clubhouse at Baywood

32267 Clubhouse Way

Millsboro, DE 19966

(302) 947-9225

www.baywoodclubhouse.com

Open to the public seven days a week, enjoy a relaxing atmosphere with stunning views featuring amazing coastal cuisine dishes created by our team of culinary professionals. Enjoy a drink on the verandah overlooking the beautiful greens or cozy up with friends and family in our intimate lounge or library room. Baywood has space for any event like a friendly happy hour, corporate retreat, holiday party, or wedding.

INCREDIBLE
PUBLIC
GOLF!

Deerfield

507 Thompson Station Rd.

Newark, DE 19711

(302) 368-6640

www.deerfieldgolfclub.com

One of Delaware's top-rated and most popular golf courses, Deerfield also features beautiful and flexible meeting and

BREWERIES, DISTILLERIES, & WINERIES



FUN FACT!

The winery is on the historic Mason-Dixon Line and contains an original witness stone and crown markers—#47.

Harvest Ridge Winery

447 Westville Rd.
Marydel, DE 19964
(302) 343-9437
www.harvestridgewinery.com

Chuck Nunan began making wine in his basement in 1995 with rave reviews. He and his wife, Chris, had purchased land in 2005 for a family farm, which he decided to turn into Harvest Ridge Winery. The winery is family-owned with internationally recognized wines. They have tasting rooms in both Marydel, DE and Toughkenamon, PA.

banquet space for corporate events, parties, weddings, and celebrations of all kinds.

DuPont Country Club

1001 Rockland Rd.

Wilmington, DE 19803

(302) 654-4435

www.dupontcountryclub.com

The DuPont Country Club, nestled within the rolling hills of the historic Brandywine Valley, is one of the premier venues to promote leisure activities through championship caliber golf courses, state-of-the-art tennis facilities and an updated fitness center. Elegantly decorated rooms, magnificent

natural surroundings, customized event planning and impeccable service make any event at the DuPont Country Club truly a special occasion.

Kings Creek Country Club

One Kings Creek Cr.

Rehoboth Beach, DE 19971

(302) 227-7172

www.kingscreekcountryclub.com

Kings Creek Country Club offers its members a championship 18-hole golf course, golf learning center, junior-Olympic size swimming pool and baby pool, two tennis courts, two pickleball courts, and a new state of the

art fitness center along with a dedicated and professional staff to serve your every need.

University & Whist Club

805 N. Broom St.

Wilmington, DE 19806

(302) 658-5125

www.universityandwhistclub.com

The historic Tilton Mansion, home to The University & Whist Club, has been a part of the Wilmington community for over 200 years. The Whist is a private city-dining club recognized for its long-standing reputation for fine dining and attentive service. The mansion offers 13 different private rooms,

Restaurant, Meeting & Banquet Guide

with state-of-the-art audio visual. These meeting and event spaces are open to non-members and accommodate up to 450 people throughout the mansion.

UNIVERSITIES & COLLEGES

The Bob Carpenter Sports/ Convocation Center – University of Delaware

631 South College Ave.
Newark, DE 19716
(302) 831-4016
events.bluehens.com

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, Bob Hannah Baseball Stadium, numerous athletic

fields, Rust Ice Arena, and an outdoor swimming pool.

Clayton Conference Center – University of Delaware

100 David Hollowell Dr.
Newark, DE 19716
(302) 831-2214

www.udel.edu/conferences

The University of Delaware's dynamic, academic main brings together classic Georgian-inspired architecture with modern spaces set among sprawling greens. Our first-class research institution adds credibility to meetings and events at Clayton Hall, a clean, modern facility featuring a theater-style auditorium, private meeting rooms, traditional classrooms, an impressive ballroom, and a striking, open lobby.

Delaware Technical Community College – Owens Campus

21179 College Dr.
Georgetown, DE 19947
(302) 259-6340

BREWERIES, DISTILLERIES, & WINERIES



Ocean View Brewing Company

85 Atlantic Ave.
Ocean View, DE 19970
(302) 829-1530

www.oceanviewbrewing.com

Ocean View Brewing Company is an independent craft brewery and restaurant with a happening atmosphere – including a fire pit and beer garden – delicious food, and great service.

NEW CRAFT
BREWERY

CONFERENCE CENTERS & MEETING SPACES

Stat International

1201 N. Orange St., Suite 700
Wilmington, DE 19801
(302) 884-6746
www.stat.international

Stat International 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/event facilities in their world-class headquarters conveniently located in downtown Wilmington.



STAFF
FAVORITE

Find Ken Evans enjoying his favorite cup of coffee here each morning

www.dtcc.edu/our-campuses/georgetown/facilities-rental

Located in Sussex County, the Owens Campus offers various meeting room layouts to accommodate small groups of 8-10 or larger groups of up to 325 with banquet style seating. Other options include lecture and breakout style rooms, high-tech computer classrooms, and a performing arts venue with seating up to 388.

Delaware Technical Community College – Stanton/George Campuses

400 Stanton Christiana Rd.
Newark, DE 19713

300 N Orange St.
Wilmington, DE 19801
(302) 454-3189

www.dtcc.edu/our-campuses/stanton/facilities-rental

Centrally located between New York City and Washington, D.C. the Stanton/George Campuses are only minutes from Interstate 95 and easily accessible by air, train, and car. Both campuses offers a newly renovated conference center, a gymnasium, high-tech classrooms, computer labs, small board rooms, video conference, catering, and free parking.

Delaware Technical Community College – Terry Campus

100 Campus Dr.
Dover, DE 19904
(302) 857-1709

www.dtcc.edu/our-campuses/dover/facilities-rental

Delaware Tech's Conference Services Unit provides exceptional customer service and meeting space in Kent County. There are two main conference facilities on campus: the Corporate Training Center and Del-One Conference Center. The facilities can accommodate groups from 5 to 600+. We can tailor our facilities to meet your needs.



Delaware State University

1200 N. DuPont Hwy.
Dover, DE 19901
(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

in the state, includes friendly and courteous service, and is handicapped accessible.

Goldey-Beacom College – Joseph West Jones Center –
4701 Limestone Road
Wilmington, DE 19808
(302) 998-8814
www.gbc.edu/about/campus-enhancement/jones-center

Neumann University
One Neumann Dr.
Aston, PA 19014
(610) 558-5587
www.neumann.edu/about/conferencing.asp

Neumann University has a multitude of space to offer. If you are looking to host a company meeting, retreat or luncheon, Neumann has unique and updated spaces to offer. Whether you need a conference room, classroom, lecture hall or multipurpose space we can accommodate your requests. Neumann prides itself in being a one-stop shop for all conference and event needs. From the room rental to media needs, parking, and catering, we are happy to help you plan your event.

The Tower Audion & Atrium – University of Delaware STAR Campus
100 Discovery Blvd.
Newark, DE 19713
(302) 831-1060
www.conferences.udel.edu/newark-campus

Designed for cultivating collaboration and based on the science of health, the Audion & Atrium is a combination space ideal for any meeting looking to gain momentum. First gather in the Audion—a flexible, ultra-modern tech space, then move your breaks or micro-sessions out into the open environment of the Atrium where a living wall

improves air quality. This is truly a healthy place to be productive.

The Virden Retreat Center – University of Delaware
700 Pilottown Rd.
Lewes, DE 19958
(302) 645-4100
www.conferences.udel.edu/lewes-campus

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 are available.

CONFERENCE CENTERS & MEETING SPACES
Chase Center on the Riverfront
815 Justison St.
Wilmington, DE 19801
(302) 425-3929
www.centerontheriverfront.com

The Chase Center is the largest special event facility in the Brandywine Valley. It boasts 90,000 square feet of versatile space and is perfect for

hosting corporate meetings, conferences, trade shows, conventions, weddings, and social celebrations. We offer 16 spacious meeting rooms, a 250 fixed-seat auditorium, dedicated open exhibit space and two beautifully appointed ball-rooms complemented by our delicious culinary creations and impeccable service.

Riverfront Events
760 S. Justison St.
Wilmington, DE 19801
(302) 656-2665
www.riverfronthyattevents.com

Riverfront Events is New Castle

BREWERIES, DISTILLERIES, & WINERIES



Dogfish Head Craft Brewery, Inc.
6 Cannery Village Center
Milton, DE 19968
(302) 684-1000
www.dogfish.com

Dogfish Head Craft Brewery makes off-centered ales for off-centered people. Since 1995, Dogfish has brewed with nontraditional ingredients such as raisins, chicory, maple syrup and grapes, changing the way people think about beer. Dogfish believes beer can have as much flavor, complexity, diversity, food-compatibility and ageability as the world's finest wines. To discover your favorite off-centered ale, visit www.dogfish.com.



Restaurant, Meeting & Banquet Guide

County's up-and-coming venue for corporate and social events, weddings, and much more! The Big Fish Restaurant Group is bringing its award-winning cuisine and culture of hospitality into 8,500 square feet of event space.

MUSEUMS

Biggs Museum of American Art

406 Federal St.

Dover, DE 19901

(302) 674-2111 ext. 101

www.biggsmuseum.org

Art enhances every event! Whether you are hosting a monthly training meeting, an 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.

CELEBRATING
25 YEARS!

Copeland Maritime Center at the Kalmar Nyckel Shipyard

1124 E. 7th St.

Wilmington, DE 19801

(302) 429-7447

www.kalmarnyckel.org

Adventure awaits! Kalmar Nyckel, the Tall Ship of Delaware, offers day, evening, and pirate sails, private parties, and educational programs onboard or dockside each sailing season. The Copeland Maritime Center, on the shipyard campus, offers a stunning year-round riverfront venue for experiential learning, field trips, team building, plus private rentals for business and social events.

THEATERS & ENTERTAINMENT

The Brandywiners, LTD.

(302) 478-3355

www.brandywiners.org

The Brandywiners have been producing summer musicals at Longwood Gardens since 1932 and donate their proceeds to benefit the arts. With more than 300 active members, a thriving chorale, and an annual large-scale production, the Brandywiners strives to deliver consistent and exceptional theatrical and vocal experiences throughout Delaware and the surrounding area.

The Baby Grand

818 N. Market St.

Wilmington, DE 19801

(302) 652-5577

www.thegrandwilmington.org/venues/the-baby-grand

Originally the Aldine Theater, The Grand acquired the lot in 1992 to create the Edith and Alexander F. Giacco Building in 2000. Now it's a cozy 305-seat theater which occupies the first floor with a large lobby area including a café area and a bar, it's the perfect spot for school functions, recitals, weddings, and more!



The Grand Opera House - Copeland Hall

818 N. Market St.

Wilmington, DE 19801

(302) 652-5577

www.grandopera.org

The Opera House has been home to some of the world's most gifted artists for over 130 years. As historic as it is aesthetic, the 1,140 seat theater represents both the physical and symbolic heart of The Grand.

Wilmington Children's Chorus

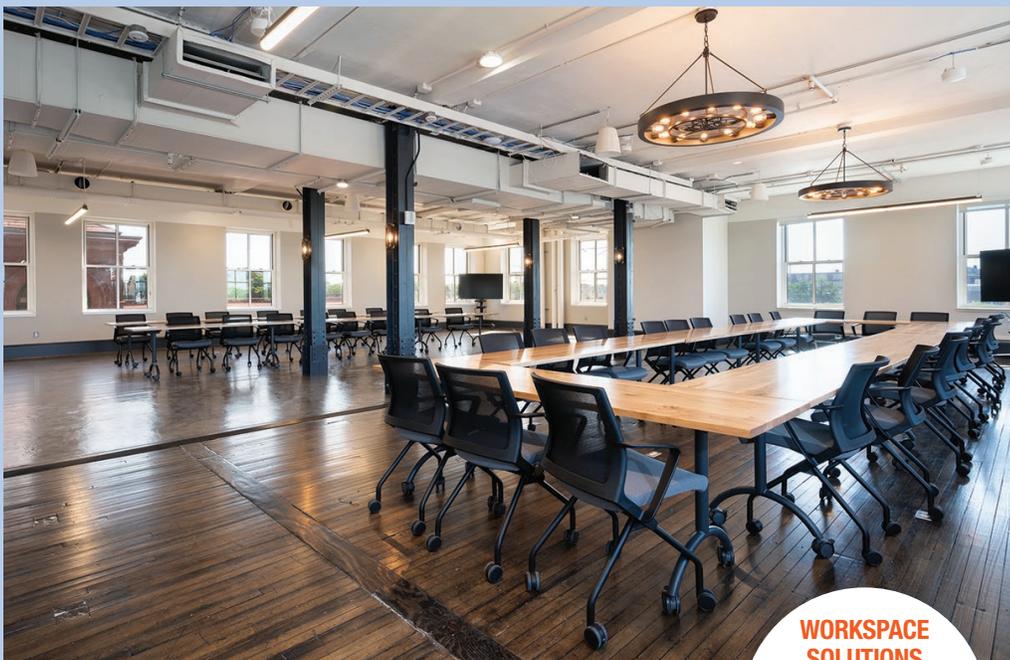
1101 N. Market St.

Wilmington, DE 19801

www.WilmingtonChildrensChorus.org

The Wilmington Children's Chorus (WCC) is the nation's only tuition-

CONFERENCE CENTERS & MEETING SPACES



WORKSPACE SOLUTIONS

Dynamic, flexible
coworking space
designed to elevate
your business

CSC Station

112 S. French St.

Wilmington, DE 19801

(302) 636-5492

www.cscstation.com

Located in the original Pennsylvania Railroad building directly beside the Biden Amtrak Train Station, CSC Station grew out of CSC's deep commitment to their hometown of Wilmington and interest in creating new ways to help businesses grow and thrive in Delaware. With many options including a spacious conference center, event space, phone booths, private offices, and coworking space, CSC Station has a solution for all your needs.

free, community children's chorus. Based in Wilmington, WCC is dedicated to empowering young people to change their world through music.

PHOTOGRAPHERS

Final Focus

301 A St.
Wilmington, DE 19899
(302) 655-7718
www.finalfocus.com

Dick Dubroff is a professional photographer specializing in corporate and commercial photography, headshots for business professionals, and special event photography. His company, Final Focus, is located in a 4,000 square foot studio located on the riverfront in downtown Wilmington, Delaware.

Kevin P. Tucker Photography

kptuckerphoto@gmail.com
www.kevintucker.com

A visual journalist who provides both digital and cinema photography.

Nick Wallace Photography

805 Hubble Ave.
Bear, DE 19701
(302) 312-8077
www.nickwallacephotography.com

Nick Wallace is a Delaware-based portrait photographer with a unique modern style. Using a blend of creativity and naturally candid moments, Nick is sure to provide timeless images from any occasion.

VIDEOGRAPHY

1440 Film Co.

605 N. Market St.
Wilmington, DE 19801
(302) 299-5916
www.1440filmco.com

1440 Film Co. is a full-service video production company

MUSEUMS



OFF TO THE RACES!
Home to Point-to-Point
and the Delaware
Antiques Show

Winterthur Museum

5105 Kennett Pike
Wilmington, DE 19735
(302) 888-6103
www.winterthur.org

Winterthur Museum's acres of grounds, picturesque gardens, and various indoor locations provide the backdrop you will never forget. From space for off-site staff meetings to elegant galas for hundreds, our diverse array of venues includes a space perfect for all your events. Each event is customized to meet your individual needs.

that specializes in commercial, documentary, and branded content. There are 1,440 minutes in each day. Our intention is to make each one count, on screen and off.

Short Order Production House

625 N. Orange St.
Wilmington, DE 19801
(302) 656-1638
www.shortorder.co

Short Order Production House, a full-service video production company that specializes in commercial, documentary, and

branded content for agencies, Fortune 500s, and local nonprofits alike.

TELEDUCTION, Inc.

P.O. Box 7769
Wilmington, DE 19803
(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, they have created

nationally and internationally distributed documentary films, along with hundreds of award-winning video programs for local and regional clients.

CATERERS

Big Fish Events

Upstate Events: (302) 668-7217
Downstate Events: (302) 226-5500
www.bigfischevents.com

Big Fish Events, the catering division of the Big Fish Restaurant Group, provides exceptional dining experiences and signature

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events in their restaurants or at your venue! Experience our genuine hospitality and enjoy our award-winning cuisine at your next special occasion.

Jamestown Catering Co.

2510 W. 5th St.

Wilmington, DE 19805

(302) 510-8071

www.jamestowncatering.com

Jamestown Catering aims to provide world-class experiences that leave memorable impressions. From family gatherings and celebrations to corporate events, they will ensure your event is a success. There is

no vision that we cannot execute for your special event—including weddings, corporate gatherings, and graduation parties.



Janssens's Catering

3801 Kennett Pike

Wilmington, DE 19807

(302) 654-9941

www.janssensfinefoods.com/shop-janssens/catering

Throwing a dinner party or holiday gathering? Let us provide you with everything from “soup to nuts” or

perhaps just a few special side dishes to add to your menu. For corporate events, choose from a delicious array of continental breakfasts, sandwich trays, box lunches and more! Delivery is available.

Market Craft Catering

37369 Martin St.

Rehoboth Beach, DE 19971

(302) 227-3707

www.marketcraftcatering.com

Market Craft Catering is a Rehoboth Beach based corporate catering company that is also a part of the award-winning Big Fish Restaurant Group. They are

devoted to creating delicious food that is fresh, homemade, and truly unique.



McKean High School – Highlander Café

301 McKennan's Church Rd.

Wilmington, DE 19808

(302) 992-5520

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Higher Learning

From left: Bernadette Dorsey Whatley, Debbie Harrington, Devona Williams, Lois Hobbs, Estbelda “Stell” Parker-Selby, and Margie Lopez-Waite



The New “Power of WE”

Emerging female leadership at Delaware State University

BY DR. STEVEN H. NEWTON | PHOTOS BY EMIR LAKE PHOTOGRAPHY

A DECADE AGO, Dr. Devona Williams was appointed to the Delaware State University Board of Trustees. Holding a Ph.D. in Public Policy and running a successful performance consulting company that provides advice to the governing boards of multiple organizations, she didn't let the fact that there has never been more than two female trustees out of fifteen on the University's board bother her. "I was ready to make a difference in higher education. I was really surprised that there were so few women," she says, remembering that moment.

Then, in an early interview, the ground shifted. Asked about her objectives, Williams mentioned that she aspired to become part of the Board's leadership, even reaching the chairmanship one day. "Oh, no,' they immediately said to me. We think you're not ready for that," Williams recalls. "The clear implication was that I—as a woman—would not be involved in leadership, and the culture wasn't ready for that change."

At that point, Williams reflects, "I had the choice to walk away from a clearly male-dominated organization or dig in my heels and get to work." She thought about all the talented women in Delaware who should be University trustees or in the institution's top leadership, and about the 60 percent female student population and decided, "This is a cause worth fighting for."

Six years later Williams was sworn in as Chairperson of the Board of Trustees as fellow Board member, Dr. Wilma Mishoe, became

the University's first female president. Two years later, Dr. Saundra DeLauder became Delaware State University's first female provost and chief academic officer, and the University's gender-inclusive leadership had entirely changed.

Today eight of the 14 trustees are women, as are nine of the 16 members of the vice-presidential-level Administrative Council that reports directly to the University President, as well as three of the five academic deans.

"It's no coincidence that during the same decade that enrollment grew by 40 percent, research funding went from \$17 to \$26 million annually, fundraising hit over \$40 million in 2020 despite COVID-19, and we became the number three public Historically Black College or University (HBCU) in America," observes former President Mishoe.

"When you become absolutely committed to eliminating all glass ceilings for women, you find all of these exceptionally talented people eager for the chance to prove themselves." — Dr. Irene Chapman-Hawkins

From left: Dr. Cheresé Winstead-Casson, Dr. Lynda Murray-Jackson, Dr. Clytrice Watson, Dr. Patrice Gilliam-Johnson, Dr. Saundra DeLauder, Dr. Melissa Harrington, Dr. Gwendolyn Scott-Jones, Dr. Francine Edwards, and Jarso Saygbee.



Higher Learning

“When you become absolutely committed to eliminating all glass ceilings for women, you find all of these exceptionally talented people eager for the chance to prove themselves,” says Dr. Irene Chapman-Hawkins, chief administrative officer and head of human relations. “We’ve been able to enlist individuals with experience and leadership skills far beyond what organizations with a more restrictive view can recruit.”

The credentials of these leaders bear out that assertion. Mishoe brought a lifetime career in higher education—including a prior stint as a university president—with her when she assumed the position held three decades earlier by her father. Lois Hobbs benefited the Board with her experience as superintendent of the Indian River School District. Dr. Debbie Harrington followed a career in U.S. Army global logistics as the associate director of the Delaware Division for the Visually Impaired. Margie Lopez Waite heads the prominent Las Américas ASPIRA Academy charter school in Newark.

From the corporate world, Jocelyn Stewart, now retired, directed community investment for Barclaycard US and Bernadette Dorsey Whatley is a managing director at JPMorgan Chase. The Grand Dame of the Board is undoubtedly Esthela “Stell” Parker Selby, whose fifty-year career in Delaware public education, community service, and political leadership is literally unparalleled. “All of the direct public and higher education experience on this Board resides in the women,” Williams observes, “and that’s an excellent example for the young ladies who constitute the majority of our students.”

The same metrics apply to the female vice presidents and deans, Chapman-Hawkins notes. “LaKresha Moultrie came from the Attorney General’s office to run legal affairs, Jackie Griffith left the Delaware House of Representatives’ financial staff to direct government and community relations, and Patrice Gilliam-Johnson is a former Secretary of Labor turned academic dean.”

“Nobody ever set out to recruit and promote ‘only women,’” emphasizes Provost DeLauder. “Instead, we slowly changed the organizational culture to look for the most qualified people available regardless of gender. When you do that, things change rapidly.”

Dr. Francine Edwards, who has been faculty union president, dean of the College of Humanities, Education, and Social Sciences, and now deputy chief administrative officer observes that “women in leadership positions generally promote a more collaborative leadership style that also emphasizes the importance of family and work-life balance.”

Edwards recalls that when one of her children suffered from a traumatic illness, Delaware State University allowed her “exceptionally flexible” working conditions for more than a year, the kind of adaptation now routinely extended to employees at all levels. “When my adult son faced a long-term hospital stay for a life-threatening condition,” agrees Chapman-Hawkins, “the hospital staff was astounded to find me sitting at his bedside, day after day, working remotely as a senior vice president. When your organization cares enough about its people to extend that



“Students always noticed that no matter how high-level the group might be, there are women at the table as senior decision makers. It has been an extremely empowering experience, and it has changed my expectations for my own career.”

— Emily Campanelli, 2022 DSU graduate

sort of family-related accommodations, it pays off in loyalty, innovation, and achievement.”

The example is not lost on the students. 2022 graduate Emily Campanelli, a political science major and athlete, says, “Students always noticed that no matter how high-level the group might be, there are women at the table as senior decision makers. It has been an extremely empowering experience, and it has changed my expectations for my own career.”

Williams dismisses the idea that she has been the primary catalyst of all these changes. “I was one person, and even on the Board being one person is not enough to create systemic change so quickly. There were already a lot of women here who saw the situation the way I did. As we began networking, the change grew organically. That is one of my most positive takeaways from the experience: we are not unique. Any organization can benefit from making the decision to open ALL opportunities to women.” ■



Dr. Steven H. Newton is professor emeritus of history and political science at Delaware State University, who served until his recent retirement as presidential fellow for media relations and executive communications on the administrative council.



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It's All About Convenience

Adult learners benefit from personalized academic pathways

BY VIRGINIA GOULD

HIGHER EDUCATION INSTITUTIONS are providing students with customized academic pathways. And that's a good thing, since students start their academic programs with specific goals, life circumstances, and experiences that may include prior coursework or even proficiencies gained while working.

According to the U.S. Department of Education, 43 percent of all full-time undergraduate students and 81 percent of part-time undergrads were employed while enrolled in higher education institutions in 2017. Forward-thinking universities understand that working students need convenient academic options while juggling professional and personal obligations with schoolwork.

Wilmington University, a pioneer in serving working adults, helps

students craft academic pathways that meet their individual goals. Adult learners face many challenges, but they can also leverage their prior knowledge and college credits to shorten their paths to graduation. When developed with skill and care, personalized pathways can track coursework closely to specific career interests and incorporate multiple academic credentials to increase the return on education investment.

Here are personalization features students may consider:

Customization Through Minors, Concentrations, and Certificates: The foundational coursework of many degree programs sets the stage for a deeper study of targeted topic areas and the development of specialized skills. Offering a variety of concentrations, minors, or certificates allows students to align learning with goals or address gaps in their professional



fulfill their remaining 18 credits in several ways: by transferring up to 12 previously earned graduate-level credits; completing a 15- or 18-credit graduate certificate or concentration; or working with faculty to design a learning plan from a list of approved courses.

Stackable Credentials: Students can earn connected credentials, like degrees and certificates, that stack upon each other to create academic pathways. Wilmington University’s Dual-Credit ADVANTAGE™ allows them to use electives in their degree programs to earn related certificates—without extra time or tuition—by applying course credits to more than one academic program.

Comprehensive Advising: Academic plans can be complex. They involve schedules, formats, proper course sequencing, and other factors. At Wilmington University, knowledgeable and caring advisors serve a critical role because they guide students throughout their academic journeys. They understand that every student is unique, and each deserves academic success. ■

experiences. That saves an enormous amount of time, energy, and resources because the courses they choose are the ones they need.

Innovative Program Structure: Pioneering programs feature new ways for students to construct degree programs. For example, Wilmington University’s new online Master of Science in Professional Studies program builds on a 15-credit foundation of leadership and communication courses and a three-credit thesis, internship, or capstone project. Students can



Virginia Gould is a marketing content specialist for Wilmington University.

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Where Big Ideas Come to Life

BY BETH BRAND

A UNIVERSITY OF DELAWARE (UD) student created the touchscreen technology you may be using to read this. And, at this very moment, a UD student is probably working on something else—a gadget, app, pharmaceutical product—that will make your life better, easier, or healthier.

The University of Delaware is a place where big ideas come to life, where our students work alongside, investigate, learn, and are mentored by industry experts.

On UD's Science, Technology and Advanced Research (STAR) Campus, students learn in-demand skills through internships, research projects, and co-ops with resident companies.

The soon-to-be-opened FinTech Innovation Hub is just one spot where our students will grow right along with an industry. Discover Bank plans

to incubate community-minded fintech startups inside. There, they will be joined by the Delaware Small Business Development Center and spaces belonging to UD's business and engineering colleges.

Just across the lawn, in the Ammon Pinizzotto Biopharmaceutical Innovation Center, students and faculty examine analytical solutions to the challenges inherent in manufacturing biopharmaceuticals. These complex medicines produced from living cells—from insulin to COVID-19 vaccines—are highly effective, but extremely challenging to make. A new research partnership between UD and Waters Corporation, a pioneer in scientific measurement, has scientists from the Massachusetts-based company collaborating with some of UD's best and brightest to find solutions.



At Christiana Care’s Gene Editing Institute on STAR Campus, student interns work alongside research scientists (some of whom are UD alumni) digging into critical projects to move promising technology forward. Students and alumni also team up in STAR’s Chemours Discovery Hub on everything from improving logistics on existing products to developing new clean energy solutions. Meanwhile, on the same campus, business students intern with the Blue Hen founders of Predictive Analytics Group, assisting the management consultancy with its data-driven forecasts that help companies minimize the risk of making a wrong decision.

For the companies, these student experiences can be valuable recruiting tools in a hot employment market.

DEGREES OF THE FUTURE

UD students train for degrees that meet the demands of not only the present but the future. Digital protection is vital in every industry, particularly areas of regional strength such as fintech and the defense sector. In Delaware, roughly 3,000 individuals work as cybersecurity and systems engineers, and many more are needed. UD is responding to this market need with the University’s new cybersecurity bachelor’s degree program, which will welcome its first students this fall. The program’s curriculum will prepare graduates with the foundational knowledge and skills to protect and secure the privacy of computer systems, networks, and data programs.

Meanwhile, engineers of a different sort are already on a divergent, yet parallel employment path. The brick-and-mortar world is increasingly built on zeros and ones. Through models, virtual reality and visualizations, facilities can be virtually constructed before ground is broken. The work, done by construction engineers, helps identify potential problems, refine construction techniques, ensure safe and productive job sites, and

facilitate success. Last year, UD granted its first undergraduate degrees in construction engineering and management. The major provides students with the foundation essential for professional licensure, valuable experience through co-op requirements, and formalized training in business essentials.

And, in the ever-expanding frontiers of health care, Blue Hens are answering the call. When you go to the doctor’s office or a lab for bloodwork, you meet a nurse or phlebotomist, who draws your blood. But the person you’ll probably never meet will be the first to know whether you have high cholesterol, diabetes, or a variety of other conditions. An estimated 60-70 percent of all decisions regarding a patient’s diagnosis, treatment, hospital admission, and discharge are based on the results of tests performed by the unsung health care heroes known as medical laboratory scientists. Yet, this work is in critically low supply with nearly 26,000 annual openings and a projected job growth of 11 percent this decade, a percentage faster than the average for all occupations, according to the Bureau of Labor Statistics. UD is home to one of the country’s premier medical laboratory programs. Founded in 1949, the major maintains a legacy of academic strength paired with a concentrated focus on the cutting edge of technology.

Partner with UD and join our community powered by changemakers:

<https://www.udel.edu/research-innovation/star/partnering-with-ud/> ■



Beth Brand is vice president and university secretary at the University of Delaware.



Meeting Delaware's Workforce Demands

Responding to employer needs is central to Delaware Tech's mission

CONTRIBUTED BY DELAWARE TECHNICAL COMMUNITY COLLEGE

RESPONDING TO THE DEMANDS of the state's workforce is central to Delaware Tech's mission, which is why employers often approach the College for help when they have a need for education and training in a particular area. Three of the most recent examples include the College's new Bachelor of Science in Elementary Education, Bachelor of Science in Nursing program, and diesel technology training through its Workforce Development and Community Education division.

"As Delaware's only community college, we play a critical role in responding to the state's labor market and community needs," said Delaware Tech President Mark Brainard. "This means we not only help our state's employers, but all the people of our state who take advantage of

the services those employers provide."

For example, Delaware's public school superintendents approached the College in 2019 asking for help to address the state's teacher shortage, which has since been exacerbated by the effects of the COVID-19 pandemic. Their idea was to create a pipeline to "grow their own" teachers with students who could return to their home districts to teach once they received their college degrees. Because 97 percent of Delaware Tech graduates remain in the state, the superintendents suggested the College develop a bachelor's degree in education to prepare teachers who would then work in Delaware.

"Delaware Tech's existing Associate of Arts in teaching and partnerships

with local schools provided a solid foundation for responding to this call to action from the school chiefs,” said Dr. Lisa Peel, associate vice president for academic affairs.

After three years of research and planning, Delaware Tech is offering a Bachelor of Science in Elementary Education at the Wilmington, Dover, and Georgetown campuses for the first time this fall. The College surveyed district and school leaders, 94.9 percent of whom supported the College creating the bachelor’s degree program to produce certified teachers. The program includes a combination of in-person and online coursework that culminates in a year-long residency experience to further diversify and strengthen the pipeline to Delaware schools.

“Delaware Tech’s Bachelor of Education fills a significant need throughout the state of Delaware,” said Dr. Kevin Fitzgerald, former superintendent of the Caesar Rodney School District who now works to support school leaders through the Delaware Academy for School Leadership. “The opportunity for high school students in Teacher Academies to transition into an affordable program while staying connected with their community is a win for the students wishing to become teachers, the districts facing a teacher shortage, and most importantly, Delaware’s schoolchildren.”

“As Delaware’s only community college, we play a critical role in responding to the state’s labor market and community needs. This means we not only help our state’s employers, but all the people of our state who take advantage of the services those employers provide.” —Mark Brainard

The College had previously begun a Bachelor of Science in Nursing (BSN) program after being approached by Delaware hospitals asking for an RN-to-BSN program for nurses so they could meet the education requirements to achieve Magnet Recognition by the American Nurses Credentialing Center. This program began in 2017, offering registered nurses the opportunity to earn their BSN degree at Delaware Tech.

Since the program was implemented, 298 students have graduated with their BSN degree. But even prior to adding the BSN program, Delaware Tech had been working to address a projected nursing shortage outlined in a 2002 report from the Delaware Healthcare Commission. With the support of the Health Fund Advisory Committee, the College developed a New Nurse Development Program to educate nurses for the Delaware Department of Health and Social Services, hospitals, long-term care facilities, and other health care facilities throughout the state.

And back in 2019, Delaware Tech broke ground on an Automotive Center of Excellence (ACOE) at its Georgetown campus and began offering diesel technology classes at its Middletown Center, which also

offers certificate programs for heavy equipment operators, small-engine repair, and construction safety. The opening of the Middletown Center and the Automotive Center of Excellence came in direct response to the demands of the local workforce, which was in desperate need of trained and certified diesel mechanics.

The College celebrated the opening of the 13,500-square-foot ACOE in October 2021, which, along with the Middletown Center, houses the first diesel mechanic training program in the region. The ACOE doubles the number of automotive technicians trained at Delaware Tech in Georgetown each year from 20 to 40 and allows the College to train up to 15 diesel mechanics per year.

“Delaware Tech is a great example of our educational institutions responding to our state’s workforce needs,” U.S. Senator Tom Carper said when the ACOE opened. “This center will not only be an economic driver for the region, it will also keep our local students interested in learning this trade here.”

These are just some of the most recent examples of Delaware Tech’s response to workforce needs, but the College will continue to focus on its mission to meet ever-changing employer demands, which have also been impacted by the pandemic. Stay tuned. ■

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Colleges: Listen to and Learn From Business Partners

Your students will thank you **BY DR. AMY GRATCH HOYLE**

COLLEGE GRADUATES have an advantage in the job market, but employers want new hires to have more than a degree. Employers want to see evidence on a candidate's resume of leadership, ability to work in a team, written and verbal communication skills, and a strong work ethic. The challenge for colleges is to determine the experiences that provide the most persuasive evidence of these attributes.

Listening to business partners and acting based on what we learn from them are keys to any university's success in preparing students for current and future needs of work. Business partners know what they are looking for and can provide direction in the creation of new programs and the most relevant experiences for student learning in existing programs.

Neumann University, in Aston, Pennsylvania, knows that building relationships with external stakeholders is vital. These relationships are important because when we listen to employers, we learn a great deal about what skills and knowledge students need for future success, as well as what experiences are most valuable in preparing students for the workplace. Conversations with business partners—who frequently work with us on advisory councils—have resulted in the creation of new majors at Neumann, such as undergraduate programs in both cybersecurity and digital media.

Not only were these programs the result of dialogue with business partners, but partnerships are also critical to the success of these programs. Business partners provide opportunities for experience in the field through internships. Through our partnerships, we also hire experts still working in the field to serve as instructors in college courses. In addition, partners volunteer as guest speakers to enhance the academic experience.

All these efforts help strengthen student resumes, which reflect experiences through which they have gained important leadership and collaborative skills. In addition to developing essential workplace skills, our partners provide the real-world opportunities for students to network and discover the marketplace positions that best fit their talents and career goals.

Every student at Neumann completes an internship prior to graduating. These internships are crucial for students and provide opportunities to apply skills and knowledge in the classroom. For instance, in Neumann's



undergraduate social work program, students shadow practicing social workers throughout their senior year. These students participate in a Virtual Skills Lab three times during the internship to enhance the experience. Based on input from field supervisors and their prior experience as social workers, faculty identify the points at which students are most challenged and schedule the labs to provide practice for students to improve their skills. The Virtual Skills Lab is also an excellent opportunity to collaborate and network with students studying social work in other colleges.

The best way for colleges to meet the current and future needs of business is to listen to employers on what they need and provide students with the experiences that will develop those critical skills. ■



Dr. Amy Gratch Hoyle is dean of the School of Education and Human Services at Neumann University.



Education & Training for the “New Collar” Workforce

Goldey-Beacom College is creating new certificate and degree programs to meet employer needs

BY COLLEEN PERRY KEITH AND JOEL WORDEN

A RECENT ARTICLE in the *Wall Street Journal*—“Blue-Collar Workers Make the Leap to Tech Jobs, No College Degree Necessary”—discussed the talent transition that occurred during the COVID-19 pandemic as employees shifted from blue collar into “new collar” roles. Many of these employees prepared themselves for new roles through specialized courses or training offered by non-college or university entities.

We who lead colleges and universities celebrate the trend toward life-long learning but also must learn from the data we are seeing. If we are to remain relevant for the workforce education needs of today’s employers, we must differentiate for potential students and employers what a college

degree can offer, and we must create additional options for students.

In many cases, specialized courses and training are skills-based and focused on equipping students narrowly and quickly. As the *Wall Street Journal* article shows, the marketplace needs this. However, the nature of a quick-hitting program is that students may scratch the surface of a topic without learning deeply and developing the understanding it takes to solve problems at a root level. Unfortunately, this takes time. They don’t call it the 10,000-minute rule. The value proposition that a college degree offers is the opportunity to take that time and grapple with subjects at a deep level, guided by experts in the field.

Nonetheless, it is also true that colleges and universities must adapt and create additional options, recognizing that students' needs vary. Offering a range of learning opportunities has the best chance of empowering the most people with the benefits that college offers. Proudly, Goldey-Beacom's roots are in workforce training, and we have leaned into our roots to re-envision education and training for the "new collar" workforce.

Working together to address a changing landscape, the faculty and administration at Goldey-Beacom College (GBC) have added new certificates and degree programs that directly address the workforce needs employers are telling us they see. New programs in Business Analytics and Interdisciplinary Studies will begin in fall 2022, a concentration in Supply Chain and Logistics is being developed, as is a Master of Business Administration (MBA) with a concentration in Marketing Management and a Master of Science in Marketing/Marketing Analytics. The latter two will be STEM-eligible and brought to the marketplace within a year. We are also offering a STEM-eligible MBA.

Additionally, several undergraduate and graduate certificates are in various stages of the approval process: Human Resource Management, Entrepreneurship, Human Services, Health Care Management, Marketing and soon, Supply Chain and Logistics. The addition of these certificates has led to the creation of some market-driven courses such as Customer Analytics, Advanced Customer Analytics, and Leading Business with Morals and Ethics.

At Goldey-Beacom College, we have always taken the time to blend technical skills, theoretical knowledge, and interpersonal connection to ready students for success in the workplace. Students who choose GBC stand to not only be better prepared upon completion of their certificate or degree, but they will also earn more over their careers. According to the U.S. Bureau of Labor Statistics, an earned bachelor's degree means about \$27,000 more per year than an earned high school diploma. Across a 40-year career, that's a significant difference! At GBC, with our new certificate offerings, students can earn a certificate with just a few courses, enter the workforce, and then return to earn a bachelor's degree when they are ready. The depth of understanding, skills, and emotional intelligence gained will empower them for both the present and the future. ■



Colleen Perry Keith, Ph.D. is president of Goldey-Beacom College.



Joel Worden, Ph.D. is assistant vice president of academic affairs and associate provost for academic programs at GBC.

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Securing Your Financial Future

Bank of America offers resources to help young adults reach their financial goals

BY CHIP ROSSI



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BACK-TO-SCHOOL SEASON is upon us, and it is important to discuss spending habits as well as tips on budgeting and saving. A recent Bank of America Better Money Habits survey found that while Gen Z is knowledgeable about basic financial concepts, knowledge levels start to decrease when it comes to topics more critical to securing a financial future—such as credit scores, paying down debt, applying for/managing credit cards, investing, and saving for retirement.

Learning more about your money can help build financial know-how. Here are some suggestions to consider:

- **Reduce debt with smart saving and spending:** One way to lighten your debt load is to practice responsible credit card habits. When using a credit card, make sure to pay off your balance on time and in full and only make purchases you can pay back. Spending within your means will leave more money at the end of every month and help reduce your debt. As an added bonus, spending less than your limit allows will also help you build a stronger credit score.

- **Make sure you're not leaving financial rewards on the table:** As you're reviewing your financial plan, make sure you're taking easy steps to get rewarded for all your everyday spending. Enroll in loyalty programs of the places you shop with the most, including department, grocery, and clothing stores, restaurants, and more. As you spend, use a cash back credit card to get even more money back. Don't forget to enroll in a banking rewards program. Your bank might reward you for your relationship—consider consolidating your finances with one banking institution to take advantage of that opportunity.

- **Use investing platforms with educational resources:** As the most internet-savvy generation, Gen Z is best positioned to access and understand digital tools—and investing should be no different. Bank of America alone saw an increase of 525,000 new accounts on its Consumer Investments business in 2021. With the increase in new, young investors to the market over the past year, it's more important than ever for young investors to brush up on their financial knowledge and use digital platforms that feature educational resources. Using digital tools is just one way that investors, both seasoned and new, can expand their financial literacy and become more confident investors.

Bank of America's website and its Better Money Habits online resource provides a number of tools and easy-to-understand videos. The platform offers free financial education content that breaks down financial topics in ways that are approachable and easy to understand, and connects people at all life stages to relevant tools that help build know-how to help them take action toward their financial goals. It also includes specific resources catered to Gen Z and young adults, covering topics including budgeting, building credit, borrowing, investing and more. ■



Chip Rossi is president of Bank of America Delaware.



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Chip Rossi
President, Bank of America Delaware

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Gold as a Hedge Against Economic and Geopolitical Turmoil

BY SCOTT SCHWARTZ

IN APRIL 2022, the annual rate of inflation surged to 8.5 percent¹. That is the most rapid year over year increase in inflation since December 1981 when annual inflation reached 10.3 percent².

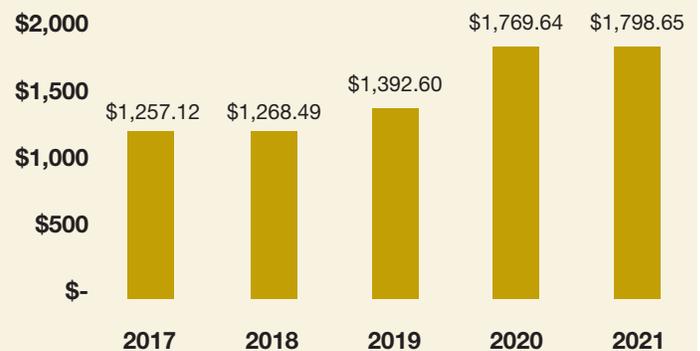
Rising inflation, the COVID-19 pandemic, and the Russia invasion of Ukraine have compounded the geopolitical and economic distress that surfaced since the pandemic began more than two years ago. The resilience of the U.S. economy and strength of the dollar are being tested under these difficult and unprecedented conditions. At times like this, gold investments come into focus.

Gold was viewed as a “safe haven” asset class during periods of hyperinflation (1978-1980), global financial crisis (2008-2012), and when there is an excessive amount of dollars in circulation (April 2020-present). Investing in gold is similar to having insurance since the primary objective is to hedge the risks of a decline in purchasing power and holding wealth in declining U.S. dollars. Under normal circumstances, investors acquire gold to diversify their portfolios due to its historically low or negative correlation against other asset classes, including U.S. dollars. A multi-asset portfolio with an allocation to gold may provide a better risk-adjusted

return than a multi-asset portfolio without.³

FidelityTrade Incorporated offers a simple way to own gold coins and bars, including Gold and Silver American Eagle coins which are purchased directly from the United States Mint. Customers can take

Average Gold Price



physical possession or have their gold securely held in our depository. FidelityTrade assists individuals with purchasing gold in their IRA and offers a low minimum monthly purchase plan. Customers can also sell gold to FidelityTrade. Our experienced staff is incentivized by good customer service, and not by sales. ■

This article is for information purposes only. Nothing contained herein constitutes investment advice and it should not be relied upon as such. FidelityTrade is not a financial advisor or tax advisor. You should consult with your financial advisor and tax advisor to discuss your investment objectives, tax status, or investment horizon.

1 <https://www.usinflationcalculator.com/inflation/historical-inflation-rates/>

2 *Id.*

3 Frederic Dodard and Abigail Greenway, *A Case For Global Diversification: Harnessing the Global MultiAsset Market Portfolio*, IQ Insights, State Street Global Advisors, ISG EMEA, 2015.



Scott Schwartz is FidelityTrade's executive vice president and general counsel.



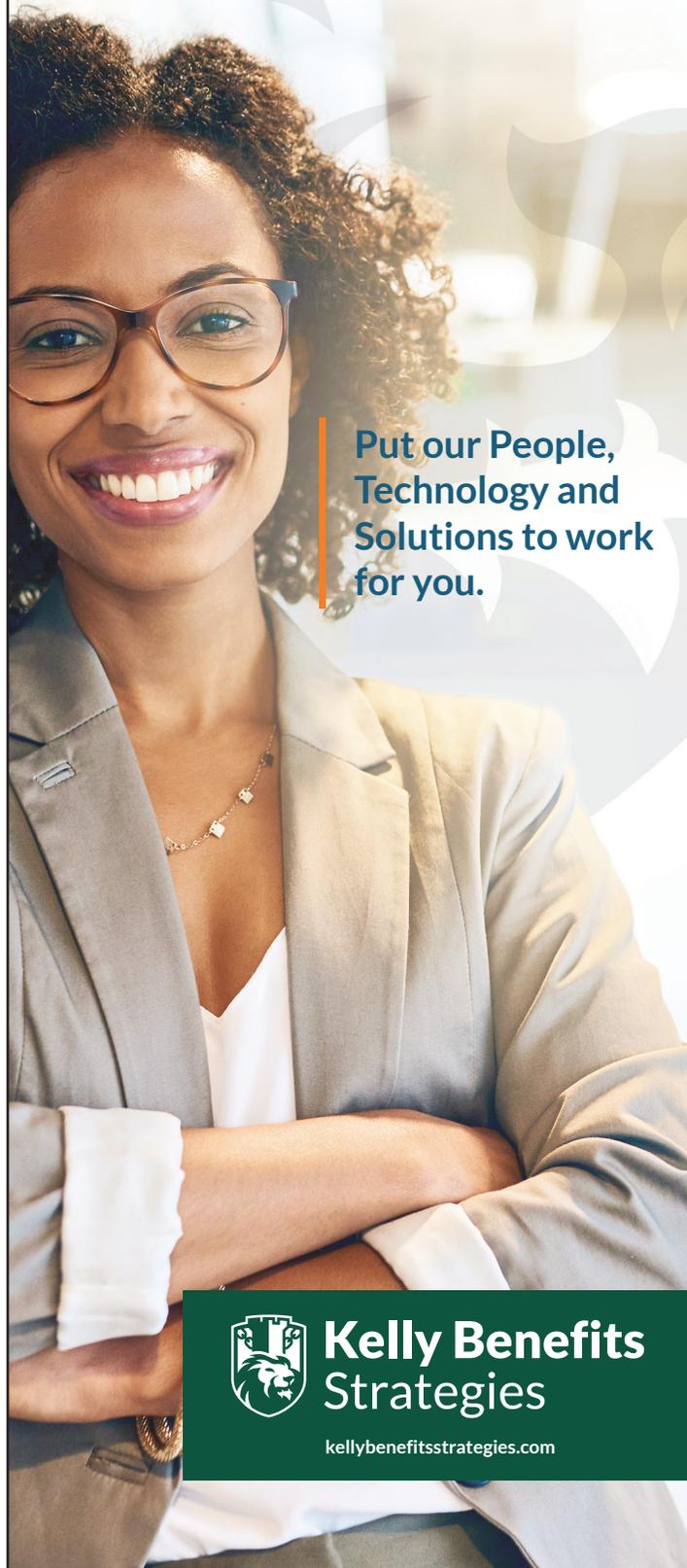
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Investment Strategies for an Inflationary World

BY NICHOLAS HOESCHEL, CFP®, RFC®

THE INVESTMENT INDUSTRY ended 2021 with an abundance of optimism. Many areas of the market were considered overpriced from a “fundamentals” standpoint, and growth stocks repeatedly hit high watermarks last year.

Throughout most of 2021, the Federal Reserve Bank told us that inflation was transitory. It seems they were wrong. The Fed has two jobs: (1) maintaining maximum employment and (2) ensuring price stability, or in other words, keeping inflation near the two percent target. The Fed has done a great job with their first objective, but the inflation rate has spun out of control. As a result, many stock markets around the world have experienced a bad first half of 2022. How do we as investors protect ourselves in this type of environment?

The investor must first ask themselves “what is my investment objective?” Are you investing for long-term growth or investment income?

If seeking long-term growth, your strategy should be a little easier. Stocks go up and down through a market cycle. If you simply hold a diversified mix over the long run, you’re likely to achieve good results. But if you have gotten

this far in the article, you probably want a better understanding of what’s happening “under the hood” of an investment portfolio.

We currently have too many dollars chasing too few goods. This causes the price of goods to increase, also known as inflation. To fight inflation, the Fed will reduce the money supply and increase interest rates. When rates are raised, it makes buying goods and services more difficult for the everyday consumer, and this will decrease consumer demand. People will spend less money on “discretionary” items or services that they don’t immediately need (think of a hotel stay or electric vehicle purchase).

Investors are primarily concerned with the future earnings of a stock. Even if a stock just reported record sales, investors will be more concerned with how the stock will perform over the next year. As a result, discretionary stocks will tend to have poor results in an inflationary environment because the market is anticipating decreased demand due to interest rate hikes.

Even though the Fed will intentionally be making it harder for us to purchase, there are things that we simply cannot forgo. Enter: Consumer

Staple stocks (or Defensive). These stocks are manufacturers of items like toothpaste, basic food, and bleach. People need these goods and the companies that produce them won't typically see as much of an earnings impact as companies that make products like luxury watches. A quick Google search of Consumer Staple Stocks will bring you to lists with hundreds of entries.

Besides stocks, investors mulling inflation will also consider alternative investments that historically fare well during inflationary times. These investments are loosely referred to as commodities. Some commodity mutual funds even have the word "inflation" in the name. Commodities like oil, copper, and wheat generally have prices that move irrespective of stock prices (sometimes inversely!).

Fixed income investing is rather challenging in a rising interest rate environment because when the Fed raises rates, existing bond prices fall. In the third week of May 2022, the Barclay's U.S. Corporate Bond Index was down 12.99% for the year. There is a specific type of bond called an I-bond that tracks inflation. The initial offering rate of May 2022 I-Bonds was 9.62%. These bonds do have several restrictions and rules (including holding period, contribution amount, etc.) that can be found at www.TreasuryDirect.gov.

Additionally, the Treasury department also offers Treasury Inflation-Protected Security (TIPS). TIPS are Treasury bonds that are indexed to an inflationary gauge to protect investors from the decline in the purchasing power of their money. The principal value of TIPS rises as inflation rises while the interest payment varies with the adjusted principal value of the bond.

Inflationary periods are challenging because most people will see a drop in their portfolio on their quarterly statement. Sometimes the best thing to do during market turmoil is nothing at all. For the more proactive investor, a couple of small portfolio tweaks would be more appropriate. Having seen several bear markets, experience has taught me that those who make drastic changes to their portfolio often end up regretting it later. If fear drives an investor from the market, it will often keep them from re-entering the market at lower prices. ■

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For sources, visit www.DSCC.com/DelawareBusiness

Nicholas Hoeschel, CFP®, RFC® is managing partner at HFS Advisors, a full-service financial firm committed to helping people pursue their financial goals.

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WHAT'S NEXT? Chamber Calendar



JULY 14, 2022 Networking Breakfast at Incyte

Incyte is a biopharmaceutical company that finds solutions to serious medical needs right here in the First State. Join us for a networking breakfast at their state-of-the-art facility in Wilmington.

FREE for Members
\$15 Future Members



AUGUST 10, 2022 Networking Breakfast at L&W Insurance

L&W Insurance has been providing commercial, personal, and benefits insurance in Delaware for 90 years. Join us for a morning of networking at their newest location in Greenville!

FREE for Members
\$15 Future Members



SEPTEMBER 7, 2022 29th Annual Chamber Chase Golf Tournament

Held in Rehoboth Beach, Chamber Chase supports our Political Action Committee (PAC), which gives our members an opportunity to contribute to candidates who understand the importance of a strong business community and a healthy economic climate.

\$225 per golfer

Join us on **September 6**, the evening prior to the tournament, for networking at **Thompson Island Brewing Company!**



SEPTEMBER 22, 2022 Delaware Networking Station

Each year the State Chamber partners with the Better Business Bureau of Delaware to put on one of the largest B2B and B2C tabletop networking events in the state.

FREE to attend
Exhibit tables are available - early bird rates expire on 8/19

When you think of the Delaware State Chamber, think of **#NETWORKING**

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DuPont and The Precisionists, Inc. Collaborate to Employ Neurodiverse Adults

“When properly assessed and trained, neurodiverse people, including those impacted by autism, are extremely high-performing professionals. TPI’s employees bring innovative approaches to performing critical and challenging jobs such as administrative business, manufacturing quality control and IT functions,” said Ernie Dianastasis, CEO of The Precisionists. “When you consider that more than 75% of autistic adults in the U.S. are either unemployed or underemployed, we are making a true difference in engaging a significant, untapped labor force. We are thrilled to partner with DuPont, a world-class leader in innovation, and an employer committed to advancing diversity, equity, and inclusion.”

This project is DuPont’s first neurodiverse employment pilot. Individuals taking part in this project within DuPont’s Kalrez® business in Newark. They will conduct project-based work performing final inspections within the manufacturing process of Kalrez® O-rings. In addition, they will receive ongoing direction, training, and support from their TPI project coordinator.

“Being a diverse and inclusive company means that everyone can come to work with their own unique and special skills and talents, said Kimberly Markiewicz, vice president of diversity, equity, and inclusion at DuPont. “That’s why we’re fostering a culture and environment where everyone feels valued and most of all, empowered to maximize their potential for success.”

BBB Serving Delaware Honors Whisman Giordano & Associates

Whisman Giordano & Associates, LLC (WGA) is the 2022 recipient of the Edward M. Rush Memorial Award from the Better Business Bureau Serving Delaware. This annual award is given to a Delaware family-owned business who share the Better Business Bureau’s core values of trust and integrity.

President and Managing Director Joseph V. Giordano, CPA, CGMA, said, “This is quite an honor. We don’t do what we do every day for awards and recognition. That being said, we thank the BBB, the Rush family, and our team for making this possible. My father



isn’t one for attention, but I credit him for building the foundation upon which we’ve been able to grow. We’ve believed in building relationships built on honesty and trust from our start. It’s nice to be recognized for that.”

Agilent Technologies Expands in Delaware

Agilent Technologies Inc., a global analytical instrumentation development, life sciences and manufacturing company and one of Delaware’s largest private-sector employers, has chosen to modernize and expand its existing Little Falls office and lab campus in response to growing worldwide demand for the company’s analytical laboratory consumables products.

Agilent plans to invest more than \$7 million to upgrade the functionality of its Little Falls R&D and applications development labs at the three-level, 354,000-square-foot Wilmington-area site. The company’s investment will go toward the complete redesign, demolition, construction, and outfitting of the existing laboratories.



“Delaware has a long tradition of expertise in the field of chemistry,” said Governor John Carney. “This investment shows that Delaware remains a leader in innovative development.”

“Agilent has a long and successful history in the State of Delaware, and this investment in our laboratories will enable world-class R&D for the fast-growing biopharma market, while expanding and supporting our Delaware-based team,” said John Gavenonis, vice president and general manager of Agilent’s Chemistries and Supplies Division. “Delaware is the right place for this R&D investment.”

PMG Consulting and Blue Blaze Open Shared Office

PMG Consulting and Blue Blaze Associates, two women-owned small businesses with decades of experience delivering results-driven and strategic solutions for their clients, opened a new shared hybrid office space at CSC Station on the Wilmington Riverfront.

“As many industries are reimagining the workplace, we’re thrilled to be part of the vibrant energy at CSC Station,” said Wendy Scott, co-owner and principal of Blue Blaze Associates. “Blue Blaze has grown throughout the pandemic, even as perceptions about virtual offices and virtual teams have evolved. We’re excited by this new opportunity to create face-to-face interactions beyond our screens with our clients, our PMG colleagues, and our CSC neighbors.”



While the two companies will continue to operate independently from one another, this new partnership between PMG and Blue Blaze opens the door for collaborative projects and shared growth.

“PMG Consulting is excited about this incredible opportunity to partner with Blue Blaze Associates and accelerate both companies’ growth by working together,” said Peggy Geisler, founder and owner of PMG Consulting. “We at PMG pride ourselves in our work and always seek out best-in-class partners like Blue Blaze. PMG and Blue Blaze both share the same passion for the success of our clients and the communities we serve.”



AT&T Establishes First Responder Scholarship Endowment

AT&T has established a scholarship endowment with Delaware Technical Community College to fund tuition, fees, books, uniforms, and course materials for students enrolled full-time in the Criminal Justice associate degree program at the Dover, Georgetown, or Stanton campuses. Preference will be given to students between the ages of 18 to 24 years old who represent an underserved community or demonstrate a financial need.

The Criminal Justice associate degree program prepares students for a career in law enforcement including as a police officer, correctional officer, criminal justice case manager, or residential treatment staff. The effort is part of AT&T’s overall commitment to creating a mobile broadband network for public safety personnel in Delaware and encouraging recruitment for public safety roles.

“Partnerships with companies like AT&T are important for the College,” said Delaware Tech President Dr. Mark T. Brainard. “We are committed to helping to train the next generation of public safety personnel for the State of Delaware, and this scholarship will benefit many deserving students in the years to come.”

“Careers in public safety can be rewarding both personally and professionally,” said Denis Dunn, president, AT&T Delaware. “This scholarship program will help those who want to serve and protect their communities. We’re excited to team up with Delaware Tech on this initiative.”

Brandywine Valley SPCA Receives \$1.5 Million Grant

The Brandywine Valley SPCA (BVSPCA) received a \$1.5 million grant investment from national nonprofit Petco Love. This lifesaving investment is the single largest grant received in BVSPCA history and is among the largest grants awarded by Petco Love.

One million dollars of the grant will be applied to the BVSPCA’s new campus in New Castle, Delaware. The new campus, expected to open in late summer of this year, expands a former veterinary specialty center with a new shelter to form a nearly 20,000 square foot animal welfare center. The new center will feature the first shelter Intensive Care Unit (ICU) in the region and will double

Newsbites

the organization's capacity to provide low-cost veterinary care to family pets. It will also enhance shelter pet housing with features like outdoor catios, indoor/outdoor dog kennels, and outdoor dog play yards.

The remaining \$500,000 will be applied to lifesaving programs, including the BVSPCA's Mega

Adoption Events. These events place over 1,000 animals with families in a large-scale, two-day event.

Nickle Electrical Relocates Headquarters

Nickle Electrical Companies has relocated its New Castle County

Brandywine Valley SPCA's new campus in New Castle, Delaware.



headquarters to 125 Ruthar Drive, Newark, DE 19711. The organization has doubled the size of its headquarters to accommodate growth of the business and expand its Virtual Design Construction and Fabrication departments. Nickle had occupied its previous headquarters since 1994.

"We're experiencing a significant amount of growth within the industry. Our business is thriving, and it was time to move so we could accommodate that growth," said Vice President of Operations Jeromy Newton. "Not only can we house more office staff, but we're especially seeing evolution in virtual design and fabrication, so we felt it was important to expand that space significantly. We're excited and grateful for the opportunity to flourish within the new space."

Cover & Rossiter Announces Recent Promotions

Cover & Rossiter is pleased to announce the following promotions. Peter Hopkins has been promoted to Principal in the Tax Department. Samantha Maiorano has been promoted to Supervisor in the Audit Department. Rebecca Furey has been promoted to Senior Accountant.



ChristianaCare Opens School-Based Health Center

To address health issues at the earliest and most preventable stages, provide whole child health, and advance health equity in the community, ChristianaCare opened a new school-based health center at Kuumba Academy Charter School in Wilmington in May.

The creation of the center—made possible through ChristianaCare's partnership with the Community Education Building (CEB), which houses Kuumba Academy—means that students at the kindergarten-through-eighth grade school will have increased access to an array of health services.

"At ChristianaCare, we recognize the comprehensive health needs of adolescents in our community and are committed to partnering and using our resources wisely and effectively to expand our school-based health centers," said Bettina Tweardy Riveros, J.D., chief health equity officer and senior vice president of government affairs and community engagement at ChristianaCare. "We know that childhood trauma adversely affects the ability of children to learn and build healthy relationships and it increases their risk of mental health issues and lifelong chronic disease."

With the latest opening, ChristianaCare now operates 21 school-based health centers throughout the First State, in partnership with the Delaware Department of Health & Social Services, the Delaware Division of Public Health and several school districts.

Did you miss the Chamber Chatter online? Here are our most popular posts on social media...



@Delaware State Chamber of Commerce



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ICYMI

IN CASE YOU MISSED IT



Last night, LDI staff, alumni, board members, and supporters were represented at the Delaware State Chamber #185thAnnualDinner! It was great to see so many familiar faces in the crowd, and even better to witness our Advisory Board Member, Fred Sears, win the Marvel Cup!



Federal Reserve Bank of Philadelphia: Accessible quality child care and education is a crucial part of our shared economic health. It plays a key role in allowing parents with young children to participate in the workforce. In Delaware, as across the U.S., the early care and education sector is faced with profound challenges that the pandemic has exacerbated. This new report captures responses from employers, child care providers, and working parents to illustrate the relationship between early child care and economic vitality and offers potential solutions for increasing access for working families in Delaware. <https://bit.ly/3J7Ebbj>

Delaware State Chamber of Commerce, Rodel, Office of Early Learning at the Delaware Department of Education. #DelawareBusiness #childcare #ECE #EquityInRecovery #InclusiveEconomy

Who wouldn't want to attend a Networking event at a baseball stadium? Preston was the best networking buddy with me at the **Delaware State Chamber of Commerce** networking event this morning at **Wilmington Blue Rocks!** Always great making new connections and yes we did sneak off for a field picture! #networking #event #connections #baseballisback



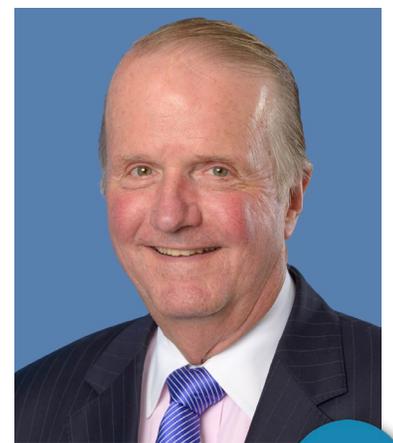
@TheDebcc: Wonderful night of networking and celebrating at the 185th Annual @DEStateChamber Dinner. Thanks Rick for the invite! #inspiration #goals #networking #statechamber #Delaware



@bizbtbn: 1,000 Delawareans - business, state and local leaders - are celebrating wins and talking challenges of the last 2 years at the Chase Center in #WilmingtonDE at the @DEStateChamber #185AnnualDinner



Delaware Community Foundation: Thrilled that our former president & CEO Fred Sears was honored with the Josiah Marvel Cup at the **Delaware State Chamber** 185th annual dinner. Recognizing a Delawarean who has made an outstanding contribution to the state, we can think of no one more deserving!



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.



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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.

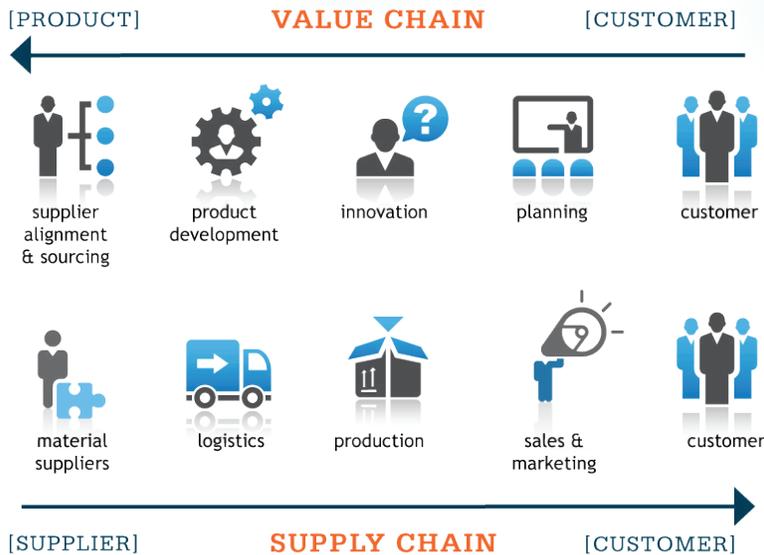


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