



MEMBERSHIP WITH THE

# DELAWARE STATE CHAMBER OF COMMERCE

# Connecting People, Solving Problems



Founded in 1837 as the Wilmington Board of Trade, the Delaware State Chamber of Commerce has a long history as the largest, most influential business organization in the state. We are a unified voice for business with a mission to promote an economic climate that enables businesses of all sizes and types to become more competitive in a constantly changing, increasingly global, and unpredictable environment.

What does this mean for you and your business?

**Put simply, we are uniquely positioned to bring people together to solve problems, create jobs, promote business, and improve the quality of life for all Delawareans.**

## OUR TWO PILLARS:

### ADVOCACY

The participation and support of our members contribute to conversations, ideas, and solutions geared toward the common goal of shaping the future of Delaware's business community. Through our affiliates and industry-specific committees, we attract, retain, connect, and leverage champions of free enterprise who are invested in securing the future of Delaware's business community.

### NETWORKING

In-person meetings are proven to yield a stronger return on investment. With this notion in mind, we curate events throughout the year designed to bring people together, create important conversations, and provide opportunities for business and community leaders to work together with policymakers. We are also able to host virtual and hybrid events with our virtual event platform to allow for people far and wide to meet each other and participate in conversations.

When you align your company with our organization, you not only connect your company's brand with the mission of improving the First State, but you become part of creating a better tomorrow. Investing in us is investing in the future of Delaware's business community.



**"We are working hard to make Delaware more competitive so that we can compete and win every day. That means making sure businesses can start, grow, and thrive here in Delaware. The Delaware State Chamber is an important institution for our business community. Their insight on the unique needs of a variety of industries is a valuable resource as we continue to strengthen Delaware's economy."**



**GOVERNOR JOHN CARNEY**  
State of Delaware

**DELAWARE STATE**  
CHAMBER OF COMMERCE

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# Advocacy in Action

## TOP PRIORITIES FOR DELAWARE:

### WORKFORCE DEVELOPMENT, TRAINING & EDUCATION

- Promote policies that support the skills and training programs aligned with employers' needs and help upskill Delaware's workforce
- Inform policymakers about the unintended consequences associated with mandating employee benefits and how those types of policies may impact businesses and their employees
- Create employment opportunities with an emphasis on building trades, technology, health care, and logistics
- Support employer-led diversity, equity, and inclusion initiatives to help close demographic-based opportunity gaps across all industries
- Assist in solving outdated barriers to re-entry and encourage employment opportunities for second chance individuals

### ENVIRONMENT, ENERGY, & SUSTAINABILITY

- Encourage science-based environmental policies that reflect collaboration between all stakeholders to create practical policies and solutions that improve the environment while growing Delaware's economy
- Bolster public and private sector investments in clean energy that will also create new jobs
- Support the cleanup of brownfield sites
- Invest in infrastructure that improves resiliency from coastal flooding

### HEALTH CARE

- Advance policies that increase access to health care by providing businesses with greater flexibility and options for employee insurance coverage
- Promote workplace wellness programs and policies that improve the physical and mental health of Delawareans
- Support efforts to strengthen the health care workforce to meet the needs of Delaware's growing and aging population

### ECONOMIC DEVELOPMENT

- Continue advancing improvements to the permitting process, like the Ready in 6 initiative and others
- Advocate for laws and law-making processes that are collaborative and allow for certain and predictable stakeholder comment periods for the business community and all stakeholders
- Invest in site readiness so there are "options on the shelf" for businesses looking to expand or relocate
- Support innovative ideas and policies that address affordability and the diversification of Delaware's housing inventory

### FISCAL POLICY

- Back tax policies that incentivize workforce training
- Inform policymakers about the importance of protecting Delaware's franchise laws and the impact that revenue has on the state's overall budget
- Encourage pro-growth tax and fiscal policies that preserve Delaware's competitiveness and increase business' ability to expand and create jobs

## JOIN THE CONVERSATION:

Play an active role in shaping policies and regulations by participating on a State Chamber committee:

Employer Advocacy  
Environment  
Infrastructure & Transportation

Manufacturing  
Military Affairs  
Retail

Small Business  
Tax  
Technology

**We strive to address the concerns of the entire business community and create a statewide economic climate that enables businesses of every industry and size to become more competitive.**

Our team regularly meets with Delaware's Congressional delegation and plays a leading role when advocating issues before the General Assembly. Our Board of Directors, Board of Governors and committees assist in promulgating rules and regulations stemming from the various federal, state and local agencies that oversee business activity.

We are proud to be leaders on the public policy front. Recent achievements include:

- **Passing reforms to the Coastal Zone Act**, which prioritizes solutions that will both strengthen the economy and enhance our natural resources.
- **Spearheading the creation of the Delaware Prosperity Partnership**, a public-private partnership dedicated to bringing and retaining jobs in Delaware.
- Drafting and passing multiple pieces of economic development legislation around permitting reform and site readiness—**part of the Ready in 6 initiative**, designed to cut the permitting timeline to six months to make Delaware more competitive with other states.
- Working with the Governor and Department of Labor dedicate CARES Act funds towards **designing retraining and upskilling programs**, Forward Delaware and Elevate Delaware.
- Engaging key partners and leading conversations on the Healthy Delaware Families Act to **enact a state paid leave policy** that allows both employers and employees to appropriately deal with life events while still recognizing the economic realities of running a business.

The concerns and needs of our members are our driving force when working on issues like recreational marijuana legalization, taxation, paid leave, health

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# Build Your Network, Attend Events



## JANUARY: The Annual Dinner

Held the evening before the General Assembly returns to session, the Annual Dinner is Delaware's premier business event and the place to be in January for high-level networking with business leaders, state dignitaries, and elected officials.



## MARCH: Manufacturing & Policy Conference

This event recognizes the many important contributions that manufacturers make to the Delaware economy.



## APRIL: Navigating Delaware Pathways

An education and workforce development summit where education converges with opportunity, and collaborative pathways lead to success.



## MAY: End-of-Session Policy Conference

Learn about key issues before the General Assembly and hear a legislative wrap-up from House and Senate leadership.



## SEPTEMBER: Chamber Chase Golf Tournament

Held in Rehoboth Beach, the tournament supports our PAC, which supports candidates who understand the importance of a strong business community.



## SEPTEMBER: Delaware Networking Station

Each year we partner with the BBB of Delaware to hold one of the largest B2B tabletop networking events in the state.



## OCTOBER: Developing Delaware

Leaders gather to participate in honest and engaging discussions around economic and workforce development.



## NOVEMBER: Superstars in Business

The Superstars in Business award honors small businesses and nonprofits for their outstanding achievements.



## DECEMBER: Taste of Delaware

Held in Washington D.C., this event honors the culinary traditions that made our state the first to ratify the Constitution.

## ADDITIONAL EVENTS EACH YEAR:

Networking Breakfasts

Leadership Breakfasts

Evening Mixers

Webinars

Lead Group Meetings

Ribbon Cuttings

Host Legislators on Site and more!

View our full calendar at [www.DSCC.com](http://www.DSCC.com)

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# Member of One, Benefits of All

It may seem obvious that your State Chamber is connected to the U.S. Chamber of Commerce. But did you know we are also affiliated with the National Association of Manufacturers and the National Retail Federation? The Delaware State Chamber is also home to the Delaware Manufacturing Association and the Delaware Retail Council. **When you're a member of us, you gain the benefits and resources from all:**

## U.S. CHAMBER OF COMMERCE

In 1912, we were a founding member of the U.S. Chamber of Commerce—now the world's largest business organization. **Our connection brings Delaware businesses the latest intelligence on issues that are shaping the nation, premier events for entrepreneurs, and webinars, guides, and other resources to help you grow your business.** As a qualifying small business member of the Delaware State Chamber, you also enjoy membership with the U.S. Chamber of Commerce at no additional cost. This two-in-one membership offers:

- Resources with how-to information on topics ranging from health care to taxes
- A voice in Washington representing your business interests
- Legislative alerts on pressing policy initiatives based on your issue interest

## NATIONAL ASSOCIATION OF MANUFACTURERS

Our connection to the National Association of Manufacturers (NAM) allows us to effectively advocate on behalf of one of Delaware's most important and vibrant sectors—manufacturing. The NAM works for the success of the more than 12.8 million men and women who make things in America. Their work is centered around four values that make the industry strong and America exceptional: free enterprise, competitiveness, individual liberty, and equal opportunity. **Our Delaware Manufacturing Association stands for these same values to enhance the competitiveness of manufacturers in the First State.**

## NATIONAL RETAIL FEDERATION

The National Retail Federation (NRF) is the voice of retail and the world's largest retail trade association. Every day, the NRF passionately stands up for the people, policies and ideas that help retail thrive. **With retail among one of the most impacted by the pandemic, we are proud to rebuild our Delaware Retail Council to respond to national and local policies that could impact the sector.**

“The Delaware State Chamber's commitment and efforts on behalf of the business community is real and consequential. As the economic environment continues to evolve, we never cease working that change so that business continues to thrive.”



**MICHAEL J. QUARANTA**  
Delaware State Chamber

## THE PARTNERSHIP, INC.

To tackle a problem experienced across all industries, The Partnership, Inc. is our 501(c)(3) workforce development affiliate. **The Partnership fosters private sector involvement in education and training to ensure we have not only a qualified workforce for tomorrow but also continuous training for those already in the workforce.**

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# A Seat at the Table

## The Partnership

Businesses in Delaware, and the nation, currently struggle to find qualified workers who have the skills to meet the demands of today's labor market. Moreover, it is projected that around 10,000 baby boomers will reach the retirement age of 65 every day between 2011 and 2029. The need for a talent pipeline grows as these jobs continue to become vacant.

**Since 1999, the Delaware State Chamber of Commerce's 501(c)(3) affiliate – The Partnership, Inc. – has been fostering private sector involvement in workforce development, training, and education to ensure the First State has a sustainable pipeline of talent.**

Members of the Delaware State Chamber of Commerce get a seat at the table when it comes to addressing the skills mismatch and labor shortage issues that businesses across event industry are experiencing.

“Being a native Delawarean, I thought I knew everything about the First State and what possibilities were held within it. Intern Delaware changed my view completely.”

- EMILY W. | 2023 PARTICIPANT

“Intern Delaware helped me gain a newfound awareness of my soft skills while showing me the appeal that Delaware has in the business world. I was exposed to how I can launch my career and make Delaware my new home.” - D'VONTAE S. | 2023 PARTICIPANT

### FLAGSHIP PROGRAMS:

#### DELAWARE PRINCIPAL FOR A DAY

The Delaware Principal for a Day program addresses the communication gap between businesses and educators with the goal to create a stronger connection between the two parties. Meet the next generation of prospective employees as this program provides a firsthand look at your future workforce.

#### SUPERSTARS IN EDUCATION & TRAINING

Superstars in Education & Training recognizes the importance of contributions to workforce development and career preparation and advancement. This awards program focuses on education and workforce development partnerships—programs that contribute to preparing Delaware's workforce for success, whether through high school programs, post-secondary opportunities, or independent training and certificate programming.

#### INTERN DELAWARE

Intern Delaware is an 'add-on' to your company's internship program. As a corporate partner of Intern Delaware, your summer interns receive access to professional development programming and networking opportunities designed to help them understand how Delaware is an ideal place to live, work, and play.

#### DELAWARE YOUNG PROFESSIONALS NETWORK

The DYPN encourages ambitious young professionals in Delaware to get involved in the State Chamber and further their professional growth. For professionals between the ages of 21 and 40, the group aims to develop Delaware's young workforce through business networking and personal growth opportunities.

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# Join the Conversation Online

As a member of the Delaware State Chamber, you gain access to resources that allow your organization to elevate its brand and raise its voice. We offer many opportunities through our digital platforms to help you grow your visibility and influence in the First State.

## DIGITAL OPPORTUNITIES:

### WEEKLY REPORT NEWSLETTER

Every Friday morning, The Weekly Report is delivered to your inbox with the latest news, policies, information, and upcoming events. With **more than 2,700 business, nonprofit, and policymaker subscribers and a 31% open rate**, this newsletter is also an effective and cost-efficient place to advertise.

### PODCAST

*Conversations with Kelly* takes a deep dive on important topics at the forefront of the business community by featuring the experts—our members! Be a guest, sponsor an episode or place an ad in our new podcast.

### ADVERTISE ON WWW.DSCC.COM

**Our website sees 1,600 unique visitors per week.** Align your company with us by advertising on our website.

### JOB BANK

This is a self-service tool to post your open positions to fill vacancies faster.

### SHARE YOUR NEWS & EVENTS

Got news? Share your company's press releases by emailing **press@dsc.com**. We post our members' news to our website and social media platforms, and consider it for our magazine, *Delaware Business*.

We also host a **Member Events calendar** on our website where you can post your upcoming events at no cost. Place an extra spotlight on your company's upcoming event by featuring it in our monthly member events email at a cost-effective rate.

### ACTION NETWORK

Stay up-to-date on the legislation before the General Assembly by following the bills we're watching, learning how they impact your business, identifying your legislators, and communicating directly with them.

### MEMBER DIRECTORY






Members receive a customizable profile on our online Member Directory. This is an additional tool for people to find and do business with you.

### SUPPLIER DIVERSITY

Many companies in Delaware and beyond are actively seeking certified diverse businesses to integrate into their supply chains. Help them find you by **increasing your visibility as a diverse supplier in our directory!**

### SOCIAL MEDIA

Join the conversation by mentioning or tagging us! We regularly share our member's posts and highlight them on our social channels.

@DEStateChamber	 180 Followers	 8,100 Followers	 200 Followers
 Delaware State Chamber of Commerce 6,700 Followers	 @DelawareStateChamber 4,000 Followers		

“I feel fortunate to live and work in Delaware and be a member of this organization. The Chamber has the vision to know what our questions and concerns will be—sometimes before we do—and address these concerns in a timely manner. Your organization has absolutely been the light leading the way!”

**SHARON ABRAMS**

Commonwealth Trust Company

“I continue to be impressed by all the State Chamber is doing. Their content, from their newsletters to their webinars, is always timely and relevant to what is happening in the business community.”

**ROBERT W. PERKINS**

Delaware Business Roundtable

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# Share Your Story

*Delaware Business* magazine is the Delaware State Chamber's award-winning, bi-monthly publication, distributed to more than 3,300 subscribers in the region. Published six times a year in both print and digital format, ***Delaware Business* is an opportunity for your organization to contribute editorial content and place your brand as an industry leader to Delaware's business and community leaders and lawmakers.** Advertising opportunities are available.

## EDITORIAL CALENDAR:

### JANUARY/FEBRUARY

State Chamber Annual Report  
The State Chamber's Year in Review  
A Look at Statewide Economic Development and Advocacy  
Diversity, Equity, and Inclusion

### MARCH/APRIL

Real Estate and Construction  
Health Care and Insurance  
Taxes  
Workforce Development

### MAY/JUNE

Superstars in Education & Training  
Internships and Apprenticeships  
Legal, Government Affairs and Incorporating Services  
Wellness and Health

### JULY/AUGUST

Hospitality  
Tourism  
Agriculture  
Higher Learning  
Insurance and Financial Services

### SEPTEMBER/OCTOBER

Health & Wellness  
Education and Upskilling  
Manufacturing

### NOVEMBER/DECEMBER

Superstars in Business  
Construction and Real Estate  
Technology and Innovation  
Banking

## DELAWARE'S DECISION MAKERS IN YOUR POCKET:

The **Legislative Roster** provides the names and addresses of members of the Delaware General Assembly, the Congressional delegation and state and local government leaders. Also included are an introduction to State Chamber lobbyists, listings of Senate and House committees and their members, district maps, and voter registration information.

“

Your content really helps a business person focus on what is important.”



**NICK LAMBROW**  
M&T Bank



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# Meet Our Team



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