

Chamber Connections

Vol. 42, No. 8

www.cdcc.net

August 2018



LEGISLATIVE UPDATE
"FINAL GAVEL"
2nd SESSION OF THE
149TH
GENERAL ASSEMBLY
AS OF: 12 July 2018
EXECUTIVE SUMMARY

..... Page 10-12

IN THIS ISSUE...

Central Delaware
Chamber
of Commerce
Annual Report

..... Pages 8-9

Congratulations
to our newest
5-Star Members!

..... Page 5

www.cdcc.net



Showcase your Products and Services at the Member 2 Member Expo!



180 Maple Dale Circle • Dover, DE 19904

Aug 29, 2018
4-7 PM

The CDCC will be hosting its next Member 2 Member (M2M) Expo in conjunction with the monthly Sunset Business Mixer on Wednesday, August 29. The M2M Expo and Mixer will be held at the Maple Dale Country Club, located at 180 Maple Dale Circle in Dover.

Sunset Business Mixers regularly attract more than 125 people from the business community for the purpose of networking to help businesses grow. The M2M Expo gives businesses an opportunity to showcase their products and services to those attendees! Table tops for the M2M Expo are only \$100.00, which is a great marketing opportunity at a low cost! We encourage interested exhibitors to sign up early to secure their space because there are a limited number of display tables available at the event and they always sell out early.

Delicious hors d'oeuvres and cocktails will be provided. There will be door prize drawings and the CDCC Member of the Month will be chosen!

To reserve your booth space for the Member 2 Member Expo or to register to attend, contact the Central Delaware Chamber of Commerce at (302) 734-7513 or email adminassistant@cdcc.net. Visit the CDCC Event Calendar at www.cdcc.net and click on the date August 29 for more information!

15TH ANNUAL NIGHT AT THE RACES
PRESENTED BY
Central Delaware Chamber of Commerce
and Harrington Raceway & Casino
MONDAY, SEPTEMBER 10, 2018

Bring your employees and business colleagues and meet us at the track under the tent at 4:45PM. Post time 5:00PM.

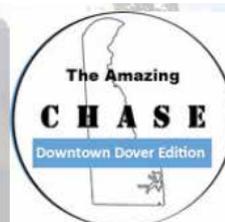
- Open Bar
- Carving Station
- Delicious Hors D'oeuvres
- Live Entertainment

Valet golf carts will be available from the casino parking lot to the tent for your convenience.

\$25/PERSON • RAIN OR SHINE

A portion of the proceeds benefit the Mid-Del Foundation.
Payment by September 5.

View Page 6 for more information.



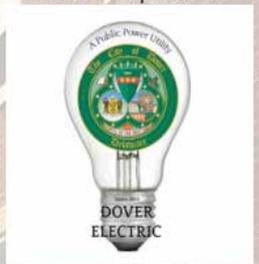
CENTRAL DELAWARE CHAMBER OF COMMERCE

AMAZING CHASE

SAVE THE DATE
SEPTEMBER 21, 2018
5:30PM - 8:00PM
DOWNTOWN DOVER

Teams of 3 participate in a Scavenger Hunt/Race around the Downtown Area!

Big THANK YOU to our
Premier Sponsor:



To register your team or for more information contact Heather McTheny at LCD@cdcc.net



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Calendar of Events

Coming Soon – Election Season

It will not be too long before we start seeing television commercials, hearing radio ads and passing candidate signs while driving about. Election season is about to begin!!!

As you may recall, the CDCC conducts interviews with those candidates running for office and we publish these interviews in our October issue of the Chamber Connections newspaper. The purpose for the interviews are two-fold: one, to let CDCC Members know where the candidates stand on the issues that affect your business; and two, to let the candidates know what issues are important to our membership and to allow them to communicate their positions on those issues.

This year we have candidates running for two Congressional seats, State Attorney General, State Auditor, and State Treasurer as well as those vying for seats in our State Senate and State Representatives for Kent County, plus we have four commissioner seats open in Kent County Levy Court. In total there are some 50 candidates in the mix. So, needless to say this is a big election year for our State.

Due to the high number of inter-

views, we will only be able to publish those who make it through the Primary Election, hence the interviews running in the October issue of the Chamber Connections.

Some dates for you to know: The Primary Elections will be held on September 6. Polls are open from 7 a.m. to 8 p.m. (Only registered voters from participating parties may vote in the Primary. If you are an unregistered citizen, the deadline to register to vote in the Primary is August 11). October 13 is the deadline to register to vote for the General Election. The General Election will be held on November 6. Again, polls are open from 7 a.m. to 8 p.m.

If you need information on where to vote, how to register or who is running in your district go to: elections.delaware.gov.

We encourage all CDCC members to vote in both the Primary and General Elections. The Elections are our opportunity to start changing the direction of our State and our Nation. Change often starts with just one person – you could be that person – cast your vote on September 6 and November 6!!!

August 2018

Thursday, August 2

Kent County is Open for Business
8:30 a.m. – 10:00 a.m.,
Kent County Levy Court

Thursday, August 9

Member Orientation
12:00 p.m. – 1:30 p.m.,
CDCC Board Room

Tuesday, August 14

CDCC Board Meeting
7:30 a.m.,
Eden Hill Medical Center

Tuesday, August 14

Marketing Committee Meeting
9:00 a.m. – 10:00 a.m.,
CDCC Board Room

Tuesday, August 21

LCD Steering Committee Meeting
12:00 p.m.,
CDCC Board Room

Monday, August 27

Executive Committee Meeting
8:00 a.m. – 10:00 a.m.,
CDCC Board Room

Wednesday, August 29

Ambassador Meeting
4:30 p.m.,
Maple Dale Country Club

Wednesday, August 29

Sunset Business Mixer and M2M Expo
5:00 p.m. – 7:00 p.m.,
Maple Dale Country Club

September 2018

Monday, September 3

Labor Day Office Closed

Thursday, September 6

Kent County is Open for Business
8:30 a.m. – 10:00 a.m.,
Kent County Levy Court

Monday, September 10

Night at the Races
5:00 p.m.,
Harrington Raceway & Casino

Tuesday, September 11

CDCC Board Meeting
7:30 a.m.,
Eden Hill Medical Center

Tuesday, September 11

Marketing Committee Meeting
9:00 a.m.,
CDCC Board Room

Wednesday, September 12

Coffee Coaching
8:00 a.m. – 9:00 a.m.,
CDCC Board Room

Thursday, September 13

Member Orientation
8:30 a.m. – 10:00 a.m.,
CDCC Board Room

Thursday, September 13 & Friday, September 14

LCD Class of 2019 Opening Retreat
8:00 a.m.,
Atlantic Sands Hotel

Tuesday, September 18

LCD Steering Committee Meeting
12:00 p.m.,
CDCC Board Room

Wednesday, September 26

Ambassador Meeting
4:30 p.m.,
Biggs Museum of American Art

Wednesday, September 26

Sunset Business Mixer
5:00 p.m. – 7:00 p.m.,
Biggs Museum of American Art

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

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Manufacturing Insurance Real Estate

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The CDCC is the essential resource for growth of engaged businesses in Central Delaware.

ACCREDITED

Chamber Connections

Published monthly by the Central Delaware Chamber of Commerce, the first accredited Chamber of Commerce in Delaware. We represent the interests of the small business community. Over 800 businesses support CDCC.

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Member Chamber of Commerce of the United States
Chamber Connections Production and Layout by: Delaware State News

Additional mailings are available for a \$20 subscription fee. In many cases, more than one individual in a member business would like to receive information from the Chamber. By forwarding the subscription fee, the Chamber will satisfy the second class postage requirements and that individuals will be added to the mailing list.

Member of the Month

Q. When did you begin working for this business and what is your role?

I am brand new with the Post Acute Medical (PAM) Rehabilitation Hospital of Dover, having begun working with PAM last month. Our Dover Hospital has not opened yet and is still currently in the construction phase. As the Director of Strategic initiatives my primary role at this time is to facilitate name recognition, educate healthcare providers and make the community aware of our arrival, opening, and mission. My role will change after the hospitals opening, as I will be working with a team to interface with acute care hospitals and physicians to admit patients in need of intensive rehabilitation before returning home.

Q. History of when the business began?

Post Acute Medical has approximately 30 hospitals throughout the country that have been operating for many years. The hospitals include 14 acute inpatient rehabilitation hospitals providing services identical to the services that will be provided here in Dover and also long term acute care hospitals (LTACH) that provide extensive care for some of the highest acuity patients.

Q. What products/services does your company offer?

PAM Rehabilitation of Dover will provide much needed acute inpatient rehabilitation. Unlike skilled nursing facilities that provide some rehabilitation services, our services are intensive and consist of at least three hours a day of rehabilitation therapy. The therapy is broken up and made manageable for the patient and is not an overtaxing regimen, the therapy is broken up with at least two of the three disciplines of therapy. The three disciplines; speech, occupational, and physical therapies are tailored to the individual patient to provide the precise care and therapy needed to get back home as quickly as possible. PAM Rehabilitation of Dover will provide our patients with very latest in technology enhancing therapy sessions to achieve the greatest gains in mobility. Being a hospital and providing the highest level of rehab care, PAM Rehabilitation Hospital of Dover will have a physician rounding on our patients

Name : George DeFarno

Title : Director of Strategic initiatives

Business : Post Acute Medical

Address: 1240 Mckee Rd Dover DE 19904

Hours : services 24 hours a day

Phone : 302-922-1560

Website postacute.com

Email: gdefarno@postacutedover.com

every day, and along with our multi-disciplinary team will manage and direct care, medication, pain control, and therapy to achieve gains/goals and get our patients back home sooner than if they had chosen to receive therapy at a skilled nursing facility rehab center. PAM will also be able to continue to provide rehabilitation services to our patients after discharge, with our outpatient therapy services.

Q. What do you see in the future for the business?

The sky is the limit here for PAM Rehabilitation Hospital of Dover, I see our future here in Dover as being an essential health care resource, helping to improve the health and quality of life of our community. Providing the highest level of rehabilitation care available to Delawareans, enhancing their recovery, and allowing patients to get home sooner. We will also be providing outpatient services to continue to provide the highest standard of care even after patients are discharged back home. Nationwide, I see our company continuing to grow with hospitals located throughout the country, I see continual growth in market for years to come. Post Acute Medical will work to collaborate with patients and current providers of healthcare in the area to continue excellent levels of medical and rehabilitative services.

Q. What in your opinion does the Chamber do for you and your business?

The chamber provides invaluable connections to the community and other businesses along with the ability to coordinate with other members from other businesses that may not otherwise be familiar with each other. The ability to interact professionally and during sched-



uled social events such as the monthly mixers help to build new business alliances and collaborations that help all involved. Of course, it also allows for opportunities such as this with a platform that allows the ability to answer questions that may not have otherwise been addressed.

Q. What would you like to see the Chamber offer to its members?

Continue to offer events to meet and network with other members, and to create more events for the outside community to educate them on the value of the Chamber.

Q. Is there anything else the CDCC members should know about you or your business?

We are a health care resource for chamber members and the general public, please feel free to reach out myself or others within the organization with any questions.

CDCC joins Maddalena's Sandwich Shop & Bakery for a ribbon cutting

DOVER – Maddalena's Sandwich Shop & Bakery celebrated its grand opening with a CDCC ribbon cutting on Wednesday, July 18. The new restaurant, located on Route 13 in Dover, is an expansion of Vincenzo's Pizzeria & Gelato on Route 8.

The new shop was inspired from customers of Vincenzo's asking for more Italian pastries and desserts. Owners Vincenzo and Katie Maddalena decided they wanted to create a space to accommodate these requests, as well as offer top quality, unique gourmet sandwiches.

Maddalena's offers seating for up to 50 people, so the shop can accommodate large groups interested in a private event. To-go catering services are also available to suit everybody's needs. Choose from sandwich platters (gourmet sandwiches, wraps, specialty breads, and subs), variety dessert trays (which can include cakes, cupcakes, cookies, cannoli, pies, etc.) or breakfast trays (to include fresh bagels, Danish, donuts, and breakfast sandwiches).

The owners are proud to be residents and business owners in Central Delaware and they make that clear by sponsoring local sports teams and churches. Fundraising nights are also available at both the sandwich shop and the pizzeria.

"Our favorite part about being located in Central Delaware is that we have the best of both worlds," said co-owner Katie Maddalena. "Just north of us we have top area hospitals, great malls and the city life and just south of us we have access to beautiful beaches and great shopping. Central Delaware includes a strong, close-knit community which we are both proud and blessed to be a part of."

Check out Maddalena's Sandwich Shop and



Front row, left to right: Katrina Sullivan, Karen Kaufman, Gianna Maddalena, Marisa Maddalena, Rosa Shane, Maddalena's customer, Jean Dowding. Back row, left to right: Jason Brooks, Katie Maddalena, Vincenzo Maddalena, Oscar Martinez, Erlene George

Bakery for its Italian desserts such as cannoli, Cannoli cake, Rum cake, Tiramisu, Lemoncello cake and the Tuxedo Bomba. Also available are Smith Island Cakes, Gourmet filled cupcakes, fresh Danish, individual cakes (3 inches), specialty cakes (Carrot cake, German Chocolate, Black Forest, Strawberry Shortcake, etc.), decorated cakes, and a large selection of pies. To

ensure quality and freshness, breads are delivered daily from Rockland Bakery in New York, and meats are sliced to order which contain no artificial ingredients, preservatives, or fillers.

To learn more about Central Delaware's newest sandwich shop, visit the website maddalenas-sandwich-shop.business.site or stop in to the 4115 N DuPont Hwy location.

CDCC joins Charlie's Dirty Water Hot Dogs & More for a ribbon cutting ceremony



DOVER – Charlie's Dirty Water Hot Dogs & More, a restaurant located on Dover Air Force Base, held its CDCC ribbon cutting ceremony on Monday, June 25. The event was attended by several CDCC members as well as Air Force members, including the new Base Commander.

The store comes from humble beginnings as a hot dog cart in Millsboro. For 10 years, owner Charles Boehm had to introduce people to his hot dog concept and explain what "dirty water" is – a process by which the hot dogs release their juices into the water when cooking, and thereby making it look "dirty." Boehm steadily grew a following from the local area, as well as vis-

itors from New York, New Jersey and Philadelphia.

The cart made its way on base when other dining facilities were undergoing renovations. After a successful stint working in the parking lot of the Exchange, Boehm and his team (his wife, Ann and son, Charlie) were given the opportunity to open in one of the store fronts. Charlie's Dirty Water Hot Dogs & More was born in 2016.

The establishment is a full-service restaurant cooking up hot dogs, burgers, sandwiches and homemade specials. The team also offers an open cockpit every third Saturday of the month at the Air Museum and delivers homemade soup to the volunteers at the Air

Museum weekly. Catering for base events is also an option.

Although not from Central Delaware, Boehm and his family enjoy shopping, eating and sight-seeing in the area. As members of the Chamber, they are looking forward to becoming involved with programs and working with the community.

For the moment, Charlie's Dirty Water Hot Dogs & More can only be enjoyed on Base. But, Boehm is interested in opening another location in downtown Dover. He says his plans for the future include, "continuing to serve the Military on DAFB and trying to expand into the Central Delaware area to provide another dining experience to the Community."

CDCC joins DEMEC for a ribbon cutting ceremony



Front row, left to right: Town of Smyrna Utility Committee Member Conrad Hebert, CDCC Member Danielle Hufford, Rep. Trey Paradee, Senator Harris McDowell, Patrick McCullar (President & CEO, DEMEC), Rep. Bill Carson, Honorary Mayor Dee McCauley (Diamond State Pest Control), CDCC President Judy Diogo

SMYRNA – The CDCC was on site for a ribbon cutting ceremony at the Delaware Municipal Electric Corporation, Inc. (DEMEC) Smyrna location on Tuesday, July 10. The event marked the opening of its newest 1.5-megawatt (MW) community solar generation facility.

DEMEC appreciates the opportunity to be centrally located with its new facility in Smyrna, and to provide educational outreach, training seminars, customer outreach opportunities, event sponsorships and other assistance to its members. The expected output for the Smyrna Solar Facility's first year in operation totals nearly 1.8 million kWh. That's enough to power 158 homes for an entire year.

"The more we build, the better off we are and the better off our descendants are," remarked Patrick E. McCullar, President & CEO, DE-

MEC.

DEMEC is a public corporation constituted as a Joint Action Agency and a wholesale electric utility. DEMEC represents nine municipal electric distribution utilities located in the state of Delaware: Clayton, Dover, Lewes, Middletown, Milford, Newark, New Castle, Seaford, and Smyrna. The ultimate mission is to advance the principles of public power community ownership and provide competitive, reliable energy supply and services to its member's stakeholders and customers. Renewable energy, such as wind and solar, make up nearly 15 percent of DEMEC's total power supply, equaling nearly 95 MW of sustainable energy.

In addition to power supply, DEMEC provides legal and technical consulting services to its members, as well as representation in

the federal and regional arenas regarding electric industry regulation and operation. DEMEC provides its members with the benefits of joint and combined buying power. DEMEC also assists member utilities in training programs, project development, customer retention, economic development, customer education, capital finance, system improvements and technical information sharing efforts for improved operating efficiency in their individual systems.

The creation of DEMEC was made possible by an act of the Delaware General Assembly on June 6, 1978, and the entity was incorporated on July 12, 1979. DEMEC and its members have over 26MW of solar generation contracted within the state of Delaware. This facility is located on 14 acres of land and has over 4,400 solar panels.

Christopher Smith,
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5-Star Members

Congratulations to our newest 5-Star Members!



Erlene George pins Jean Dowding (Dowding Group)



Honorary Mayor Dee McCauley (Diamond State Pest Control) pins Kate Greene of iMD4



Honorary Mayor Dee McCauley (Diamond State Pest Control) pins Jim Suhre of iMD4



Taylor Michaels pins Honorary Mayor Dee McCauley (Diamond State Pest Control)



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Young Professionals Gather for Discussion on Financial Future

The CDCC hosted a Young Professionals Social on Tuesday, July 10, 2018. Approximately 35 professionals aged 21-35 from various industries gathered at the Texas Roadhouse in Camden to discuss how to establish a secure financial future while also building professional relationships.

The event started off with an icebreaker activity in which attendees were asked to think about the most interesting thing they have ever done. They were encouraged to share their adventure, and the group learned their fellow young professionals have done things like gone sky diving, traveled to a foreign country and rode camelback while on deployment in southwest Asia.

During lunch, guest speaker Brian Stetina, Partner at Faw Casson, led the group in a discussion on creating and sustaining a financial future. Stetina touched on the many avenues young professionals should pursue, such as retirement funds and investments, and briefly explained how

the new tax legislation could affect people.

"In my opinion, I believe the Young Professionals Social was a success for many reasons," remarked Justin Viens, CEO of 53 Strategic, LLC. "The information from the guest speaker was well worth my time and the networking as well was a very nice closing touch. As a new member, this was my first experience with the CDCC, and I surely am not regretting joining."

Young Professionals Socials are held bi-monthly on the second Tuesday of the month. Previous socials covered personal and professional development, and how to set and achieve goals. The next social is scheduled for Tuesday, September 11 and will feature a discussion on Social Media Best Practices.

Attendance is \$5 for members and \$15 for non-members. To register for a future social, contact the Chamber at 302-734-7513 or by emailing adminassistant@cdcc.net.



Photo courtesy of Foto Won

2017 CDCC Night at the Races in the Winners Circle

15th Annual Night at the Races

Join us on Monday, September 10th at Harrington Raceway & Casino for the 15th annual Night at the Races! Central Delaware Chamber of Commerce Members can enjoy fabulous food, live entertainment, great networking opportunities and harness racing. For business owners and managers, it's a great way to show your employees how much you appreciate them. Invite your business colleagues, family and friends today!

Meet us trackside under the "Big Tent" at 4:45pm. Post time begins at 5:00pm. There will be delicious hors d'oeuvres, a wonderful carving station selections, scrumptious desserts, and a bar. For your convenience there will also be valet golf carts provided from the parking lot

at Harrington Raceway & Casino to the track.

The cost is \$25 per person which will benefit the Mid-Del Charitable Foundation. Join the CDCC for this popular night of trackside horseracing - rain or shine.

Would you like to have a reserved table for eight? Sign up for the Winner's Circle Package! For \$300 you and seven guests can have a reserved table and a photo opportunity with the winning horse of the official CDCC Race. You don't want to miss this opportunity!

Please contact Cheryl at the CDCC Office to register before September 5th by phone 302-734-7513 or email adminassistant@cdcc.net. We look forward to seeing you

New Member Spotlight

International shipping can be difficult, time consuming and expensive. We can help! InXpress makes international shipping easy and affordable. We make international shipping easy because our experts process your shipments for you, for free! With the help of our experts, you will have less Customs clearance issues, less lost shipments and less incorrect invoices.

Our primary carrier is DHL Air Express accounts. If you ship through InXpress, you will receive the same discount enjoyed by large corporations. DHL is the world's largest international carrier, providing service to more countries and remote locations than any other carrier. DHL is perfect for fast, secure deliveries of both imports and exports. Transit time is 48 hours to many locations.

Do you have a shopping cart? InXpress makes eCommerce easy by providing free IT support to integrate a DHL account with your shopping cart. Simply offering DHL as a shipping option has been shown to increase a company's international sales. DHL's trusted brand tells an international buyer you are "open for



business" to their country!

Are you also still processing your own domestic freight shipments and paying high prices? We can help! In addition to international shipping, we have a domestic freight program. As with international shipping, our experts process your domestic freight shipments for free. We offer full truck and less than load (LTL) shipments. The process starts with a quote. After we receive your shipment details, more than forty domestic carriers (ex: YRC, Old Dominion) bid on your individual shipment. The competition reduces the prices and improves reliability. Please let us provide a quote on your next domestic shipment. We simply need one opportunity to impress you.

If you would like a DHL account for your company, contact Joseph Garzio at 610-952-6333, joseph.garzio@inxpress.com www.inxpressri-state.com

**MUST RSVP by
September 5, 2018!!!**



Young Professionals Social

The CDCC is looking for Young Professionals between the ages of 21-35 who can meet bi-monthly for an educational, networking experience. This program is designed to transform Young Professionals into tomorrow's Leaders!

September 11, 2018

11:45 AM -1:30 PM

Lunch is included.

4568 S DuPont Hwy, Camden, DE 19934

\$5 Members | \$15 Non Members

Cash only

MUST RSVP TO ATTEND!

Sponsored By:

Please contact Heather or Taylor at 302.734.7513 to register!



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CDCC joins Make-A-Wish for a ribbon cutting ceremony



DOVER – Make-A-Wish Delaware held a ribbon cutting ceremony at the CDCC on Friday, June 15. The event, which celebrated the organization's joining the Chamber, was attended by several of its volunteers and Dover Mayor Robin Christianisen.

Make-A-Wish Delaware is a non-profit that grants the wishes of children with critical illnesses while striving to touch the lives of all eligible children and their families in the state of Delaware. A wish is not just a nice thing but is transformational to all who are involved. Studies have proven that a wish can give the child the hope and strength needed to continue through their treatments. The organization allows children, during one of the most difficult times of their lives, to wish for anything in the world—even if they think it is impossible, and make it possible. Make-A-Wish gives that child and family hope that the impossible can happen and the strength to fight through until it does.

Make-A-Wish Delaware was established, under the Philadelphia, Delaware and Susquehanna Valley chapter's umbrella, when the need

for wishes to be granted to children in Delaware was not being met. The state of Delaware joined the chapter's family in an effort to grant every eligible Delaware child's wish.

Upcoming events include a wine and food tasting called Savor the Wish on Saturday, August 18 at Nassau Valley Vineyards in Lewes. On Sunday, November 4, the Chapter will host Walk for Wishes Delaware at Nemours Mansion and Gardens. Make-A-Wish Delaware has also partnered with the Guilty Girls as their 2018 charity partner, and will be the beneficiary of the Delaware Dental Association's annual golf outing in October.

"Make-A-Wish Philadelphia, Delaware and Susquehanna Valley is thrilled to have the entire state of Delaware in its Chapter family and to grant wishes to children residing throughout the state," said Michelle Wall, Community Relations Manager. "The Chapter is on track to grant 65 wishes to children in Delaware this year."

Learn more about Make-A-Wish Delaware by visiting philadesv.wish.org.

Member News

Del-One FCU Receives National Recognition



Del-One Federal Credit Union was recognized by Forbes as Best In-State Credit Union for Delaware! Forbes partnered with market research firm Statista, where more than 25,000 people were surveyed for their opinions on current and former banking relationships. Banks and credit unions were rated on "overall recommendations and satisfaction, as well as five sub-dimensions, including trust, terms and conditions, branch services, digital services and financial advice".

Del-One was also awarded a five-star Superior rating through BauerFinancial. This score is based on various criteria, including but not

limited to: capital ratio, profitability/loss trend, level of delinquent loans, charge-offs and repossessed assets, market versus book value of the investment portfolio, regulatory supervisory agreements, community reinvestment rating, historical data and liquidity.

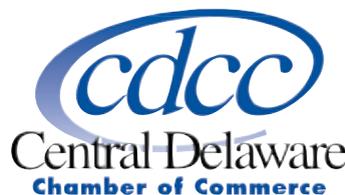
Del-One is honored to receive this recognition from both Forbes and BauerFinancial, which enhances Del-One's mission to help members live a better financial life, by assisting and encouraging members to build their own financial success stories. Visit www.del-one.org for more information on products and services.

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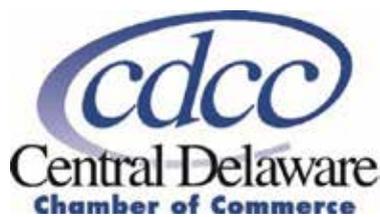
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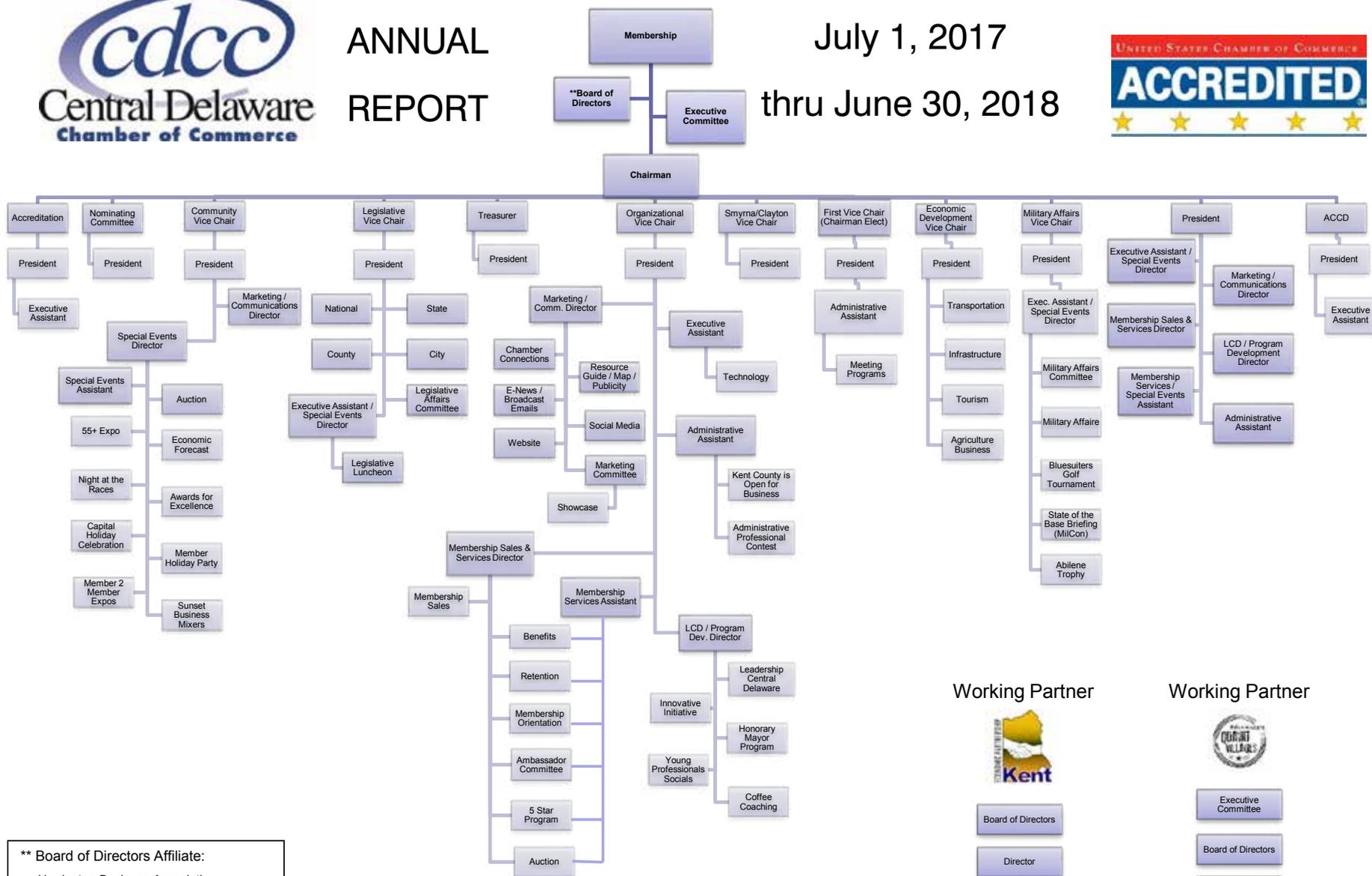
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ANNUAL REPORT

July 1, 2017
thru June 30, 2018



**** Board of Directors Affiliate:**
Harrington Business Association

Honorary Board Members:
Dover Air Force Base
Kent County Levy Court

Revised: 6-1-18 cb

Working Partner



- Board of Directors
- Director
- Staff

Working Partner



- Executive Committee
- Board of Directors
- Director
- Staff

EDUCATION

The CDCC held a total of eight **Coffee Coaching** sessions. This free informational program includes topics that apply to both large and small businesses and attendees leave with two action steps.

The **Young Professionals Social**, a new program held bi-monthly, is an educational tool for professionals aged 21-35 to discuss workplace challenges and to build professional relationships.



LEADERSHIP DEVELOPMENT

Leadership Central Delaware, in its 18th year, saw 26 individuals complete the program, bringing the total to 412 graduates. The LCD Mastery Program and LCD Alumni Association help graduates stay connected while continuing to enhance their leadership skills. This year's community service projects included donating 6,000 books to Read Aloud Delaware, working on People's Place Playground, and building benches for DASEF.



LEGISLATION

The Chamber tracked 27 bills during the 149th General Assembly and took positions on Minimum Wage, Sexual Harassment, Lotteries (Casino Bill), Workplace Fraud, Family Leave, Consumer Contracts, Worker Adjustment & Retraining Notification (WARN Act) and the Lodging Tax bills. Legislative Alerts and Legislative Calls to Action are sent to members to activate our grass roots network efforts and to, when needed, secure speakers for both the House and Senate. The Legislative Luncheon held in March 2018 provided some 250 members with the opportunity to communicate directly with our area legislators on issues affecting their businesses.

MEMBERSHIP



House of Coffi Ribbon Cutting

The CDCC offers several opportunities for our members to increase their exposure. Among these are Business Brags, event sponsorships, volunteering, New Member Orientation, Coffee Coaching, Sunset Business Mixers, Ribbon Cuttings, New Member Spotlight Articles, and the 5-Star Program.

Benefits

Delaware State News advertising discount, My Eye Doctor, comprehensive insurance plan, ability to join Dover Federal Credit Union, Special Marketing Packages, discounts through Club Card Savings Program, membership in the U.S. Chamber Federation Program, copies of Delaware Today Magazine and the Business Report, and all veteran-owned businesses are submitted to NaVOBA/Vetpreneur. DelVideo Productions offers a Video Production Package at a reduced cost. Sam's Club offers an upgrade on club memberships to the plus membership and a \$10 gift card with the upgrade. And AHDTV offers a discount for set-up on office television advertising.

CDCC Showcase

Held every year in January by the Marketing Committee in conjunction with the Sunset Business Mixer to acquaint prospective and current members with the benefits of the organization.

Steps to become a 5-Star Member:

New Members

- Attend Orientation
- Attend Coffee Coaching
- Attend a Mixer
- Host a Ribbon Cutting
- Write a Spotlight Article
- Attend a Special Event

Current Members

- Sponsor an Event
- Attend a Mixer
- Volunteer with the CDCC or Refer a New Member
- Schedule a Business Brag
- Attend a Special Event

45

Total # of ribbon cuttings and groundbreakings to celebrate new businesses and expansion of existing businesses in 2017-18.

129
new members

83%
retention rate

AWARDS

After the membership voted for the individuals who best exemplified Excellence in Business, awards were presented to the following at the Awards for Excellence Dinner:



Photo by C.M. Baker Photography

Small Business of the Year

Roma's Italian Restaurant/Sul Tempo Cocktail Lounge

Large Employer of the Year

Dover International Speedway

Young Professional of the Year

Danielle Hufford Marketing Director ShureLine Electrical

Other awards presented at the Annual Dinner were: Chairman's Outstanding Partnership Award: Connell, Carey & Associates – Merrill Lynch; Partnership Award: Secure Data Computer Solutions, Inc.; Board Member of the Year: Scott Kidner; Volunteer of the Year: Dina Vendetti. New this year an Ambassador of the Year was awarded to Danielle Hufford.

MILITARY AFFAIRS



Photo courtesy of TSgt Matt Davis

Civilians and Airmen were teamed up to play in the **Bluesuiters Golf Tournament** at Jonathan's Landing in May for a little friendly competition. Over 45 Airmen were sponsored by CDCC Members.

The Chamber submitted a nomination package to Abilene, Texas for the **2017 AMC Community Support Award**.

Colonel Ethan Griffin, Commander of the 436th Airlift Wing, presented an overview of the **State of the Base** to the business community at a breakfast at The Landings to over 210 attendees. This included the completion of the \$102 million runway construction project, the Thunder of Dover Open House, hurricane relief flights, and future construction plans. Col. Craig Peters, Commander of the 512th Airlift Wing, U.S. Senators Thomas Carper and Christopher Coons and U.S. Representative Lisa Blunt-Rochester also addressed the audience.

The **Military Affaire**, a networking reception, was held at The Landings on Dover AFB for the purpose of interacting with the military leaders at the base. Over 110 members attended.

- ## PARTNERSHIPS
- The CDCC and **Kent County Tourism** jointly own their building at 435 N DuPont Hwy, Dover. The Chamber works closely with KCT, whose mission is to market, develop and promote tourism in Kent County.
 - The Chamber partners with **Kent Economic Development** for the purpose of countywide economic development.
 - Kent County is Open for Business is on the first Thursday of the month for 11 months at **Kent County Levy Court**. Resource partners are available to meet with current and prospective business owners to discuss business solutions in the local area. The program has also expanded to New Castle and Sussex Counties.
 - The Chamber Coordinates the **Association of Chambers of Commerce of Delaware** which focuses on issues affecting all Delaware businesses.
 - An ongoing partnership exists with **Dover Downs Hotel & Casino** to hold the 55+ Active Adult Expo - a trade show for the over 55 population and their caregivers. 4,500 individuals attend this event.
 - An agreement with the **Retired and Senior Volunteer Program** has been invaluable to the Chamber in order to utilize the talents and abilities of a wonderful group of volunteers who are 55 and older.
 - Media: **The Delaware State News** features a a column in its business section from the Chamber every Monday. Quarterly, the **Kent County Women's Journal** publishes a Chamber article and advertisement. And **iHeartMedia** allows the Chamber to place 40-second weekly announcements on 1410 WDOV-AM, 92.9 Tom-FM Radio and iHeart Radio.
 - An agreement with the **National Veteran-Owned Business Association** offers opportunities for veteran-owned business who are Chamber members.
 - Dover Federal Credit Union** offers our members financial benefits.



Photo courtesy of Photography by Felicia Rose

NETWORKING

The Chamber's most popular and well attended networking event is the **Sunset Business Mixers**. Two times a year, once in the fall and once in the spring, we also include Member to Member Expos. These have provided our members with an opportunity to showcase their products/services. We continue to see increases in attendance.

SPECIAL EVENTS

Over 68 events and programs were coordinated in the past year by the CDCC Staff.



A **Holiday Gift Auction** took place at Maple Dale Country Club in October. The Auction enabled buyers to purchase quality gifts with a goal of showcasing the goods & services provided by CDCC members and to promote shopping locally.

The **55+ Expo** was another big success this year. We had over 100 exhibitors and over 4,500 people in attendance the event at Dover Downs® Hotel & Casino. Seniors visited the vendors, the popular wellness center, the Caregiver's Center for Solutions & Support, attended corporate-sponsored seminars, and enjoyed live entertainment.

The **7th Annual Capital Holiday Celebration**, a large community event which is the combination of Caroling on the Green and the Dover Tree Lighting Ceremony, kicked off the holiday season on November 30th in Downtown Dover on Lookerman Street. Caroling led by area dignitaries, entertainment by area students, the traditional tree lighting, and Santa's arrival were all part of the evening's program. Canned goods were collected at the event for area pantries.

The **Honorary Mayor of Central Delaware** crowning was a big success. This fundraising event for the Chamber also provided great exposure for the candidates' businesses and more awareness of the Chamber during this exciting, non-political, and fun campaign featuring four outstanding CDCC members.

Other events included Economic Forecast Breakfast in January, recognition of the Chamber's "Best of the Best" Administrative Assistant in April, Night at the Races in September, a Holiday Party in December and Leadership Central Delaware Invitational and Alumni Receptions.

Other showcase opportunities: Tabletop displays at Legislative Luncheon, Awards for Excellence Dinner, and M2M Expos

PROMOTIONAL OPPORTUNITIES

Sponsorship opportunities make it possible for more of our members to participate in events and to gain exposure.

The 55+ Active Adult Expo was held in April, providing members an opportunity to showcase directly to a unique and growing population interested in their products/services.

The **Chamber's Club Card** is used to bring more customers directly to our members. Key cards are distributed to all members, who are encouraged to shop the discounts offered by more than 100 Chamber members. The program has been rewarding for both business and CDCC members. All discounts are easily accessible under Club Card Savings on the CDCC website.

The **Central Delaware Resource Guide** and **Dover/Kent County Map** is distributed to people interested in relocating to the area, to local residents looking for a quick reference guide, and to new people moving into the area such as college students and new personnel at DAFB. They are also available on the CDCC website. Both options are supported with advertising.

Sponsored Events:

- Economic Forecast Breakfast
- Military Affaire
- Legislative Luncheon
- 55+ Expo
- Bluesuiters Golf Tournament
- Awards for Excellence Dinner
- State of the Base Briefing Breakfast (Milcon)
- CDCC Holiday Gift Auction
- CDCC Christmas Party
- Leadership Central Delaware
- The Amazing Chase



LEGISLATIVE UPDATE

“FINAL GAVEL”

2nd SESSION OF THE 149TH GENERAL ASSEMBLY AS OF: 12 July 2018

EXECUTIVE SUMMARY

"We look like fools when we say one thing and do another."
Representative Joe Miro

The Second Session of the 149th General Assembly, unlike last year, saw a surplus of some \$360million in new revenues for the coming FY19 budget. Delaware's overall economy has seen improvement, and coupled with the tax increases on alcohol, tobacco and real estate from last year, money was not the dominate issue facing the Assembly. However - like last year, the 2nd Session faced ongoing efforts to fully legalize marijuana for recreational use, increasing the minimum wage, another attempt to repeal the death penalty, doctor assisted suicide, gun issues, DelTech's efforts to gain authority for an independent property tax, manufactured housing (rent justification changes), mandates on small business owners (Evergreen contracts, Sexual Harassment Training), and "Budget Smoothing" from the Governor's office.

From the business community's point of view, the Assembly did not focus on how to grow the economy, but continually sought to pass bills that would place more government oversight and burdens on the business owner. Until the democratically controlled House, Senate and Administration face competition from the minority party (Republicans) on many of these votes/issues, much of what we face will not change. There was one exception.

Last year saw the Assembly missing for the first time a completed budget and bond bill by 30 June. This year - money was not the issue - but the Assembly did not retire until about 8:00 AM on Sunday morning. A minimum wage increase became the issue.

Having passed and signed the Budget bill by 28 June, all that remained was the Bond and Grant-in-Aide bills, with most large policy decisions already decided in one way or another. But, late on 30 June, the Senate sponsor of increasing the minimum wage got a floor vote (passing on party lines) and sent it to the House for action.

Expectations that evening were the House would not work the bill. Much to the dismay and shock of the House Republicans, the business community and Chambers, the Speaker said they would vote on the minimum wage. House Republicans' leadership stated that if the bill were to be brought forward with no committee hearing or public testimony and all under suspension of rules, they would not vote for the Bond Bill. It was during this debate that retiring Rep Joe Miro said there was an agreement between both sides the bill would not get worked... yet when he learned it would, he stated this flip-flop makes us look "... like fools".

The House Republicans stood their ground. (Your Chamber, the CDCC, the Delaware Restaurant Association and the Delaware Food Industry Council, took the lead and worked with House Representatives to create amendments to

the bill.) Not until an agreement was made between the two parties on Sunday morning to accept the amendments to the bill with a training and youth wage rates, and a new effective date, they would not vote for the Bond bill. Finally, they agreed, and the two money bills were passed.

Having finished on Sunday July 1st at 8:30 AM, here are some highlights:

The FY18 Budget is \$4.27 billion. Casino relief for the three race-tracks passed with ease after month's long efforts by Sen. Bushweller. The current tax rate of 43.5 % on Delaware's Tracks are at the highest levels in the tri-state region. Coupled with ongoing competition (some 35 casinos now exist between NY, PA, NJ, MD and VA) the three tracks got a 1% tax cut, 50% reduction in the table games tax rate, and no table game license fees.

Also, included in this year's budget were increases in spending for state employees through pay and bonuses, and paid maternity leave for state employees up to 3 months for their newborn. The state also increased dollars for education reading specialists and a \$5million fund for public and charter schools to enhance their security measures. Also the non-profit community got their full 20% cut restored from last year in this year in the Grant-in-Aid bill.

This year saw another increase in spending of over the FY '18 budget (which ended on June 30th.) A breakdown of spending for the last number of years as compared to the new FY2019 budget follows:

FY2014 - 5 years ago

General Operating Budget
\$ 3.718 billion
Bond /Capital Improvement Bill
\$477 million
Grant-in-Aid
\$44.8 million

FY2015 - 4 years ago

General Operating Budget
\$3.809 billion
Bond/Capital Improvement Bill
\$421 million
Grant-in-Aid
\$45.4 million

FY2016 - 3 years ago

General Operating Budget
\$3.985 billion
Bond/Capital Improvement Bill
\$ 456 million
Grant-in-Aid
\$43.005 million

FY2017 - 2 years ago

General Operating Budget
\$4.084 billion
Bond/Capital Improvement Bill
\$501 million
Grant-in-Aid
\$45.9 million

FY2018 - Last year

General Operating Budget
\$4.11 billion
Bond/Capital Improvement Bill

\$590 million
Grant-in-Aid
\$37.2 million

FY2019

General Operating Budget *
\$4.27 billion
Bond/Capital Improvement Bill
\$816 million
Grant-in-Aid
\$52.1 million
* This does not include a supplemental spending bill of \$46.7 million that has been appropriated/set aside for next year.

With the pressure off with a budget surplus, the impact on the commercial real estate industry, multi-family housing property owners, manufactured housing, the Central Delaware Chamber of Commerce, and various other business organizations remains mixed.

Of general business interest were the following bills:

* Another series of alcohol bills, one to allow wineries to ship and sell their products directly to other "craft" alcohol makers, another attempt to allow craft beer/wine to be sold at farmers markets, and the ongoing efforts to allow "Direct Wine Shipment" from producers to consumers.

* A bill requiring employers with 50 employees or more to provide sexual harassment training once every two years.

* Legislation banning the use of "evergreen contracts" between businesses and their customers.

* Legislation mandating the installation of types of CO Detectors in all forms of rental housing.

* Minimum Wage increase to \$9.25/hr by October 2019.

* The passage of a bill that allows the sale of the Port of Wilmington to Gultainer by the Diamond State Port Corporation.

* Legislation seeking to hold employers responsible for the unauthorized releases of biometric data of their employees or customers.

* A series of bills amending the charters of various towns to allow them to implement a lodging tax of 3%.

* Another attempt to pass a Clean Water Tax on all residential and commercial property owners.

In summary, Delaware's economic position is improving, but there are still some fundamental issues unresolved by the Assembly and Administration. Removing the continuing burdens faced by small business owners, reducing taxes and limiting the reach of government must be addressed. Unfortunately, Delaware has for the last number of years sought changes in social policy (gun bans) instead of creating the right "box" for wealth.

Respectfully Submitted;
C.S.KIDNER ASSOCIATES/
CAPITOL STRATEGIES
C. Scott Kidner



REVIEW OF LEGISLATION

I. LAND USE/ ENVIRONMENT/ REAL ESTATE/ HOUSING

The following bills and positions noted represent the overall commercial real estate, multi-family, and manufactured housing industry, along with the business community as it relates to their private property rights, how they conduct their business, and their ability to use/transfer real property within the state of Delaware.

SENATE

SB153 w/SA#2 - Sen Hansen and Rep Heffernan- Native Species Commission

NEUTRAL

As a result of the Statewide Ecological Extinction Task Force created last year - the bill establishes a new Commission within DNREC to review plans and recommendations that seek to support native species conservation that may include legislation, regulations, or other policy changes to protect Delaware's native plants and animals. The Commission is to start by 1 August 2018 and provide an annual report by 31 December of each year. The Commission sunsets in 10 years without further action by the Assembly.

Signed by Governor on 6 June 2018

SB204 - Sen Hocker and Rep Carson - Stormwater Management SUPPORT

Introduced on May 8th, the bill is a result of work between DNREC and the regulated development community (developers, engineers, home builders) as the two groups worked on redoing the Stormwater Regulations through the Regulatory Action Committee (RAC). The bill puts in place interim standards for the redevelopment of land until the full regulations are adopted in January of 2019. The bill offers property owners an ability to develop their land under a less intensive stormwater regime; it extends the time frame for DNREC to review delegated programs to 5 years, and finally; it will allow certain supporting documents to not be considered as part of the APA process, and can be changed without publication in the Registrar. The bill easily passed both Chambers before the close on 30 June.

Awaiting Governor's Signature

SB229 - Sen Lopez and Rep Briggs-King - Private Property Rights**SUPPORT**

Based upon revelations about individual's property rights being violated by DNREC as they purposely collected environmental data, it requires DNREC to get written permission from the property owner before they can walk onto private land, disclose the methods of collection and how the information will be shared. After lengthy discussion with DNREC about their opposition, the bill was submitted with changes and eventually passing both Chambers with ease.

Awaiting Governor's Signature

II. TAXES**SENATE****SB50 - Sen. McDowell and Rep. Mulrooney - Del-Tech Property Tax****NEUTRAL**

Like last year's attempt, the Board of Trustees of Delaware Technical and Community College once again advocated for an ability to set up:

* The authority to issue bonds to finance the cost of major capital repairs, deferred maintenance and other infrastructure costs, and;

* Create a local property tax system to support these expenditures.

The bill was strongly supported by numerous members of the Assembly at its introduction, and was released from the Senate Finance Committee last year. However, the concerns with the bill from other Legislators such as giving a private Board the ability to raise property taxes without ever being recalled (public elections) has kept the bill from advancing in the Senate.

No Further Action Taken

HOUSE**HB270 - Rep Mulrooney and Sen Townsend - Clean Water Tax****OPPOSED**

Introduced just prior to the start of this year's Session - the bill creates a Clean Water Trust Fund to be established within DNREC, that will use existing funds and a new \$40 fee for single filers and \$80 for joint filers, and a business license surcharge of \$40 (all taxes) to raise money for the Fund. Assigned to the House Natural Resources Committee and heard on 28 March, it received significant support from the environmental community and WIAC. However, after a series of questions on implementation and how the Trust Fund would work, the bill was tabled.

No Further Action Taken

III. BUSINESS ISSUES**SENATE****SCR #73 - Sen Henry and Rep Osinski - Shift Worker Protection Study Group****NEUTRAL**

As part of a larger debate about changing the relationship between the employer and those working "shifts" - the Resolution creates a Study Group made up of numerous organizations including the State Chamber, Health Care Association, the restaurant association, Secretary of Labor, Food Workers Union Local 27, and appointees from the Pro-Tem and Speaker. The first meeting is to occur on or before 7 September 2018 and a report is due by 31 January 2019. Introduced late in the Session, it passed the Senate, got amended in the House, and then by a slim majority (12 Yes) it passed on the 28th.

No Further Action Taken

SB170w/SA#2 - Sen Marshal and Rep Baumbach - Minimum Wage**OPPOSED**

The final in a series of bills (SB10 from last year) increasing the State's minimum wage, this was all but considered dead in the Senate for passage. Yet, on 30 June, Sen Bushweller gave indications he would vote yes for the bill, and then under the suspension of rules by Sen Marshall, it passed on a party-line vote. As the business community reacted, it was unclear as to whether the House would vote that evening - they were, and this is what "ground" the building to halt into Sunday morning. The R Leadership believed such a policy change impacting every business in Delaware should not be done at 4:00 AM - without a hearing or public debate. They stated they would not vote of for the Bond Bill without revisions to the bill.

HB438 sponsored by Reps Danny Short and Mike Ramone creates a "training" wage and "youth" wage rates that can be \$.50 less than the minimum for those employed less than 90 days (training) and those who are 18 yrs old or less (youth). As part of the negotiated settlement to get things moving again, this bill passed the House around 7:53 AM, and was completed in the Senate by 8:10AM.

Both Signed by the Governor on 1 July 2018

SB189 w/SA#2 - Sen McDowell and Rep Paradee - Miss Utility**OPPOSED**

Originally introduced to help manage digging/construction around buried cables and gas lines, the PSC sought to change the notification process by the utility companies and contractors who work for them, the timing of the notice, and penalties. Facing a lot of push-back from the utilities and some contractors, the PSC asked for the bill to be released, but would seek an amendment to cover those issues raised by the business community. SA#2 took care of the concerns, passing the Senate and then House by 30 June.

Awaiting Governor's Signature

SB248 - Sen Lopez and Rep Smyk - Archaeological Resources**OPPOSED**

The bill requires developers in all residential (2 or more lots) and commercial projects to submit for review and comment before application is made to PLUS an archaeological study or report on those lands under rezoning or sub-division. Strongly opposed by the development community, the sponsor indicated he would seek amending language before it moves forward. Assigned to committee and before it got a hearing the sponsor struck the bill.

No Further Action Taken

SB254 - Sen Marshall and Rep Brady - Workplace Fraud**OPPOSED**

The bill doubles the penalties on contractors to a range of \$5000 to \$20,000 per incident if found guilty by the Department of Labor for wrongful discharge or discrimination. Strongly opposed by the ABC and other business groups, the bill was laid on the table twice, lifted from the table once, before the sponsor laid it on the table late on June 30th without seeking a vote.

No Further Action Taken

SB264 - Sen Simpson and Rep Postles - Milford Lodging Tax**NEUTRAL**

Another in a series of bills seeking to give municipalities (Milford) the ability to levy their own hotel tax of up to 3% above and beyond the state's current 8% lodging tax. Treated like all charter changes that are enabling only, this bill easily passed both Chambers before the end of the Session.

Awaiting Governor's Signature

HOUSE**HB110 w/HA#1, HA#2 to HA#1, #3 - Rep Keeley and Sen Henry - Marijuana Control Act****OPPOSED**

This bill introduced last year, finally got a floor vote on 27 June and failed with 21 Yes, 15 N and 5 not voting. Because it has fees and taxes it required a 3/5th vote. It would have created an entirely new statute, necessary procedures, and controls (a new Division of Marijuana Control and Enforcement) to legalize the personal use of MJ for recreational purposes in Delaware. The bill is the accumulation of the steady and consistent reduction of barriers in the use of MJ for other than scientific purposes (de-criminalize, medical) over the last number of years. With both strong advocates and opponents, the business community continued to present significant concerns because of the legal impact legalization will have on a company's "zero drug policy." Concerns relate to the specific issues of when an employee who tests positive for THC - yet claims they did not consume on the day of the test, and further claims their firing was without merit, and therefore file a complaint against the business. Further, while HA#1 sought to address some of these issues outlined above, there remained questions

as to liability on the employer.

No Further Action Taken

HB293 - Rep Briggs-King and Sen Hocker - Prevailing Wage**SUPPORT**

Introduced in January, the bill seeks to change the current prevailing wage method to allow the use of payroll information, remove the "lock-in" and remove the advisory committee since this bill replaces the process and calculations for the survey. Strongly opposed by the unions, and assigned to the House Administration Committee, it never got a hearing.

No Further Action Taken

HB321 - Rep Heffernan and Sen McDowell - Consumer "Evergreen" Contracts**OPPOSED**

The act requires consumer contracts that contain automatic renewal provisions must clearly disclose what the terms are for this renewal and how the consumer can cancel this automatic renewal. If contracts last more than 12 months - the business must give 60 day notice before the cancellation of the renewal. With other concerns related to violations and penalties raised by the business community and the Chamber, the bill did not get a hearing before June 30th.

No Further Action Taken

HB350 w/HA#1 - Rep Paradee and Sen Sokola - Personal Information "Biometrics" Disclosure**OPPOSED**

It creates the Biometric Privacy Protection Act by establishing a new framework on the business community that uses or manages or holds biological and behavioral information (such as fingerprints, voiceprints, facial scans) from their employees or their customers. Proposed by the AG's office, this bill is cumbersome and unique to Delaware. It creates new requirements and fines if the law is broken, as well as definitions not normally used within the technology community. Again, with significant opposition from the Chamber and large technology companies, the bill did not get a hearing before June 30th.

No Further Action Taken

HS#1 to HB360 w/ HA#1 - Rep Keeley and Sen Hansen- Sexual Harassment Training**OPPOSED**

Introduced on 12 May, it requires all businesses with 50 employees or more to conduct sexual harassment training for their employees and sub-contractors within a year of their employment/hire, and those that employ more than 4 but less than 50 employees must provide a "Sexual Harassment Information Sheet" (yet to be developed by the Dept. of Labor). The bill defines what is sexual harassment and what must be taught in the class. Facing strong opposition from the Chamber and business community at large, the sponsor submitted HS#1 for the bill. While amending a number

of issues, most notable the treatment of sub-contractors (now not required to get the training from the employer) it was not until HA#1 to the substitute did the business community go neutral. The amendment says training is not needed for seasonal employees, training time is determined by the employer (not 90 minutes) and information can be distributed by electronic or paper, among other clarifications. Released from House Labor Committee on June 19th - the votes were still close with only 24 Y in the House and just 11 Y in the Senate on 1 July.

Awaiting Governor's Signature

HB377 - Rep Mitchell and Sen Henry - Lodging Tax
NEUTRAL

This is a charter change for New Castle County to allow them to establish a 3% lodging tax on hotels, motels and tourist rentals within the county. Like the other hotel tax bills - this is simply enabling and still requires an ordinance passed by the County. Passing both Chambers by 30 June.

Awaiting Governor's Signature

HB395 - Rep Hensley and Sen Pettyjohn - Lodging Tax
NEUTRAL

Different from the other lodging tax bills - this would change all municipal charters at once to allow for a 3% lodging tax. Actually opposed by the League of Local Governments, the bill remained tabled in committee and was never worked.

No Further Action Taken

HB435 - Rep Baumbach and Sen Sokola - Lodging Tax/Newark
NEUTRAL

Again, another charter change, but this is for the City of Newark seeking to allow for a 3% lodging tax. The bill easily passing both Chambers by 30 June.

Awaiting Governor's Signature

HB449 - Rep Hensley and Sen Hansen - Lodging Tax/Middletown
NEUTRAL

This amends the Town of Middletown's charter to allow them to assess no more than a 3% lodging tax on hotels and motels within their city. Treated like all other charter changes - there were no issues, passing before 30 June

Awaiting Governor's Signature

HB460 - Rep Q. Johnson and Sen Sokola - Budget Smoothing
SUPPORT

As part of the "Grand Bargain" from State Treasurer Ken Simpler presented a number of months ago, the bill seeks to amend the Constitution by taking the Budget Reserve Account to a Budget Stabilization Fund that receives 1% money of the previous year's budget, to be appropriated in times of fiscal instability (less tax money) but only 50% of the money can be used. Supported by many in the Assembly, as well as the Administration - it seemed clear it would advance in the House. However, after Senate Leadership and

some senior members of the House pulled their support, it never got a floor vote.

No Further Action Taken

GAMING LEGISLATION:

After years of work and effort - Sen Bushweller - the lead champion for Racino relief - was able to put together SS#1 to SB144 w/ HA#2, signed by the Governor on 30 June. This, like many Casino issues - was not without some drama.

Prior to getting SS#1 to SB144 introduced - the Tracks, Horsemen and the Sec. of Finance's office met to seek compromise because the original SB144 was not supported by some in the Assembly and some in the Administration. After a number of meetings, the substitute was introduced on 25 April, and passed the Senate on 26 April. However, the Speaker of the House had other ideas.

His general opposition was the state could not afford the \$20.0m loss of revenue (we had a \$360m surplus and the bill was already budgeted) and he had not been included in the negotiations between the three parties. To note for the weeks the bill was in the House - it was never assigned to a committee nor got any public hearing. Eventually, after intense discussions between the Tracks and Speaker - HA#2 was attached to the bill and it passed both chambers on 30 June

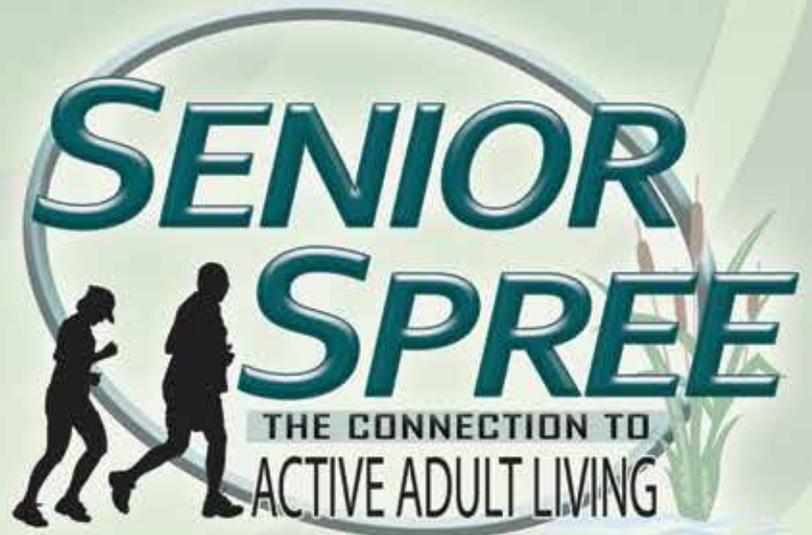
The bill moves the tax rate a point down for the tracks (HA#2), eliminates table game license fee, lowers the table games revenue tax to 15%, allows the tracks to open on Christmas and Easter, and through the expenditure of capital expenses at their individual tracks - their effective tax rate on the VLT machines will be reduced proportionately. As part of these negotiations, the two Horseman groups - DSOA and DTHA - that faced 10% cuts in their purses in 2008, got .3% increase the first year and a .3% increase the second year for their purses.

IV. ISSUES FOR JANUARY 2019

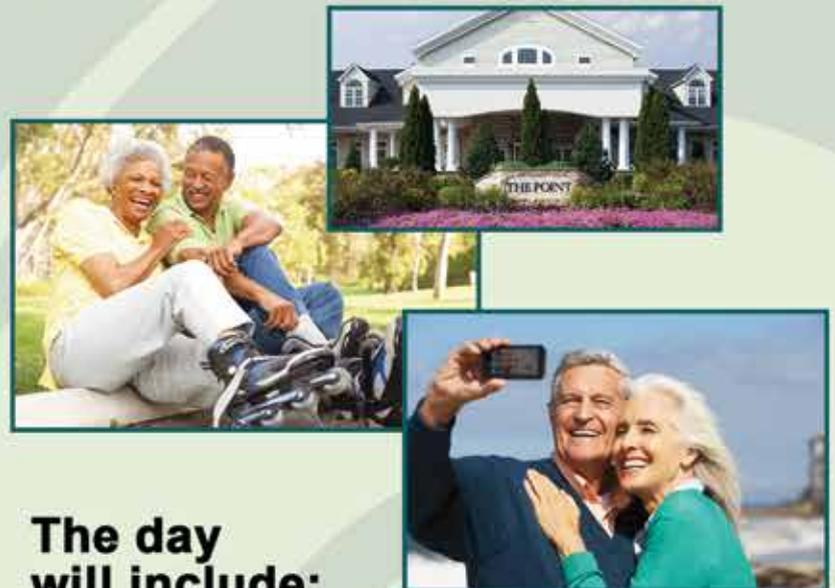
Delaware's economic picture has improved. Unemployment is down, lowest in many years, and portions of the economy and tax revenues are growing, hence a budget surplus for 2019. Yet, Delaware has not addressed costs in state employee health benefits, and our Medicare and Medicaid programs. Also, with paid maternity leave for up to 90 days for all state employees just passing, the "Budget Smoothing" bill failing to pass that may have brought some restraint, the picture remains mixed.

Returning will be the full legalization of Marijuana; a relook at Evergreen Contracts legislation; Biometrics legislation; various alcohol bills including direct wine shipment, and; additional restrictions on employers during the hiring process.

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Member News

Come Play!

DOVER DOWNS[®]

HOTEL & CASINO

Pearl Oyster Grill, latest addition to Dover Downs Hotel & Casino's dining offerings

Pearl Oyster Grill, Dover Downs Hotel & Casino's new seafood restaurant, coming this summer following casino relief legislation approval.

Pearl Oyster Grill, a premier seafood restaurant, will be the latest addition to Dover Downs Hotel & Casino's dining offerings late this summer, officials announced today.

The new eatery, which Dover Downs Hotel & Casino will own and operate, will add 60-80 jobs to Central Delaware, comes as a result of the recent passage of casino relief legislation by the Delaware General Assembly.

The new legislation offers relief incentives if capital expenditure investments are undertaken. Pearl Oyster Grill will be constructed

in the footprint of the former Doc Magrogan's Oyster House and is expected to open by late summer of 2018.

"Pearl Oyster Grill will be a great addition for our facility and our guests," said Ed Sutor, president and CEO of Dover Downs Hotel & Casino.

Pearl Oyster Grill will offer a full seafood menu, featuring fresh oysters, Maine lobster tail, Alaskan king crab legs, shrimp platters and crab cakes, as well as daily specials, appetizers, specialty drinks, an extensive wine list and more.

For more information on employment opportunities at Pearl Oyster Grill and Dover Downs Hotel & Casino offerings and events, visit doverdowns.com.

Member News

Shore United Bank



Shore United Bank presents a check to Duron Harmon in support of his football camp. Pictured left to right: Matt Pepper, Teller for Shore United Bank; Teresa Swartz, Branch Manager for Shore United Bank; Vickie Ebaugh, Assistant Branch Manager for Shore United Bank; Duron Harmon, Safety for the New England Patriots; Chris Dimeler, Senior Teller for Shore United Bank

Shore United Bank, a member of Shore Bancshares community of companies, recently donated to the Duron Harmon Football Camp. In addition to Harmon, NFL players from Cleveland, Kansas City, Tennessee and coaches from Rutgers University all came together

to host a one-day football camp for over 500 young adults. Duron Harmon and the other NFL players are all from Delaware, where the camp was held.

For more information about Shore United Bank, visit ShoreUnitedBank.com

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is one LCD class away



Photo credit C.M. Baker Photography
Leadership Central Delaware Class of 2018 at graduation.



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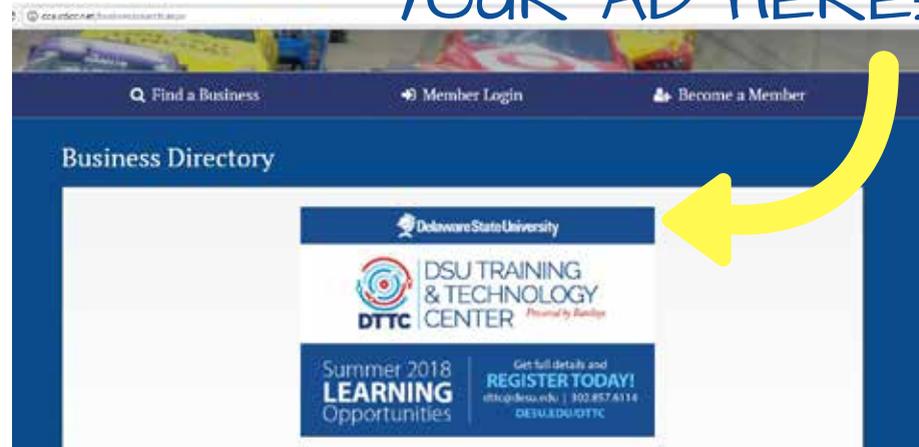
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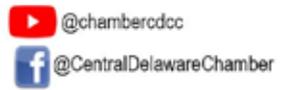
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| Easter Seals of DE & MD's Eastern Shore | 28 |
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| Sambo's Tavern..... | 22 |
| TD Bank..... | 14 |
| Creative Logo Apparel..... | 13 |
| Brooks Machines | 12 |
| Bath Saver, Inc | 11 |
| RPJ Waste Services, Inc | 11 |
| Signs By Tomorrow | 11 |
| Alternative Solutions..... | 9 |
| Hilton Garden Inn | 9 |
| Mid-Atlantic Waterproofing | 9 |
| Dover Family Physicians, P.A. | 8 |
| Partners in Design, LLC..... | 8 |
| Precious Moments Preschool & Childcare Center | 8 |
| Shore United Bank..... | 6 |
| Vincenzo's Pizzeria & Gelato..... | 6 |
| Grotto Pizza..... | 5 |
| Mountain Consulting Inc. | 5 |
| Parke Green Galleries..... | 5 |
| Webb Insights | 5 |
| DelmarvaVoIP.com..... | 4 |
| Fort Sill National Bank..... | 4 |
| LaserTone Business Systems..... | 4 |
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