

Chamber Connections

Vol. 43, No. 8

www.cdcc.net

August 2019



LEGISLATIVE UPDATE "FINAL GAVEL"

1st SESSION OF THE
 150TH
 GENERAL ASSEMBLY
 AS OF: 11 July 2019
 EXECUTIVE SUMMARY

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Central Delaware
 Chamber
 of Commerce
 Annual Report
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Congratulations
 to our newest
 5-Star Members!
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www.cdcc.net

16th Annual Night at the Races



Join us on Monday, September 9th at Harrington Raceway & Casino for the sixteenth annual Night at the Races! Central Delaware Chamber of Commerce Members can enjoy delicious food, live entertainment, great networking opportunities – all under the “Big Tent” – while watching their favorite horses and riders speed around the track! For business owners and managers, it’s a great way to show your employees how much you appreciate them. Mark your calendars and sign up today.

Meet us trackside under the “Big Tent” at 4:15pm. Post time is at 4:30pm. Amazing hors d’oeuvres, a

mouth-watering carving station, tempting desserts, and a full bar will be offered. 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. A portion of the proceeds will benefit the Mid-Del Charitable Foundation. Join the CDCC for this popular night of trackside horseracing – rain or shine.

This popular event often has standing room only, so if you would you like to have a reserved table for eight for your business colleagues, family members, and friends? Consider signing up for the Winner’s Circle Package! This hard to beat opportunity will also provide you with a fabulous photo with the winning horse of the official CDCC Race – all for \$300. You don’t want to miss this opportunity!

For more information, or to register for this event, please Contact Cheryl at the CDCC office before September 4th – call us at 302-734-7513 or email your request to adminassistant@cdcc.net. We can’t wait to spend this fun-filled evening in the “Big Tent” with you!

It’s not Just a Race – It’s the Amazing Chase!

Let’s test your ability... can you solve the following clue? Hint: the answer is the name of an organization here in Kent County. “Where can you go to receive the benefits of 100 years of connecting businesses and engaged members? Who thrives on helping to promote the best in our community? Who teaches that leadership means more than being at the head of the line?” If you guessed the Central

See Chase — Page 5



Let the Bidding Begin!

The Holiday Gift Auction is one of the biggest events of the year and it is open to the public. This year’s event will be held on Wednesday, October 30th, at Maple Dale Country Club in Dover. From 5 – 8 pm, guests will be invited to browse through over 150

items that have been donated by local member businesses, enjoy wonderful food, visit with friends and business associates, and bid, bid, bid!

Our auction items are donated to us by a variety of local member businesses. The

See Auction — Page 5



August Sunset Business Mixer at Hilton Garden Inn



Join your fellow CDCC members on Wednesday, August 28th, from 4:00 – 7:00 p.m. at the Hilton Garden Inn for the next Sunset Business Mixer! This event will also feature the CDCC’s semi-annual Member to Mem-

ber Expo. The event will be held at 1706 N. DuPont Highway in Dover. Please join us to experience the hospitality of the Hilton Garden Inn, and also to learn about many member businesses and what they have to offer.

The Hilton Garden Inn is exceptional for both business and leisure travelers. Surrounded by Dover’s most exciting attractions, such as Dover Downs and Dover International



Speedway, this contemporary hotel in Dover, DE features spacious accommodations, meeting and event facilities and wonderful dining. A number

See Mixer — Page 5

Judy's Journal



PRESIDENT - JUDY DIOGO

Following Your Lead

Over the past few years I have had many Chamber Members ask me how we do all we do. First of all, I tell them we do not do anything without them - our members. We could never do all we do without their assistance, leadership and volunteerism. Our members are the best - hands down! Secondly, we truly are a member-driven organization which means, we listen to the needs of our members and to the economic climate in our area and then we develop a plan to address those needs and better our economy. We create this plan by hosting a series of Strategic Planning Sessions during which we review the Chambers' vision, mission, values, and critical goal categories. Those in the planning sessions include Executive Committee Members, Board Members and Cham-

ber Members at large. There are currently three sessions scheduled - two in July and one in August. Once these Strategic Planning Sessions are completed the Chamber Staff then takes a full-day Retreat to define in detail the goals to accomplish our critical categories, who is responsible for completing them, and the timeline for completing them. This document then becomes the working document of the Chamber for the next two years. And it does not end there - each month, during the Board Meeting, a Dash Board Report is presented which tracks the major goals and measures their success based on the time-line for completion. So... we do all we do - by simply following your lead!

Calendar of Events

- August 2019**
- Thursday, August 1**
Kent County is Open for Business
8:30 a.m. - 10:00 a.m.,
Kent County Levy Court
Room 220
 - Thursday, August 8**
Member Orientation
8:30 a.m. - 10:00 a.m.,
CDCC Board Room
 - Tuesday, August 13**
CDCC Board Meeting
7:30 a.m. - 8:30 a.m.,
Chesapeake Utilities Corp.
 - Tuesday, August 13**
Marketing Committee Meeting
9:00 a.m. - 10:00 a.m.,
CDCC Board Room
 - Tuesday, August 20**
LCD Steering Committee Meeting
12:00 p.m., CDCC Board Room
 - Monday, August 26**
CDCC Executive Committee Meeting
8:00 a.m. - 10:00 a.m.,
CDCC Board Room
 - Wednesday, August 28**
Ambassador Meeting
3:30 p.m., Hilton Garden Inn
 - Wednesday, August 28**
Sunset Business Mixer/
Member 2 Member Expo
4:00 p.m. - 7:00 p.m.,
Hilton Garden Inn
- September 2019**
- Monday, September 2**
Labor Day Office Closed
 - Thursday, September 5**
Kent County Open for Business
8:30 - 10 am,
Kent County Levy Court,
Room 220
 - Monday, September 9**
Night at the Races
4:15 pm,
Harrington Raceway & Casino
 - Tuesday, September 10**
CDCC Board Meeting
7:30 am,
Chesapeake Utilities, Corp.
 - Tuesday, September 10**
Marketing Committee Meeting
9 am,
CDCC Board Room
 - Tuesday, September 10**
Young Professionals Social
11:45 am - 1 pm,
Grotto Pizza, Camden
 - Wednesday, September 11**
Coffee Coaching
8 - 9 am,
CDCC Board Room
 - Thursday, September 12**
Member Orientation
8:30 - 10 am,
CDCC, Board Room
 - Thursday, September 12**
The Amazing Chase
5:30 pm,
Downtown Dover
(start at Grey Fox Grille)
 - Tuesday, September 17**
LCD Steering Committee Meeting
12 noon,
CDCC Board Room
 - Thursday-Friday, September 19-20**
LCD Class of 2020 Opening Retreat
8 am,
Brighton Suites Hotel
in Rehoboth Beach
 - Wednesday, September 25**
Ambassador Meeting
4:30 pm, Advantech
 - Wednesday, September 25**
Sunset Business Mixer
5 - 7 pm,
TBD

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

- Hospitality:** AXIA
- Energy/Utility:** CHESAPEAKE UTILITIES
- Banking:** DOVER FEDERAL CREDIT UNION
- Casino/Entertainment:** HARRINGTON
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- Manufacturing:** KRAFT HEINZ
- Insurance:** L&W INSURANCE
- Real Estate:** R&A COMMERCIAL REALTY

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

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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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.

Cornerstone Member - Harrington Raceway & Casino

A New Season of Racing Begins



Horse of The Year, Wiggle It Jiggleit, who won the 2016 edition in dazzling fashion for owner George Teague Jr. "Wiji" as he is known on social media, captivated racing fans across the country with a historic 3-year-old campaign and is stabled on the Teague farm in Harrington. The 2019 edition of the Quillen presents another opportunity to see some of the sport's top horses compete locally. Harness racing's richest horse of all-time, Foiled Again, is also among past champions of the event, having competed in it four times and is the only horse that has won the event more than once. Other horses that have won the race include Maltese Artist, Clear Vision, Won The West, Better Than Cheddar, Mister Big and Mach It So.

While the Quillen Memorial will feature horses from all over the country, much local attention will also be on the Delaware Standardbred Breeders Fund (DSBF) 2-year-old races, which commence on September 16th. The DSBF program promotes investment in Delaware through its breeding program at local farms across the state. The owners of horses in the program have made payments to maintain eligibility as a pre-requisite to competing in the stakes races. The full slate of DSBF 2-year-old races includes pacers on September 16th and trotters on September 18th. The horses will compete in two weeks of elimination races with the top point earners returning to compete in \$100,000 final events on October 2nd.

Races are held at Harrington Raceway Monday through Wednesday through October 23rd. Post time nightly is at 4:30 p.m. For reservations in the clubhouse trackside dining area, please call 302-398-5928.

Harrington Raceway and Casino's 73rd season of live harness racing will resume on August 19 after a summer hiatus. As another season of harness racing begins, we are thrilled to announce some of our upcoming events. We look forward to seeing many of you during this year's season!

September 9 is the date many are circling for the 16th Annual CDCC Night At The Races, which has been a popular event under a trackside tent on the west end parking lot of the M&T Bank Grandstand. CDCC members are encouraged to bring employees and colleagues for a cost of \$25 per person. An open bar, hors d'oeuvres and live entertainment are all on the menu for this in vogue event. A portion of the proceeds benefit the Mid-Del Founda-

tion, which is the charitable arm of Harrington Raceway and Casino. Payment and registration must be received by the CDCC no later than September 4th.

A week later, Harrington Raceway's marquee race of the season, the 13th Annual Bobby Quillen Memorial, will attract some of harness racing's top pacers to The First State on September 16. The race is named in honor of long-time former legislator Bobby Quillen, who passed away nearly 15 years on the date of this year's race. Quillen was a well-liked member of the community who was a regular at the races and former board member of Harrington Raceway and the Delaware State Fair.

The race has drawn some of racing's stars in the past including local superstar and 2015

The Home & Garden Show 2020

Excited to Build and Grow a New Event!

Right now, in the heat of summer, it's hard to imagine that by February, we'll all be thinking about the coming of Spring and the start of some long-awaited warm weather. By the end of our cold weather season, as we anticipate the season of growing and outdoor activities, we'll be ready to implement all those projects we spent all winter dreaming about. That's why the CDCC's brand new event "The Home & Garden Show 2020" will be right on time!

Plans are underway to bring this expo-style trade show to our area. The Home & Garden Show 2020 will be a two-day event that showcases the goods and services of our Central Delaware businesses, with a special emphasis on home repair, construction, and renovation, as well as anything that has to do with the great outdoors! This incredible event will bring a multitude of business together in one place so that our Central Delaware consumers can browse and shop under one roof. Businesses related to construction, roofing, repair, gardening, pools, electrical supplies, lighting, landscaping, lawn service, flooring and many



more will be on display with information manned by helpful consultants who can help you address all your home improvement and outdoor recreational needs.

This new event will be held on Friday, February 21st, and Saturday, February 22nd, at Harrington Raceway & Casino. Some businesses will have display booths in the Gold Room, others will be set up outside. Our media sponsor for the show is the Delaware State News. Look for more information about being a vendor or to attend in next month's Chamber Connections.

When the winter gets long and you're looking for a way to fill the time, grab a pen and a pad, make a list of all your home and lawn dreams, and mark your calendars for the Home & Garden Show 2020 - brought to you by your CDCC and coming to a neighborhood near you.

Ambassador's Corner

Deborah Edwards has lived in Delaware since 1973. She accrued more than 10 years of banking experience with Wilmington Trust before taking a break to raise her two children (Aubrey and Kevin). Deborah dove back into the workforce as a Certified Personal Trainer and started her own company, running the business from her home. She joined the Chamber for the amazing networking opportunities before transitioning to CDCC Staff as the Director of Membership in 2012. She loves to help people succeed, and currently works as a Small Business Relationship Manager (SBRM) for WSFS Bank, processing loans and helping small businesses get the capital they need to grow and reap success. Her love of networking, meeting new people, and passion for helping others, coupled with her depth of experience in the Chamber, compelled her to join the Ambassador Team earlier this year. Her favorite quote is "Whether you think you can, or think you can't, you're right" -Henry Ford.



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A New Year – A New Class of Leaders!

The Leadership Central Delaware Class of 2020

The applications are in... the “i’s” are dotted and the “t’s” are crossed... the interviews are complete... We are thrilled to announce this year’s Leadership Class – the LCD Class of 2020! This group of Central Delaware professionals will embark on a journey that will take them behind-the-scenes of the most influential economic drivers in Kent County. They will have opportunities to meet our area’s leaders, engage with them in conversation, and learn from them about what it takes to be an effective leader. The ten-month adventure begins in September with an Opening Retreat

which focuses on team/community building and leadership development. Following the Retreat, the class members will gather on the first Thursday of each month for a full day of learning and growing. As the class graduates in June, they will use the knowledge and skills that they learned on this amazing adventure to impact our community, making it an even better place to live, work, and play.

The following individuals will make up the Leadership Central Delaware Class of 2020: (drum roll please!)

- Sharon Urban
- Cynthia Friese
- John Martin
- Brennan McKone
- Kendra Friel
- Marcia Taylor
- Justin Smith
- Wendell Howell
- Jennifer Archer
- Jason Lowrey
- Dawne Nickerson-Banez
- Robert Smith
- Veronica Aceveda
- Carrie Green
- Vincent Setnar
- Kerry McElwee
- Kevin Edwards
- James Trey Bowden
- Stephanie Poet
- Michele Rudzik
- Catherine Hancock
- Courtney Duncan
- Edward Rexroth Jr.
- Michelle Garrison
- Rena Tucker
- Stephen Harrell

- Bayhealth Medical Center
- Central Delaware Chamber of Commerce
- Chesapeake Utilities Corporation
- Chesapeake Utilities Corporation
- Delaware Municipal Electric Corporation (DEMEC)
- Delaware State University
- Del-One Federal Credit Union
- Detailing by Wendell
- Dover Air Force Base – 436th
- Dover Air Force Base – 512th
- Dover Air Force Base – 436th
- Dover Air Force Base – 512th
- Dover Air Force Base – 436th
- Dover Air Force Base – 512th
- Dover Federal Credit Union
- Dover Federal Credit Union
- Dream Coaching
- Frontline Inspections, LLC
- GoodBetterBest Technologies, LLC
- Harvest Ridge Winery
- Home Instead Senior Care
- Love Bella Creations
- Merrill Lynch
- OnQ Financial
- R&R Commercial Realty

Stephen R. Harrell Auc tioneer, LLC



Now in its 19th year and with over 435 alumni, Leadership Central Delaware creates effective, dynamic and knowledgeable leaders. In addition, the curriculum and program are designed to help increase an individual’s desire for involvement in community leadership and service.

The program’s alumni have had an amazing impact and have influenced positive change, not only here in Central Delaware, but also statewide, throughout the country, and even around the world!

For more information on Leadership Central Delaware and how to apply for LCD Class of 2021, please contact Heather McTheny at lcd@cdec.net or 302.734.7513



FROM THE LCD CLASS OF 2019



At the end of another wonderful year of training Central Delaware’s next generation of leaders, we would like to take a moment to extend a heartfelt thank you to our amazing sponsors! Once again, our year was filled with experiences, conversations, and skill building activities that are sure to enhance the portfolios of our participants. This program truly does generate a positive impact on our area’s business community – and the community at large. Thank you, sponsors for understanding and investing in this, our diamond program!

LCD Class of 2019 Comes to a Close

The Leadership Class of 2019 gathered for their last official day together on Friday, June 14th, at Harrington Raceway & Casino, for their Closing Retreat. The Leadership Year begins and ends with a retreat, offering a time for reflection, team building, instruction, and goal setting. The Opening and Closing Retreats are, if you will, the book ends of the program and serve to frame an entire year’s worth of activities.

This year’s Closing Retreat, falling the day after graduation, gave the class an opportunity to reflect on all that they had learned and to relive some of the year’s most memorable moments. There was much discussion about the various days and the wide variety of speakers, as well as some happy conversation about the previous evening’s graduation festivities. There were many comments regarding the value of this experience and what they will carry with them. Many participants cited “community awareness” and “networking opportunities” as extremely valuable aspects of the program. As always, the conversations were animated and engaging, filled with joy and gratitude for the leadership experience, and contained a few sentimental moments as the year drew to a close. One segment of this year’s event focused on what the next steps might be in leader-



“The LCD Class of 2019 presented this painting, an exact replica of what was painted in the lobby of St. John’s School, to Dr. Dina Carol Vendetti, LCD Steering Committee Chair.”

ship growth for our graduates. Mr. Alan Kovitz of Elevations Unlimited shared information with the group about the next level of leadership development that is offered in the Leadership Mastery program. The class was eager to learn about this opportunity and anxious to continue what they began during their LCD year. In addition to explaining the program, Mr. Kovitz masterfully took the participants through a “sample” Mastery session. The class was excited to learn that their leadership experience does not have to

end when they graduate from LCD.

Even as we placed the Closing Retreat “book end” on this year’s class, plans were already in the works for the year to come. The LCD Steering Committee will be spending time in the next few months sifting through the feedback received from the Class of 2019 and making changes and improvements to this incredible program. For more information about Leadership Central Delaware, or to become involved as a sponsor, class participant, or donor, please contact Heather McTheny at the CDCC Office.

Chase

Continued From Page 1

Delaware Chamber of Commerce, you are correct and you have shown us that you are a perfect candidate for this year's Amazing Chase!

Imagine... a little bit scavenger hunt... a touch of challenge... a dash of detective work... and a lot of fun... all right here in downtown Dover! It's the Amazing Chase!!! Beginning at 5:30 pm on Thursday, September 12th, this event sponsored by the M & T Bank and the City of Dover, promises all participants an evening of networking, challenge, and fun as they comb our downtown area in search of clues. The merchant

participants will enjoy a great way to show case their businesses and help everyone understand all that downtown Dover has to offer.

For \$75, teams of three will participate in a fun-filled evening in Downtown Dover by traveling by foot to various Chamber merchants where they will either solve a clue or complete a challenge. To liven up your team's look and add to the fun, you may consider creating a team theme and/or costume! Once the teams have completed all the clues/challenges on their assigned route, they will then race back to the finish line as quickly as possible to log their time. The race will start and finish at the Grey Fox Grille. At the end of the race, a prize will be awarded to the team that suc-

cessfully completes the clues and/or challenges and manages to finish first! Bragging rights will, of course, accompany the prize!

A variety of local merchants have already registered for this event. We'd share their names, but that would give away the answers! All proceeds from this event will benefit the CDCC.

There's still time to register your three-person team to participate in this event. For more information, or to register a team, please contact Cheryl at the CDCC Office - by phone at 302-734-7513 or by email at adminassistant@cdcc.net. We can't wait to see our downtown come alive as CDCC members come together for this year's Amazing Chase!

Auction

Continued From Page 1

items are always of a high quality and give our shoppers an opportunity to purchase unique items for themselves or for the people on their holiday shopping lists. A wide range of items - from food to jewelry to clothing to experiences - provide a vast array of purchasing possibilities for our guests. Businesses donating items receive special recognition with their names on the bidding sheets, mentions in the program, recognition through social media prior to the event, and a listing on the CDCC website. Donating

items is a great way to gain exposure for your business with the shopping public, while encouraging everyone to shop local!

In addition to our silent auction, a live auction is also a big part of the evening's festivities. Auctioneer extraordinaire, Steve Harrell will work hard to award items to the highest bidders. These items are also donated by local member businesses. Guests at the event often plot ahead of time about how to spend their bids and sometimes team up with other bidders to share experiences. This lively portion of the event is always much anticipated.

Maple Dale provides a wonderful setting for our event. All of our auction items will be

tastefully displayed in the Country Club's various rooms. There will be heavy hors d'oeuvres, delicious dessert items, a carving station, and a cash bar. The cost for our guests is \$10 per person, or \$15 per couple.

The Holiday Gift Auction is an event you won't want to miss! Just imagine how easy your holiday shopping will be if you attend this event with its amazing array of items! You will definitely want to attend, and you might also consider making a donation to the event. For more information, please contact Cheryl at the CDCC Office at 302-734-7513 or adminassistant@cdcc.net. We look forward to seeing you at this outstanding annual event!

Mixer

Continued From Page 1

of local corporations are nearby as well. Their more than 1,900 square feet of flexible meeting space is equipped with WiFi, contemporary audio/visual technology, and an attentive staff. In addition, the Hilton Garden Inn offers a full-service restaurant and bar, along with full catering capabilities. This event will provide our members with a wonderful opportunity to check out the facility and perhaps consider planning their next meeting or conference here. As an extra bonus for the evening, the Hilton Garden Inn will be graciously offering happy hour bar prices all evening. In addition, Chamber members who wish to stay for dinner will receive a 50% discount on any entrée!

Mixers are a great opportunity for CDCC members and their guests to meet other business owners and collect qualified leads in a casual setting. Complimentary refreshments will be provided. Don't forget your business cards - you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes! Looking for a cost-effective way to promote your business? Purchase a vendor space and get ready to gain qualified leads while displaying your business's products and services to 125+ CDCC members!

To register for this event, please contact Cheryl at the CDCC office at 302-734-7513 or via email at adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net by clicking on the Events Calendar. We hope to see you on Wednesday, August 28th at the Hilton Garden Inn in Dover for the Sunset Business Mixer and CDCC Member to Member Expo!

The right help at the right time.

Visit the Business Resource Connection at www.DelBiz.com to search 300 programs for small businesses statewide.

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CDCC joins Sold Out Sneaks for a Ribbon Cutting Ceremony

The Central Delaware Chamber of Commerce joined Sold Out Sneaks for a Grand Opening Ribbon Cutting Ceremony on Friday, June 7th. The Ribbon Cutting was held at the shop located at 305 W. Loockerman St. in Dover.

Sold Out Sneaks is a sneaker store where you can buy, sell, and trade both new and pre-owned shoes. Owner Aaron Forman says he was inspired by his dream of being an entrepreneur and his long-time love of sneakers and fashion to open his shop. Sold Out Sneaks offers shoes and shoe accessories along with cleaning services and light restoration services.

Aaron was born and raised in Dover, he's "just a Dover guy who loves shoes" and wants to share that love with the community. He hopes that Sold Out Sneaks offers the Dover Community a nostalgic trip down memory lane as they specialize in older style



Aaron Foreman (with scissors), Owner, is joined by family, friends, and CDCC Members to celebrate the Grand Opening of Sold Out Sneaks.

sneakers that you may not have seen in a while.

For more information, check them out on Facebook @Sold-OutSneaks or email SoldOutSneaks@yahoo.com.

CDCC joins Sweets & Treats for a Ribbon Cutting Ceremony

The Central Delaware Chamber of Commerce joined Sweets & Treats for a Grand Opening Ribbon Cutting Ceremony on Saturday, June 8th. The Ribbon Cutting was held at the shop located at 147 S. Governors Ave. in Dover.

Inspired by family baking competitions, Monique Walker (Owner) initially started an in-home baking company that provided friends and family with cupcakes and sweets, the services quickly grew to creating custom cakes for birthday parties, weddings, and large events thanks to referrals and word of mouth. Sweets & Treats is an "Unlock the Block" and Delaware Division of Small Business success story, having used the provided resources to grow from a kiosk in the Christiana Mall to a storefront in Downtown Dover.

Sweets & Treats offers a wide variety of products including cupcakes, brownies, cake pops, gourmet milkshakes, banana pudding, strawberry crunch pudding, custom cakes, root beer floats, fruit salad, and chocolate covered strawberries. They also offer services such as wedding and event planning, full and partial event set up, dessert and



Monique Walker (with scissors), Owner, is joined by her family, friends, and CDCC Members to celebrate the Grand Opening of Sweets & Treats.

candy tables, t-shirts, balloons, and party favors. Sweets & Treats is your one stop party shop! Weekly specials include Two-dollar Tuesdays: \$2 off all cupcakes and brownies, Thirsty Thursdays: \$1 off all frozen drinks, and Float Fridays: \$1 off any floats featuring Root Beer, Creamy Orange or Black Cherry Sodas from Fordham & Dominion Brewing.

This year, Sweets & Treats will

host their 2nd annual Back-to-School Drive where they give away backpacks filled with school supplies to help students in need. They are also involved in Downtown Dover initiatives like the Capital City Farmers Market and Destination Downtown Dover First Fridays.

For more information, check them out on Facebook @SweetsNTreatsDE or call 302-670-1380

CDCC joins Dover Interfaith Mission for Housing for the Grand Opening & Ribbon Cutting for Interfaith Crossing

DOVER – The Central Delaware Chamber of Commerce joined the Dover Interfaith Mission for Housing for a Grand Opening & Ribbon Cutting Ceremony to celebrate their new supportive housing facility "Interfaith Crossing" on Monday, July 1st. The ceremony was held at the new facility located on South DuPont Highway in Felton.

Interfaith Crossing is the result of Dover Interfaith's efforts to create housing that is available to men moving from homelessness to independence. They find that many men need highly affordable housing in a small, supportive community of men who have faced similar challenges and who can continue to access the services of Dover Interfaith if needed. It was also an opportunity to repurpose a facility being sold by the Islamic Society of Central Delaware—one of their faith community partners. It's a safe and affordable housing facility for men who have been homeless but who have acquired employment or other



Jeanine Kleimo & Herb Konowitz of the Dover Interfaith Mission for Housing are joined by residents, dignitaries, and community supporters to celebrate the Grand Opening Ribbon Cutting for Interfaith Crossing.

stable income, and who have shown themselves to be cooperative and interested in living in a group setting.

Dover Interfaith Mission for Housing began in 2008 and currently operates a 34-bed shelter for homeless men, a daytime Resource Center for homeless adults, and – with the addition of Interfaith Crossing – 60 beds of supportive housing. In the 11 years since they opened, they

have sheltered and assisted about 3,000 homeless men and are committed to continuing to operate the shelter and seek ways to develop highly affordable housing for those moving from homelessness to productive and purposeful lives.

To learn more about Interfaith Crossing, the Dover Interfaith Mission for Housing, or volunteer opportunities, call 302-736-3600 or email interfaithdover@verizon.net.

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A Good Time Had By all



Ashlee Walker of Dover Federal Credit Union celebrates her 50/50 win with CDCC's Heather McTheny



Our fearless leader, Judy Diogo, represented us well in the GaGa pit!

A great time was had by all at the June Sunset Business Mixer. The theme for the evening was "Summer Camp" and the night was filled with fun and games reminiscent of the lazy, hazy, crazy days of summer. While the corn hole showdown was a fun time, the most electrifying spot for the evening was the famous, inflatable "GaGa Pit!" The GaGa Pit is a place where players compete in a restricted-area dodgeball game – the game requires quick movements, flexibility, and the ability to laugh out loud at one's self and others. The hottest GaGa game of the evening was between the YMCA staff and the CDCC staff – it was a well fought battle with no clear winner (or at least that's what we're reporting). During the event, Susan Herr, executive director of the YMCA, addressed the crowd and shared information regarding membership and upcoming events at the "Y." Door prizes were awarded in a drawing, as well as a 50/50 prize and Member of the Month. In addition, we celebrated the pinning of our newest 5-star members. As always, members enjoyed a time of fun, networking, and refreshments – not a bad way to end a workday!

The CDCC would like to extend our heartfelt thanks to the YMCA for hosting the event and making everyone feel so welcome. A debt of gratitude also goes to local band, Imagine, for their music and sound support for the evening. Thank you also to Pizzadilli for supplying the delicious refreshments. We hope to see you all at our next Sunset Business Mixer in August!



Members had valuable time to mingle and network

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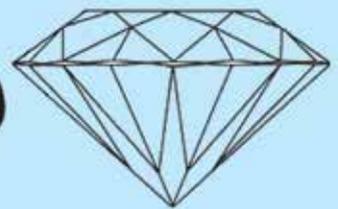
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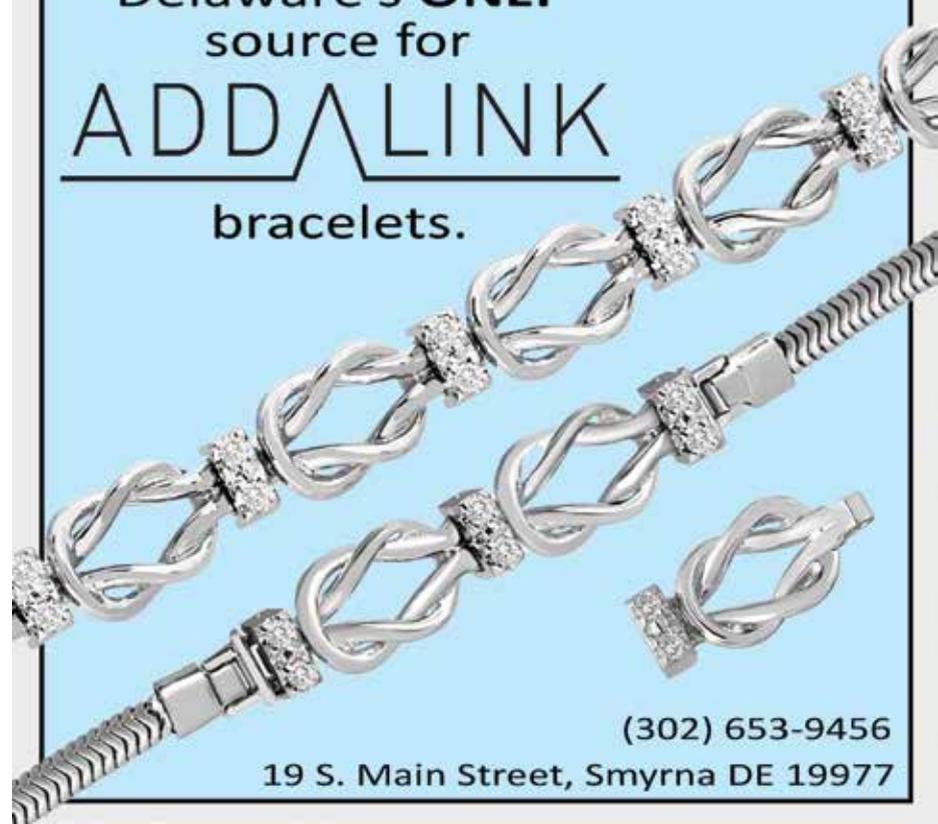


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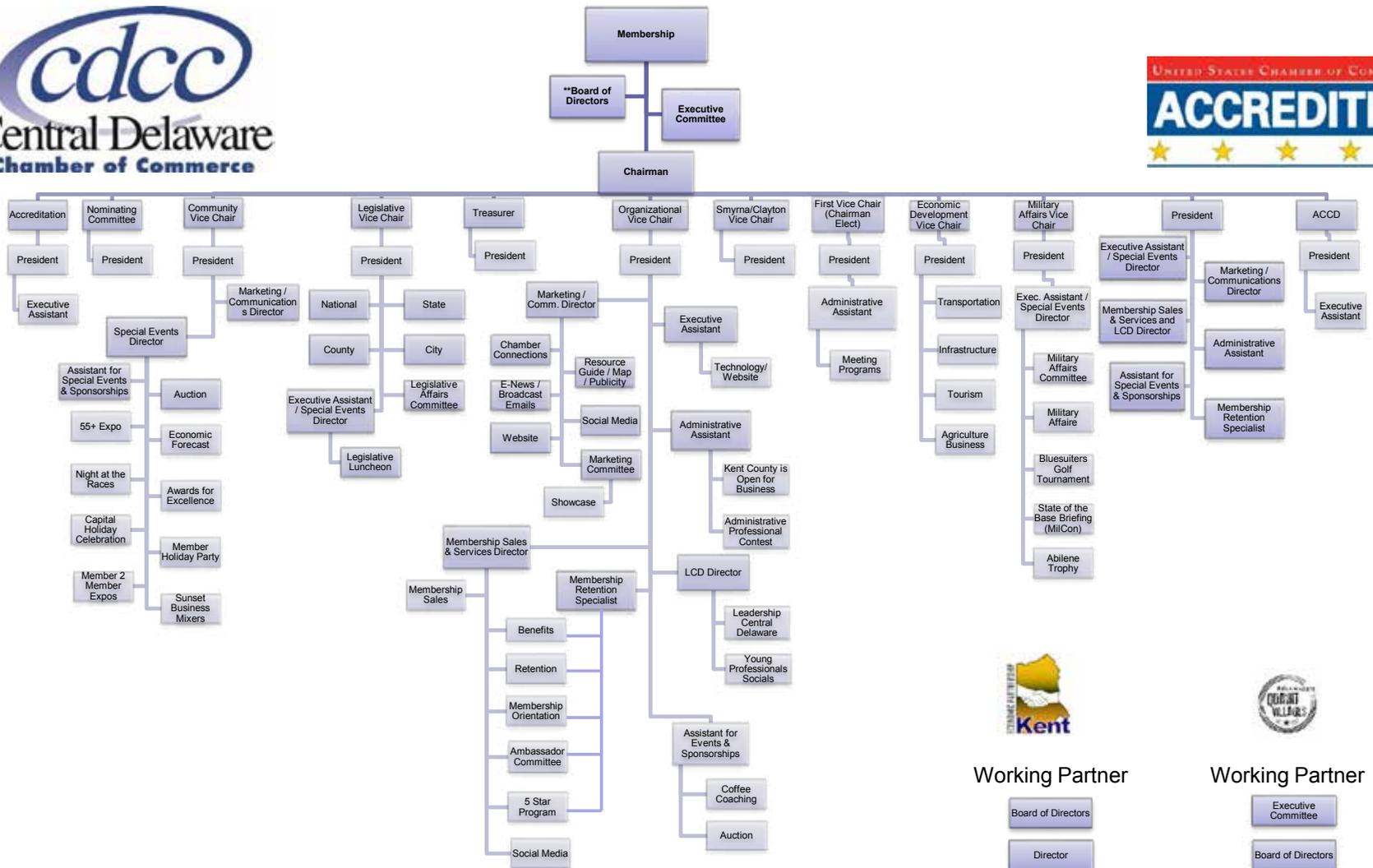
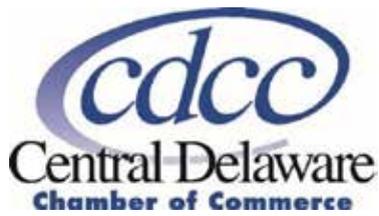
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Dover Air Force Base
Kent County Levy Court

Revised: 2-4-19 cb



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 action steps to help improve their businesses.

The Young Professionals Social, held bi-monthly, is an educational tool for professionals between the ages of 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 435 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 building a split-rail fence for the Boy Scouts of America's archery range and repainting St. John's School.

LEGISLATION

The Chamber tracked 30 bills during the 150th General Assembly and took positions on Minimum Wage, Legalization of Marijuana, Contractor Registration PIT, Clean Water Act, Sale of Tobacco Products Age Change, Senior Age Change, and Public Works Contracting. 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 2019 provided some 250 members with the opportunity to communicate directly with our area legislators on issues affecting their businesses.

MEMBERSHIP



The Center at Eden Hill
Ribbon Cutting

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

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.

Benefits

Delaware State News advertising discount, My Eye Doctor, comprehensive insurance plan, ability to join Dover Federal Credit Union and Del-One 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.

Steps to become a 5-Star Member:

New Members

- Attend Orientation
- Attend Coffee Coaching
- Attend a Mixer
- Host a Ribbon Cutting
- Write a New Member 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

50

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

134
new members

82%
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

Harvest Ridge Winery

Large Employer of the Year

Modern Maturity Center

Young Professional of the Year

Jessica Yocum Fifer Orchard, Inc.

Awards presented at the Annual Dinner included:

- Chairman's Outstanding Partnership Awards: Dover Federal Credit Union and Faw Casson;
- Economic Development Achievement Award: Jennifer Cohan, Secretary of DeIDOT; Board Member of the Year: Janie Libby;
- Volunteers of the Year: Dean & Terry Blaha and Karen Kaufman;
- Ambassador of the Year: Deborah Edwards.

MILITARY AFFAIRS



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 50 Airmen were sponsored by CDCC Members.

The Chamber submitted a nomination package to Abilene, Texas for the **2018 AMC Community Support Award**.

Colonel Joel Safranek, Commander of the 436th Airlift Wing, presented an overview of the **State of the Base** to over 220 attendees from the business community and base at a breakfast held at The Landings. This included the completion of the new runway, future construction plans, and introductions of several key players that make up Team Dover. 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. An industry briefing was held following the breakfast to discuss the requirements for businesses that want to provide their services on Dover Air Force Base.

The **Military Affaire** was held in January at The Landings on Dover AFB for the purpose of interacting with the military leaders at the base. There were about 200 attendees at this networking reception.

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 Partnership** for the purpose of countywide economic development.
- Kent County is Open for Business is on the first Thursday of the month 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 is also held in 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+ 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 and allows us 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.
- Partnerships with **Dover Federal Credit Union** and **Del-One Federal Credit Union** offer our members financial benefits.

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.



Mixer & Member to Member Expo at Harvest Ridge Winery - April 2019

SPECIAL EVENTS

Over 75 events and programs were coordinated in the past year by the CDCC Staff and CDCC Member Volunteers.



The Awards for Excellence Dinner was a fabulous celebration of the CDCC's 100th anniversary! The dinner, held in June, recognized our many volunteers, partners, Excellence in Business Awards nominees & winners, the LCD Class of 2019, and the LCD Best in Class competition winners.

The **55+ Expo** was another big success this year. We had over 100 exhibitors and over 4,000 people in attendance at the event at Dover Downs® Hotel & Casino. Seniors visited the vendors, the popular wellness center, the Caregiver's Support Center, attended corporate-sponsored seminars, and enjoyed live entertainment.

The **Honorary Mayor of Central Delaware** crowning was a big hit! 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 three outstanding CDCC members.

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 **8th 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 29th in Downtown Dover on Loockerman Street with caroling, entertainment, the traditional tree lighting, and Santa's arrival. Canned goods were collected at the event for area pantries.

Other events included Economic Forecast Breakfast & Military Affaire in January, Legislative Luncheon in March, Bluesuiters Golf Tournament & recognition of the Chamber's "Best of the Best" Administrative Assistants in April, The Amazing Chase & Night at the Races in September, State of the Base Briefing in November, and a Holiday Party in December, and Leadership Central Delaware Invitational & Alumni Receptions. Brand new this year we hosted a Safety Summit.

PROMOTIONAL OPPORTUNITIES

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

The 55+ Expo was held in April, providing members an opportunity to showcase directly to a unique and growing population interested in their products/services. The Caregiver's Support Center provided those taking care of their loved ones with important information.

The **CDCC Club Card** is used to bring more customers directly to our members' doors. 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** are distributed to people interested in relocating to the area, to local residents looking for a quick reference guide, and to new people moving to the area including college students and new personnel at DAFB. The Resource Guide is also available on the CDCC website. Both options are supported by advertising.

Sponsored Events:

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

Other showcase opportunities:

Tabletop displays at Legislative Luncheon, Awards for Excellence Dinner, and M2M Expos



LEGISLATIVE UPDATE "FINAL GAVEL"

1st SESSION OF THE 150TH GENERAL ASSEMBLY AS OF: 11 July 2019 EXECUTIVE SUMMARY



"It has been an honor to serve." - Senator Harris McDowell

The First Session of the 150th General Assembly, like last year, saw another surplus heading for the budget with some \$470 million in new revenues for FY20. Delaware's overall economy continues to see improvement and, therefore, money was not the dominate issue facing the Assembly. However - like years past, this Session faced ongoing efforts to fully legalize marijuana for recreational use, increasing the minimum wage to \$15/hr - as well as remove the training and youth wage rates (as part of the deal last year), Delaware Technical Community College Infrastructure Fund, efforts to gain authority for an independent property tax, new Contractor Registration/sub to sub work legislation, new municipal and county lodging tax authorization bills - one specifically to allow Kent County to charge up to 3% for the Delaware Turf Sports Complex and one for the City of Dover to charge 3% - and a "Budget Smoothing" set aside from the Governor's office.

While in general there were not any truly devastating business bills passing the Assembly by 30 June, there is still a lack of focus on growing the state's economy via tax reductions and regulatory reform. The focus seems to remain on the social issues, and we still have a new freshman class of Legislators that need our help in understanding how the business community may be impacted by certain pieces of legislation (12 in the House and two Reps moving to the Senate) 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.

However, one change that has occurred is the unexpected retirement of State Senator Harris McDowell (D) of the 1st District in Wilmington. As the clock moved towards 12:35 AM, Senator McDowell rose in his seat and began to explain some of his accomplishments with the Bond Bill this year and all the effort made by his co-members of the Committee, staff and the Budget Office. It was here that he announced he would not seek re-election this coming Fall 2020 and that 43 years was enough time in the building. He said that while not everyone has agreed with his approach - he believes there are new faces in the Senate with new ideas, but throughout his career, "...it has been an honor to serve Delaware." Upon his re-taking his seat, he got a 3-minute standing ovation from the Senators and all those in the Chamber. As to what the future holds for his seat - and the remainder of his term, only time will resolve those questions.

This year the Assembly passed the Budget on 25 June with the two remaining money bills, Bond and Grant-in-Aid, voted on Sunday 30 June all before 1:00 AM.

Here are some highlights from this year:

The FY20 Budget is \$4.51 billion.

Also, included in this year's budget were increases in spending for state employees through a \$1000 pay raise and 2% increase for teachers. The state also increased spending on children from impoverished areas and ELL of \$20 million, as part of a three year program spending a total of \$75 million. Also new spending of \$12.5 million for strategic investments for developers to bring business to the state or to expand their current facilities.

A breakdown of spending for the last number of years as compared to the new FY2020 budget is as follows:

FY2015 - 5 years ago

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

FY2016 - 4 years ago

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

FY2017 - 3 years ago

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

FY2018 - 2 years ago

General Operating Budget
\$4.11 billion
Bond/Capital Improvement Bill
\$590 million
Grant-in-Aid
\$37.2 million

FY2019 - Last year

General Operating Budget
\$4.27 billion
Bond/Capital Improvement Bill
\$816 million
Grant-in-Aid
\$52.1 million

FY2020

General Operating Budget *
\$4.57 billion
Bond/Capital Improvement Bill
\$863 million
Grant-in-Aid
\$55 million

* This does not include the set-asides "budget smoothing" of \$125 million in a reserve account.

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, including another attempt to allow the ability of the consumer to receive wine from the manufacturer - known as "Direct Wine Shipment."
* A bill requiring the registration

of all contractors doing state work with the DOL - which includes the allowance of sub to sub-contracting.

* Legislation banning the use of plastic bags in retail stores, and another introduced that bans the use of paper bags in these same type of retail stores.

* Minimum Wage increase to \$15.00/hr by January 2025.

* Legislation seeking to change the use of "Tip Credit Pools" by service employees - mostly in the restaurant business.

* Increasing the minimum wage for tip employees from \$2.23/hr to 65% of state's minimum wage rate, increasing as that rate increases.

* Raising the age to purchase any tobacco or vaping product from 18 to 21 years.

* Giving both the City of Dover and Kent County the authority to collect a lodging tax up to 3%, with all of Kent County's tax supporting the Delaware Turf.

* Legislation requiring restaurants to use other non-soda drink products for children's meals.

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

* Another attempt to pass a Clean Water bill using various sources of current PIT and business taxes.

* Another attempt to legalize recreational marijuana for adult consumers.

In summary, Delaware's economic position continues to improve, but we fall behind the national averages in wage growth, new jobs, and educational performance. Effort has been made to set-aside money for times when revenues are lacking, yet some fundamental issues such as looming pension and state employee health benefit deficits remain unresolved by the Assembly and Administration. Additionally, with a focus on social issues (gun bans, legalization) the plight of the small business owner remains unclear at best.

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.

SB61w/HA#1 - Sen Hansen and Rep Osienki - Transportation Infrastructure Fund

SUPPORT

As a way of increasing the speed at which some transportation projects are supported, the bill creates the new Transportation Infrastructure Investment Fund to provide more timely assistance for transportation related projects such as renovations and construction of related projects that will increase economic development by way of permanent jobs. HA#1 just adds that any vote to spend money out of the \$5 million fund (\$15mm for three years) must be made by a majority of the quorum present.

Signed by Governor 12 May 2019.

HOUSE

HB45 - Rep Baumbach and Sen Sokola - Re-write of the Manufactured Housing Code

SUPPORT

As a result of a resolution from last year sponsored by Rep Briggs-King, there were a series of meetings held over the Fall of 2018 with members from the tenant and landlord community - the bill re-writes Chapter 70 of Title 25. It makes a series of technical corrections, reorganizes the chapter, separates out Sections 7026, and clarifies language dealing with rental agreements, lease renewals, holdovers, and tenant notice requirements. The bill also requires a receipt for cash payments of rents, amends how meetings are noticed to tenants for rental increases, removes model bylaws from the code, and simplifies the amount of relocation assistance provided to home owners. Introduced early in the Session it easily passed both Chambers by May.

Signed by Governor 13 May 2019.

HB200 - Rep Longhurst and Sen McBride - Clean Water Act

NEUTRAL/CAUTIOUS

Introduced on 30 May, this is the latest version of establishing a new Clean Water Fund and the taxes to support this fund. Money will be taken from the various four sources - \$10 million from the PIT; \$5 million from gross receipts revenues; \$5 million from the realty transfer tax, and; \$5 million from corporate taxes. Concerns range from no public members on the Board to raiding these tax sources - which would then need to be replaced with higher taxes. The Fund would be managed by a 5 member government board that would be able to issue revenue bonds and take on debt. Initially heard in the House Environment Committee it was re-assigned to the House Revenue Committee and has not yet had a hearing.

No Further Action Taken.

II. TAXES

SENATE

SS#2 to SB50 - Sen. McDowell and Rep. Osienki - Del-Tech Property Tax

NEUTRAL

In an attempt to give Delaware Technical Community College the authority to raise funding through their own property tax, the spon-

sors understood this overall concept would not pass as written and therefore introduced the substitute. The new bill allows Del Tech to issue bonds to finance the cost of major capital repairs, deferred maintenance and other infrastructure costs, and seeks to gain the Assembly's support for upwards to \$10 mm a year for deferred maintenance. The bill does not give the school a local property tax program, which was a significant problem with the initial version of the bill. Once these provisions were removed from the bill, it easily passed both Chambers.

Signed by Governor on 16 May 2019.

SS#2 to SB178 - Sen Paradee and Rep Lynn - Kent County Lodging Tax

Neutral

Strongly supported by the Delaware Turf organization, the bill enables Kent County Levy Court to enact a maximum 3% lodging tax that once collected will be used by the Delaware Turf to promote the facility, create youth programs, reduce costs for schools, and to cover other operating expenses. The bill was introduced late in the Session on 26 June, and with no recognized opposition from the local hotel industry, the bill passed both Chambers by 30 June.

Awaiting Governor's Signature.

HOUSE

HB14 - Rep Kowalko and Sen Sokola - PIT Tax Brackets

OPPOSED

This creates new tax brackets of \$125k at 7.7%, and \$250k at a rate of 7.85% while it also creates a tiered reduction of current allowable itemized reductions. This like a series of bills that increase taxes or creates new tax brackets was opposed by the Chamber and others in the business community. Assigned to the House Revenue and Finance Committee, it remains tabled with little expectation of action next Session.

No Further Action Taken.

HB15 - Rep Kowalko and Sen Sokola - PIT Tax Brackets

OPPOSED

This bill simply creates new tax brackets of \$125k at a rate of 7.10% and \$250k at a rate of 7.85%, but does not change the itemized deductions. This bill did get a favorable report, on a party line vote, released it out of the Revenue Committee in April, and was placed on the House Ready List.

No Further Action Taken.

HB23 - Rep. K Williams and Sen Walsh - Tax Check-off

NEUTRAL

It seeks to add a voluntary check off donation box supporting Pediatric Cancer Research Fund as managed by the Delaware Community Foundation. The bill easily passed the House and passed the Senate with 21 yes on 9 May 2019.

Signed by Governor 5 June 2019.

HB32 - Rep Ramone and Sen Del-Collo - Reduce Transfer Tax

SUPPORT

The bill takes the 4% Transfer Tax back to the original 3% from 1 August 2017. Supported by the real estate industry and others within the business community - it was assigned to the House Revenue Committee, and after a lengthy hearing - tabled on party-line vote in March.

No Further Action Taken.

HB80 w/HA#1, 2, 3 and 4- Rep Bamburg and Sen Paradee- Retirement Exclusion and Eligibility

SUPPORT

This legislation is seeking to raise the eligibility age from 60 to 65 over a five-year period up to a total of \$12,500 retirement income exclusion, and also creates an extra \$110 age based personal credit. Overall, this reduces taxes for our senior citizens and may allow more of them to remain in the state as their retirement income is not taxed as heavily as currently. After its release from committee in March a series of amendments were added that require means testing for individuals, brings limitations on specific subtractions for pensions and makes a series of significant changes to the calculations of the benefit. It remains on the House Ready List.

No Further Action Taken.

HB255 - Rep Lynn and Sen Paradee - Dover Lodging Tax

NEUTRAL

As a companion to SS#2 to SB178, this bill was a part of the "deal" that gave Kent County their tax, this enables Dover to impose its own 3% lodging tax for all hotels/motels within the city limits. To note - the City has already presented ordinance #2019-16 in committee and is expected to have it passed by the full Council within the month. Again with no opposition from the hotel community - this bill passed both Chambers by 30 June.

Awaiting Governor's Signature.

III. BUSINESS ISSUES

SENATE

SS#1 to SB8 - Sen. Walsh and Rep Brady - Collective Bargaining

OPPOSED

The bill seeks to change how state collective bargaining units can operate, the terms under which they can bargain, compensation and other factors tied to the ability to collectively bargain as units within the state. The bill further entrenches more state employees within the union and has a \$350,000 first year cost. It easily passed the House and Senate in mid May 2019.

Signed by the Governor on 30 May 2019.

SB25 - Sen. Townsend and Rep. Minor-Brown - 18 to 21 for Tobacco Products

SUPPORTED

This bill will change the legal age to purchase and possess tobacco products from 18 to 21 years of age, to include vaping products, but allows those in vape shops to be 18 to sell and work in those retail establishments if they worked there prior to the enactment of this law, and the vape shop reports to the DOL those employees under the age of 21.

Signed by Governor 17 April 2019.

SS#1to SB48 w/HA#1 - Sen. Walsh and Rep. Dorsey-Walker - Public Works Contracting

OPPOSED

The legislation will require contractors to seek apprentice and journeyman training for the various trades for public works contracts. After a series of Senate amendments failing, the bill was modified in the House to allow DOL to approve these training programs (not just those in union halls) and for those contractors that violate these provisions, the Secretary may debar that contractor for up to 5 years - not automatically 5 years debarment from bidding.

Signed by Governor 7 May 2019.

SB71 w/SA# 2, 3, 4, and HA#1- Sen Decollo and Rep Bennett - Pharmacy Ownership and Pharmacy Benefits Managers

OPPOSED

Introduce back in April, the bill

only caught the attention of the commercial real estate community after it had passed the Senate when it was understood that any pharmacy in Delaware can only be operated by a licensed pharmacist, and would bar corporate owned pharmacies such as Walgreens or Rite Aid. After numerous conversations with the prime House and Senate sponsors - an agreement was reached that Section 2 of the bill would be amended out - which contained the requirements for ownership. The Senate amendments created some exemptions as well as discusses that pharmacy benefits managers are not in violation when the product is in extremely limited distribution. With HA#1 attached by the House on 30 June, the bill returned to the Senate but did not get final action.

No Further Action Taken.

SB93 w/SA#1 - Sen Walsh and Rep K Williams - Alcoholic Liquors/Horse Racetracks

NEUTRAL

Introduced to allow horse racing tracks (Delaware Park and Dover Downs) to make and sell beer on their tracks for on premises or off premises consumption, within certain requirements and limits. Introduced in May, and facing no opposition, it easily moved through the Chambers passing the House on 30 June.

Awaiting Governor's Signature.

SS#1 to SB95 - Sen Walsh and Rep Osieski - Contractor Registration

OPPOSED

Initially designed to combat contractors who miss-classify or miss-represent the sub-contractors and hired workers on their sites (fraud) so they can avoid these workers from becoming employees - the bill has gone through a number of revisions. Most notable - while it continues to allow the "sub to sub contracting" so critical in the construction business, the bill establishes a registration process that is invasive and cumbersome, including tight timelines on when to register for the company seeking registration to do state work. It grants DOL all powers to hear and adjudicate any complaints, creates new and aggressive fines, and creates new fees for annual registration. The Central Delaware Chamber of Commerce testified as to the many concerns with the registration process - and some of these were addressed through the substitute. Upon all parties basically signing off the new version - it passed the both Chambers by 30 June.

Awaiting Governor's Signature.

SB105 - Sen Brown and Rep Brady - \$15/hr Minimum Wage

OPPOSED

Like previous editions of increasing the minimum wage this one takes the boldest step yet by moving Delaware's wage rate to \$15.00/hour by 1, January 2024, and then all subsequent increases would go up automatically starting in January 2025 by any increase in the CPI-W as calculated by the Federal Government. There were over 20 small business owners from the Central Delaware Chamber of Commerce and other Chambers who testified in strong opposition to the bill. They discussed new and unbudgeted cost increases for workers compensation, renewed pressure to automate, wage inflation for their other workers, and the potential of raising consumer prices if they can. Also discussed by many of the non-profits was how will the State give them increases to continue to

assist those in need - will they get increases or will the level of assistance have to be decreased, leaving many Delawareans without any assistance. Released from the Senate Labor Committee, it was promptly reassigned to Senate Finance Committee with no hearing scheduled.

No Further Action Taken.

SB127 - Sen Walsh and Rep Osieski - Unemployment Compensation

NEUTRAL

This act changes the penalty for an employer's failure to report to the DOL's Unemployment Insurance Division by using a percentage of what is due, and with a maximum to be no more than \$450. Not opposed by the business community, it passed by 30 June.

Awaiting for Governor's Signature.

SS#1 to SB128 w/SA#1 - Sen Walsh and Rep Osineski - Unemployment Compensation

NEUTRAL/CAUTIOUS

Unlike SB127 above, this bill is more complicated because it changes the collection process for the UI Department of the DOL by allowing collections through the extension of liens, garnishments of wages, bank accounts and other property. It also creates a new process for hearings conducted under this process and powers given to the Director to hear and adjudicate these hearings. Facing some concerns from the business community - the bill was substituted on 11 May. While a number of changes did occur, there remains a number of concerns as to process within the DOL. SA#1 adds a clarification that penalties apply when the employer knowingly fails to comply with the notice.

Awaiting Governor's Signature.

SB141 - Sen McDowell and Rep Brady - Foreign Student Economic Development

SUPPORTED

The sponsors are seeking to encourage Delaware's Universities and specifically foreign-born students who are engaged in the development of new businesses and technologies by assisting them in securing the proper visas and legal status in the country. Released from committee with the amendment - which removes the three-year sunset provision - it remains on the Senate Ready List.

No Further Action Taken.

HOUSE

HB47 - Rep K. Williams and Sen Walsh - Youth and Training Wage

OPPOSED

The bill removes the negotiated positions of the Republicans and the business community by striking both the youth and training wage rates of the minimum wage bill that passed last June 30th. Strongly opposed by these same groups, it was introduced almost immediately upon the commencement of Session in January 2019, and assigned to the House Banking Insurance and Econ Dev Committee. Because of the potential negative impact upon the general "order" of the Assembly and a question of trust between the Caucuses - a hearing is yet to be held by the Chairman.

No Further Action Taken.

HB79 w/HA#1 - Rep Minor Brown and Sen Lockman - Default Beverages/Kids Meals

OPPOSED

In essence - it requires restaurants to offer non-soda alternatives as the default beverage on their kids menus when offered as part of

the meal. Initially opposed by the restaurant and Chamber community because of costs and other factors, the amendment makes clear there can be no enforcement actions or fines levied by the DHSS for non-compliance with the bill.

Awaiting Governor's Signature.

**HB110 - Rep Osienski and Sen Paradee - Legalization of Marijuana
OPPOSED**

Of the many issues facing business owners - this one seems to carry the most trepidation and concern. While most people look at legalization as a social issue, from a business owner's position - it could dramatically change the employer/employee relationship. Specifically, in Section 1305, line 177, the advocates seek to reassure the employer their policies on drugs in the workplace, or working while impaired known as "zero tolerance policies", will not be affected. However, the language in the bill is weak. There is no discussion about protection from termination lawsuits by employees that are judged impaired by the employer, and the Section says "Nothing in this chapter is intended to affect the ability of employers to do any of the following:". Why the word "intended"? Additionally, there are no reliable tests for THC impairment; there is little legal framework for employers to know what they can or cannot do, and; this will impact an already difficult hiring environment by taking even more people out of the hiring pool. Assigned to the House Revenue and Finance Committee the bill was released after a 2-hour hearing.

During the hearing, not all the legalization advocates were in support - with some claiming the bill, because of its new licensing fees, would eliminate small businesses seeking to sell or grow. It was then re-assigned to the House Appropriations Committee given the very extensive fiscal note of some \$3.04 million a year in new spending to administer the act.

No Further Action Taken.

**HB130 w/HA#1 and #5 - Rep Brady and Sen Paradee - Plastic Bags
OPPOSED**

It will ban single use plastic bags at checkout by January 1, 2021. It does exempt a series of bags used in industrial processing or shipment, and for frozen and perishable products such as meat and fish, as well as stores that are less than 7000 sq ft. The bill over-arching concerns are costs and management to implement new reusable bags, and the impact upon the consumer. The amendments remove the definition of "compostable" because of the confusion surrounding how to define those types of bags and allowing Wilmington to impose this law to stores of 500 sq ft in size. With significant support from the Administration and the Assembly at large - the bill easily passed both chambers with only marginal opposition.

Awaiting Governor's Signature.

**HB167 - Rep Postles and Sen Wilson - Administrative Procedures Act
SUPPORT**

It seeks to amend the notice provisions of the current APA to include copies of the flexibility analysis and the economic impact statement when new regulations are proposed.

Essentially, the sponsors are asking the agencies to review the impact of their regulatory action by requiring a new Economic Impact Statement by also requiring specific analysis in the statement, and it seeks to put in place a timeline for review of the

proposed regulations. Assigned to the House Administration Committee on 30 May, where by a hearing was never held.

No Further Action Taken.

**HB198 - Rep Osienski and Sen Paradee - Unemployment Compensation
NEUTRAL**

It will increase the maximum weekly benefit amount payable to a claimant from \$330 a week to \$400 a week and it freezes the taxable wage base sued by employers for the period July 1 2019 to October 29, 2020 to allow the DOL and the Unemployment Compensation Advisory Council to revise the wage base formula in the future. Having no opposition - the bill passed both Chambers by early June.

Signed by Governor 30 June 2019.

**HB251 - Rep K. Williams and Sen Walsh - Minimum Wage/Tip Credit
OPPOSED**

Introduced late on 27 June, the bill will dramatically change how tip credit employees are treated by defining who is classified as a tip credit employee; it will require that all tips on credit cards will be paid to the employee in the month earned, even if the employer is waiting for reimbursement from the card company; requires the employer to disclose in writing a series of new parameters surrounding tips, and; it creates a new civil fine of not to exceed \$1000 for the first offense by the employer. Placed into the House Banking Insurance and Economic Dev. Comm., no hearing was held before the close of Session on 30 June.

No Further Action Taken.

**HB252 - Rep K. Williams and Sen Walsh - Minimum Wage/Tip Credit
OPPOSED**

The bill increases the wage rate for tipped employees from the current \$2.23/hr to a 65% of whatever the minimum wage is for non-tipped employees. Both this bill and HB251 are strongly opposed by the restaurant and small business community. It too was assigned to the House Banking and Insurance Committee, and it is fully expected both bills will be heard when the Assembly returns in January 2020.

No Further Action Taken

**IV. ISSUES FOR
JANUARY 2020**

Delaware's economy continues to improve. Unemployment is down, lowest in many years, and portions of the economy and tax revenues continue to grow with another budget surplus for 2020. Yet, Delaware has not addressed costs in state employee health benefits, and our Medicare and Medicaid programs. Educational spending needs to be reviewed in regard to our results as compared to our surrounding states, and there is little regulatory reform to ease permitting on routine applications. And given the surpluses to the budget - some would argue tax cuts are now reasonable policy decision for our next fiscal year. Yet, with the Governor's advocacy - there is a "budget smoothing" set aside of some \$125 mm that does not include our cap on spending at 95% of revenues. This is critical to our ongoing fiscal health. Despite that, Delaware's picture remains mixed.

Returning legislation will be another attempt to legalize marijuana; both the removal of training and youth wages and potential increase of \$15/hr for the minimum wage; the tip credit bills; and more lodging tax allowances for municipalities.

New Member Spotlight

Delaware-Based First Track Entertainment

DOVER, DELAWARE -- Aaron McCrae of First Track Entertainment, LLC has become one of the most sought-after managers in HOLLYWOOD. McCrae just signed actor and writer/director Marcus Folmar of Los Angeles. First Track Entertainment will produce and promote Folmar's second season of his comedy web series Alley Way. www.alleywayseries.com

Wunderkind McCrae barely had time to hang up his Smyrna High School graduation cap in 2007 before he founded First Track Entertainment as a record label. He wasn't quite old enough to buy a drink when he was elected president of Delaware State University's record label Class Records. Under his leadership, that label dropped a compilation album for three consecutive semesters with submissions from all over the world.

Two years later, with empty pockets and stars in his eyes, McCrae headed to Los Angeles. He set up shop in North Hollywood and has written and produced for a number of films while representing talented up-and-comers. A chance meeting at his favorite coffee shop "Joe's Coffee" resulted in McCrae and Folmar joining forces.

Marcus Folmar is a working ac-



tor, director, screenwriter, improver and private audition coach. You may not recognize the name (yet) but you probably know the face from his appearance in over 70 television shows, commercials, and films. Most recently, he's worked on The Big Bang Theory, Santa Clarita Diet, The Kids Are Alright and Alley Way, which he created. As a screenwriter, Marcus wrote an ABC Family original movie called "The List" starring Wayne Brady which was nominated in 2008 for three NAACP Image Awards including one for Best TV Movie and one for the leading man Wayne Brady.

For more information on First Track Entertainment, please check out FirstTrackEntertainment.com.

And to see Marcus Folmar's New Series

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5 Star Member



Taylor Bowen of the CDCC congratulates Tessa MacDonald of A&E Properties for receiving her 5 Star Member pin at the June Sunset Business Mixer held at the Dover YMCA.

5 Star Member



Amy Resh of Del-One Federal Credit Union receives her 5 Star Member pin from Heather McTheny of the CDCC.

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Sunnyfield Contractors, Inc.	26
Rigbys' Karate Academy	25
Sambo's Tavern	23
Home Instead Senior Care	16
WSFS Bank - Camden Branch	13
Delaware Express Shuttle & Tours	12
Powerful You	12
Bel Boutique, Inc	11
Christiana Care Visiting Nurses Association	10
Jim Flood Sr.	10
Jeweler's Loupe	10
K.Hovnanian Homes of DE, LLC	9
Goeins Williams Associates Inc.	6
Grotto Pizza - Dover	6
Mountain Consulting Inc.	6
W.B. Mason Co., Inc.	6
Gals that Give	5
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Office Pride Commercial Cleaning	5
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Children & Family First	3
Koski Enterprises Inc.	3
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Morris James LLP	2
Jewell Robinson Insurance and Financial Services	1
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- Brandywine Valley SPCA**..... Ms. Maggie Lyon
1757 Horsepond Road
Dover, DE 19901 (302) 516-1007
- Capriotti's RT 10 "By the Base"** Ms. Jillian Watkins
130 Gateway South Blvd
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- Duck Creek Printing, LLC**..... Mr. Don Beamer
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- Edward Jones - Wearden**..... Ms. Karen Wearden
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Lewes, DE 19958..... (410) 829-8628
- GOAT Ads Marketing**..... Mr. Jahmaal Benford
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Wyoming, DE 19934 (856) 514-0580
- Guaranteed Rate Mortgage** Mr. Scott Taylor
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Newark, DE 19711 (302) 250-1981
- Instant Imprints of Delaware** Mr. Brian Drysdale
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Wilmington, DE 19810 (302) 515-0207
- Kent Physical Therapy, LLC** Mr. Percival Corpuz
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- Laura Blaze Virtual Assistant LLC** Ms. Laura Blazewicz-Miller
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Magnolia, DE 19962 (908) 797-1925
- Scentsy**..... Ms. Mary Ann Curry
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New Member Spotlight

Schlosser & Associates (S&A) Mechanical Contractors

Schlosser & Associates (S&A) Mechanical Contractors is a Newark, Delaware based, second-generation family business celebrating its 65th Anniversary in 2019. The company of 45 employees was recently honored with a Delaware Business Times 2019 Family Owned Business Legacy Award (Large Business Category).

In 1954, Paul Schlosser, Sr. opened Schlosser Plumbing & Heating to meet the growing demand for quality, affordable plumbing and heating services. With the later addition of air conditioning services, the company became a one-stop shop for residential and light commercial customers. Paul Schlosser, Jr. took over management of the company in 1980 and began bidding and performing larger commercial jobs, leading to a significant increase in the customer base.

Current President Steve Dennis and Vice President Garnet Schlosser Dennis (Paul Schlosser Sr.'s daughter), joined the compa-



ny in 1992. In 1998, the company name was changed to Schlosser & Associates Mechanical Contractors Inc. to reflect the broad range of projects that were being performed for commercial, industrial, and residential clients. Steve became president in 2013 upon Paul Schlosser Jr.'s passing.

S&A has steadily expanded its roster of services over the years. In addition to commercial, industrial, and residential plumbing, heating, and air conditioning installation and service,

the company's expertise includes commercial and industrial site utility, mechanical piping systems, process piping systems, and more.

S&A understands that organizations should be so much more than "What They Do". While technical expertise is certainly a major factor in the company's growth, the primary reason for its seven decades of success has been a loyal customer base, dedicated employees, and a commitment to timeless ethical standards.

When the need arises, please allow S&A to demonstrate how they have "Stood the Test of Time."

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www.schlosserandassociates.com

• Schlosser & Associates is a proud sponsor of Delaware State Parks 2019 Summer Concert Series and the Delaware Chapter of the International Facilities Management Association.

Member News

Look for Buskers in Downtown Dover

Music to add another dimension to the downtown experience.

DOVER, DE (May 15, 2019) Busking is "the activity of playing music in the street or another public place for voluntary donations" as defined by Wikipedia. And beginning Friday, May 17, downtown Dover will allow busking by community members.

Dover City Council President Tim Slavin, initiator of the program, along with members of the Downtown Dover Partnership will launch the program at 11:30 in front of the Dover Art League on Friday. Featured musicians will be Mike Miller and Rick Hudson, both from Dover's Friends of Folk. "Busking is a way to bring more arts into the city. And while this activity typically focuses on musicians, we are encouraging street performances by poets and plein air artists, as well," Mr. Slavin noted, mentioning also that busking not only creates a welcoming, lighthearted outdoor setting for visitors, shoppers, and anyone walking and driving through downtown, but it also provides a venue for artists to showcase their talents and in turn, receive gratuities from appreciative patrons. Musicians and performers will typically be "un-amplified."

The program will be piloted between the library and S. Bradford Street and will feature musicians from Dover's Friends of Folk, with



Dover High School and the Inner City Cultural League soon to follow. While the program will gently roll out Wednesday's through Friday's from 11:30-1:30 for the lunch crowd, it is anticipated that hours and locations will soon be expanded to include late afternoons, weekends, and during downtown events. Pre-selected spaces for buskers to perform have been approved for use by the business or property owners and will be identified by a unique graphic. Those spaces are sizeable enough to allow for pedestrian flow and many of them feature overhangs or canopies for poor weather conditions.

"Recent First Friday events have offered a taste of the playfulness of the downtown setting that can be created when we use the arts as a 'placemaking' tool," said Diane Laird, Executive Director for the Downtown Dover Partnership. "Plein air artist Dennis Young provided an outdoor pastel demonstration to engage passersby, and music flowed on the streets from



saxophonist Welsey Melvin at House of Coffee and instrumental jazz and blues from open doors at the Dover Art League."

For more information, contact Diane@DowntownDoverPartnership.com

###

The Downtown Dover Partnership is committed to driving an improved quality of life for the residents and visitors of Dover, Delaware, through collective collaboration, economic development and promotion of downtown Dover's unique historic properties. Visit: DowntownDoverPartnership.com or call 302-678-2940.

Member News

Ideal-LIVING Magazine Honors Dover's Noble's Pond with "Best of the Best" Award for Best Social Club

DOVER, DE - Noble's Pond, Delaware's premier 55+ Active Adult Community, has received a "Best of the Best" Award for Best Social Club from ideal-LIVING Magazine. The 100 communities selected nationwide are featured in the magazine's fourth annual "Best of the Best" issue and also listed at www.ideal-LIVING.com/bestofthebest.

Award-winning Noble's Pond is under development by Harry Miller III, a third-generation home builder and president of Regal Builders. The community features beautiful new single-family homes with a variety of well-designed, customizable floor plans from the low \$300s. The property is situated on 300 acres of bucolic farmland just outside Dover, the state's charming capital, with fine restaurants, culture and history. The acclaimed master-planned community offers top amenities including a beautifully appointed clubhouse, a large outdoor pool, bocce courts, a putting green, tennis and pickle ball courts, a five-acre pond with a pier and observation deck, natural walking trails and a community garden. www.noblespondhomes.com

This is not the first award the community has won for its engaging social activities. The "secret" is Lifestyle Director Colleen Ostafy, who plans numerous parties,

activities, shopping excursions, trips, fitness classes and much more to keep Noble's Pond residents as busy and engaged as they want to be. Thanks to Ostafy's efforts, charitable involvement and support have become hallmarks of life at Noble's Pond. Throughout the year, the community hosts fundraising events and provides opportunities for individual residents to volunteer their time in support of a number of non-profit organizations.

"Best of the Best" winners were selected following an extensive review of surveys collected at the 2019 ideal-Living Real Estate Show. Hundreds of communities were nominated, and an editorial committee chose the winners based on how closely their offerings matched the award requirements. There were nine categories of awards, including Best Social Club, for which Noble's Pond was chosen as a winner.

"The 'Best of the Best' awards honor those areas and communities that deserve special recognition for their outstanding qualities, facilities and programs," said ideal-LIVING's Editor and Associate Publisher Kelly Gebey. "We hope that this special feature in our Summer 2019 edition will serve our readers by focusing on the places that offer the lifestyle enhancements that are the most important to them."



Member of the Month



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Since our founding in 2009 by Evans Armantrading, a local business leader who is passionate about fitness, freedom, finances, faith, and mentoring individuals through life and business, we have been awarded North America's Fitness Business of the Year for 2017 and endorsed by medical experts for our safe and effective programs. Through our easy to understand coaching techniques and our experienced and knowledgeable staff, we've helped over 2,300 individuals lose over 35,000 pounds.

As the Office Manager, I wear multiple hats in the company across both locations. A good summary is that I run the day to day operations: anything from client billing and scheduling, to leading our team, meeting with clients and ensuring they are meeting their goals, and conducting consultations for potential clients. I'm the first face you see when you become a client, and I ensure everything is in place to give you the best experience possible.

Unlike large group fitness classes or personal trainers that offer incomplete programs without accountability, CNU Fit is the only one that has a non-intimidating environment with all the tools needed

to deliver long-term, sustainable results. We support our clients to lose weight, fit their clothes better, increase their confidence, and boost their energy through all of our programs, from our hands-on assisted stretching program to our nutritional coaching led by a team of registered dietitians. Everything we do is individualized because we truly believe the fitness is a lifestyle, and cookie cutter programs are a quick way to fail in reaching your goals.

In the next 3-5 years we want to impact as many people as possible. Currently we have two locations (Dover & Milford) as well as we are the only personal trainers contracted to train clients at Dover Air Force Base. Of course we would like to expand our reach with more locations that way we can have a bigger impact on helping Delawareans become the best versions of themselves.

The Chamber has made a huge impact in helping our organization grow. We have met many of our current and past clients through mixers and other events. We make it a priority to never miss a function. Attendance at these events is essential to us in connecting with other business owners in order to grow our reach and maximize our impact. We also place a great value on the legislative support we receive through the work of the CDCC.

Definitely don't be afraid to get out there in the community! Also, maximize your staff. It's awesome to bring staff members with you to different events because it may get them out of their comfort zone and allow them to see what it takes for client acquisition, as well as what it means to truly be a part of the Kent County Business Community.

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