

Chamber Connections

Central Delaware Chamber of Commerce

Exhibitors Welcome at Delaware's Biggest Barbeque Bash

Big Boys Toys Show

Promote your business at the "Big Boys Toys Show" during the 4th Annual Diamond State BBQ Championship on October 17, 2009. The popular "Big Boys Toys Show" will return to the infield of the Monster Mile® at Dover Downs International Speedway® on October 17, 2009.

The show will include RV's, motorcycles, automobiles, boats, four-wheelers, hot tubs, pools, sports equipment, and more. A huge vendor village will be filled with a variety of merchandise: jewelry, home design, and improvements, technology, clothing, grills and barbecue accessories, hunting and fishing gear, and the list goes on.

Vendors will have a potential exposure to 5,000 attendees and 1,000 BBQ competitors and judges.

Exhibitor areas are reasonably priced in order to accommodate a multitude of vendors. This is one event you will want to get in on!

Exhibitor cost for the Vendor Village: 10' x 10' space will be \$100.00. 20' x 20' space will be \$200.00. 20' x 40' space will be \$300.00.

Recreational vehicles and larger vendors will include 20' x 40' spaces (800 sq. ft.) and will use the following formula:

- 1-5 spaces = \$250 per space
- 6-8 spaces = \$200 per space
- 9-10 spaces = \$150 per space

For exhibitor information, contact Sandy Dale at the Central Delaware Chamber of Commerce at 734-7513. Vendor spaces will be assigned on a first-

come, first-served basis. Send payment and registration form prior to September 10, 2009 to guarantee your space.

Diamond State BBQ

75 contenders will be competing in the 4th Annual Diamond State BBQ Championship sanctioned by the Kansas City Barbecue Society, the world's largest organization of barbecue and grilling enthusiasts with over 6,000 members worldwide. Many celebrity judges will take part in the event.

Teams visiting Dover for the barbecue event come from as near as Wilmington and as far away as Texas. They will be competing in four categories: brisket, poultry, pork ribs, and pork shoulder for \$15,000 in prize money. Judges will be using the blind judging technique.

For information, contact DoverDowns.com/dining.

"The Monster" Classic & Collectible Car Show and Auction

This event, hosted by Dyno Marketing, promises to be one of the biggest gatherings of car enthusiasts in the Mid-Atlantic region and will be a "can't miss" opportunity for car clubs and collectors to

show, buy and sell their great cars.

For information, contact info@dynomarketing.com

The Delmarva Peninsula Chapter Studebaker Drivers Club

The automobile club supporting and promoting interest in Studebaker vehicles on the DelMarVa Peninsula will be providing their 4th Annual Car Show on The Monster Mile®. Over 300 vehicles will be featured during the muscle car and hot rod show. Judging will begin at Noon with trophies awarded to Best Of Show by class, and various Participants Choice Awards and Sponsor's Choice Awards.

Registration is \$20. Pre-registrations accepted up until October 10th. For more info, visit www.DelMarVaSDC.org.

Live Entertainment

Also, on the docket is live entertainment all day including the Strongest Man Competition, Battle of the Bands, Children's Area, Authentic BBQ food booths, and an Oktoberfest Tent with authentic German Food. You have never seen so much stuff in one place at one time!



Volume 33
Number 8
August 2009

The Central Delaware Chamber of Commerce is the premier business organization that fosters economic growth in Central Delaware.

The Central Delaware Chamber of Commerce recognizes the following values: trustworthiness, achievement, being engaged, and stability.

The CDCC is the only Accredited Chamber in the State.

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Sunset Business Mixer

Wednesday, August 26, 2009 • 5:00 p.m. to 7:00 p.m.
State Street Assisted Living and Maple Dale Country Club

State Street Assisted Living and Maple Dale Country Club have joined together to co-host a mixer to be held at Maple Dale Country Club!

Directions to 39 Maple Dale Road, Dover, DE:

From Route 13 to Dover, turn left on

College Road, turn right onto Kenton Road, and turn right onto Maple Dale Road.

Hors d'oeuvres and cash bar will be available for your pleasure.

The Mixer provides an opportunity to network so bring plenty of business cards

to exchange with other guests and also to enter in a drawing for gifts provided by area merchants.

There is no admission to attend. However, call 734-7513 or email your reply to adminassistant@cdcc.net to make your reservations.





JUDY'S JOURNAL

Now that was a tough one ...



**Judy Diogo
President**

As you will see in the Final Gavel report written by Scott Kidner later in this issue, the legislative session was difficult, long, and resulted in legislation very difficult for both the residents and businesses of Delaware. We started the session focused on the State's budget deficit of over \$650 million. By the time the final numbers were in, the deficit was at \$800 million and the question remained the same right up until the end of the session in the early morning hours of July 1st – where will the money come from? As we all know now, a good portion of the money will come from increases in taxes for residents and the increases in taxes and fees on businesses. (See pages 13, 14 and 16 for the detailed information.) We also saw a 2.5% cut in compensation for State employees and a freeze on State hiring.

For many the real question has been and still is – How did we get here? The answer

is right in front of us – we have grown State government over the past 10 years and the entire country is seeing the reduction of those industries that have carried our nation in large part – the auto industry and the banking/financial industry.

So, now the question is – where do we go from here? The CDCC will be meeting with the Governor and our local legislators to discuss our recommendations on where we go from here: 1) we need to decrease the operating budget of the State government – we must cut costs to get back on our feet; 2) we need to truly be business friendly – we need to hold steady on tax and fee increases; and 3) we need to provide incentives for businesses to stay and grow in Delaware and to attract new businesses so we can retain our jobs and create new ones.

Is the worst behind us? That is a question none of us can answer today, but the CDCC knows a couple things for certain: To make it better we must be involved, be persistent, and lead the way!

I thank all of our members who took the time to write letters, send emails and make telephone calls. We may have a long road ahead of us but the journey never seems as long when you have others with you. Thank you!

23rd Amish Country Bike Tour is Wheely Fun!

Kent County Tourism known for Dover Days and the Amish Country Bike Tour has formed a lot of new partnerships for the September 12th Amish Country Bike Tour. One partner is ProCAP a prostate cancer awareness group which joined them for a 25-mile timed "Pedal Away Prostate Cancer" Race. Each cyclist in this competitive race is electronically timed.

A new initiative is the "Give A Child A Bike" campaign. Kent County Tourism is asking the public to donate bikes in good condition that are not being used. The Boys and Girls Clubs of Delaware is working with them to identify children who do not own a bicycle. "Every child should experience the childhood ritual of riding a bike, through this partnership we will help a number of children in Delaware do just that," said Robin Coventry, Director of Public Relations and Special Events. Another partner Nemours/A.I. duPont Children's Hospital is donating a new helmet for every donated bike.

Another new addition is a decorated bicycle parade where members of the community can creatively decorate their bikes and ride around Legislative Mall. Immediately following the parade is a Bicycle Rodeo sponsored by the City of Dover Police.

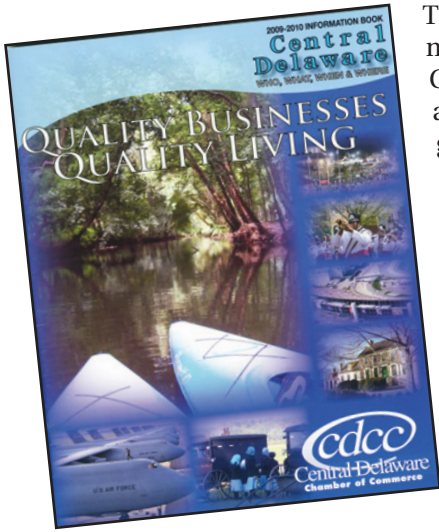
The Amish Country Bike tour features a 15, 25, 50, 62 and 100 mile flat land ride through rural Kent County. The four food stops are always a favorite, especially the Amish Schoolhouse with the fresh baked pies. It is a great family event. People of all ages from small children to grandparents in their 80s participate. Riders come from seven states to enjoy rural Delaware.

Businesses can become community partners and help Kent County Tourism create another great family event and fulfill a need by giving children bicycles. For more information call Robin Coventry at 302-734-7511. To register for the 23rd Amish Country Bike Tour or the Pedal Away Prostate Race go to www.vis-itdover.com

NEW MEMBERS

- Dover Jaycees**
P.O. Box 11484, Wilmington, DE 19850
Email: info@doverjaycees.org Web Site: www.doverjaycees.org
Jeff Lank 302-545-1650
- Jim Flood Sr.**
89 Laurel Drive, Dover, DE 19901
Jim Flood, Sr. 302-734-1670
- Remington, Vernick & Beach Engineers**
262 Chapman Road, Bellevue Building Ste. 105, Newark,, DE 19702
Email: cfazio@rve.com Web Site: www.rve.com
Christopher Fazio 302-266-0212; Fax: 302-266-6208

2009-2010 Central Delaware Information Books now available



The 2009-2010 Central Delaware Information Book is now available at the Chamber office. The book, published annually by the Chamber, serves as a guide to Kent County and provides data on taxes, industry, local and state government, tourist attractions and virtually all kinds of services and goods offered in Central Delaware. This year's book features current information that will prove useful in re-locating to the area, establishing a business, or visiting Kent County. Stop by the Chamber office at 435 N. DuPont Highway, Dover, and pick up your copy.

Central Delaware Chamber of Commerce 2009 Calendar Of Events

August	11 CDCC Board Meeting 13 YWCA Roundtable 18 Marketing Meeting 19 Power Networking 26 Sunset Business Mixer	Dover Downs CDCC Conference Room Dover Downs Hilton Garden Inn State Street Assisted Living & Maple Dale Country Club
September	7 Labor Day 8 CDCC Board Meeting 10 ASH Golf Tourney 11 New Member Orientation 15 Marketing Meeting 17 & 18 Leadership Central DE 23 Kelly Connect Seminar 29 Bluesuiters Golf Tourney 30 Sunset Business Mixer	Office Closed Dover Downs Wild Quail CC CDCC Conference Room Dover Downs Retreat - Rehoboth CDCC Conference Room DAFB Eagle Creek First Class Properties

CHAMBER NEWS

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Chamber News

Published 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.

2009-2010 OFFICERS BOARD OF DIRECTORS

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Vice Chair, Military Affairs	Dean Blaha
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Past Chairman	Alan Kovitz

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Beth Miller
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Judy Diogo, President
Sandy Dale, Executive Assistant
Gina Aurora, Membership Director
Anne-Marie Koewing, Special Events Assistant
Cristal Brennaman

Member Chamber of Commerce of the United States
Chamber News Production and Layout by: Dover Post

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 individual will be added to the mailing list.

Sen. Carper, Chamber Help Introduce Community Service Center

Words of support from US Senator Thomas R. Carper, new furnishings, and a ribbon cutting by the Chamber of Commerce marked the Foundation's official launch of its Center for Community Service in Clayton. This "Grand Introduction" was held on June 30 to announce the opportunities for tenants representing a wide range of programs and services that fill a need for area citizens.

A charter school, which has been a major tenant, is moving to a new campus next to the property this summer, opening up 50,000 sq. ft. of space for youth programs, senior services, recreation, education and more, as well as need-fulfilling commercial entities. The event showcased space avail-

able, anticipated tenant mix, and amenities. There was a presentation on incoming, cutting edge technology, such as smart boards and video conferencing, and tours of newly appointed meeting rooms.

Senator Carper talked of his own experiences at St. Joseph's dating back thirty years. While expressing his support for today's programs, he cited his love for recycling – even for properties. Executive Director Marc Ostroff explained the options for short and long-term leases, the many accommodations afforded tenants, and how rates are kept low through fundraising and economy of scale.

For information, please call (302) 653-8814 or visit www.saintjosephscenter.org.



(Left to right) Liz Farrell, Coldwell Banker Commercial Realtors; Cynthia Staker, St. Joseph's Administrative Assistant; Pam Denney-Griffiths, St. Joseph's Board Member, Sen. Tom Carper, Joyce Webber, St. Joseph's Board Chair; Marc Ostroff, St. Joseph's Executive Director; Bernie Cordial, Embry Riddle Aeronautics University; Dr. Janice Seitz, University of Delaware; Debbie Wicks, Smyrna School District; Chris Basher, Boys & Girls Club; and Gina Aurora, Central Delaware Chamber of Commerce.

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6 Years

Awards Trophies and More

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Servpro of Dover/Middletown

4 Years

Correctional Officers Assoc. of Delaware

State Farm Insurance - Deladvitch Agency

3 Years

JP's on the Wharf

Verizon Wireless - Dover

2 Years

Champions' Club at Jonathan's Landing

Christiana Care Imaging Services

Delaware Express

George's Taxi and Cab Service

Blenheim Hotels/Residence Inn, Dover

United Negro College Fund

Verizon Wireless - Newark

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Visit www.cdcc.net for an update of Chamber events, Directory of Chamber Members and CDCC Member Benefits

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Dina Vendetti, Principal of St. John's Lutheran School, recently attended the 33rd Biennial Convention of Lutheran Women in Mission, an international auxiliary organization of the Lutheran Church – Missouri Synod. Their primary goal is to raise money for mission work throughout the world. Their goal for the next two years is \$1,825,000 and they'll have no trouble raising it. The convention was held in Portland, Oregon at the Oregon Convention Center and there were about 3,300 in attendance.

Dina's job was on the stage from 8 in the morning until around 5 p.m. ready to entertain everyone at a moment's notice. "There were camera men and sound guys and jumbo screens all over the place," Dina said. "It was like being a rock star for three days."

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Central Delaware
Chamber of Commerce

AM Mini Seminar Series

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Kimberly Sokol, Strategic Development Manager of KellyConnect®, Kelly Services®, will show you how to gain cost savings and optimize the effectiveness of your business at this **FREE AM Mini Series** program on **Wednesday, September 23rd** from 8 to 9:30 a.m., at the CDCC Office.

Learn About: •Solutions that include Workforce Flexibility; •Matching Talents and Technology Resources; •Successful Retention of Employees

Register today for this **FREE AM Mini Series Seminar** – call the CDCC office at 734-7513; e-mail Cristal at the CDCC office – adminassistant@cdcc.net; or complete and fax this form to 678-0189.

• FREE Program; • FREE limited seating • FREE coffee and pastries

Name: _____

Business: _____

This **A.M. Mini Series Seminar** is sponsored by:

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MEMBER NEWS

Faw, Casson & Co., LLP, certified public accountants and business consultants, has received national certification as a Women's Business Enterprise by the Women's Business Enterprise National Council (WBENC), the leading advocate of women-owned businesses as suppliers to America's corporations. It is the largest certifier of businesses owned and operated by women in the United States, working to foster diversity in the world of commerce and expand opportunities in the marketplace for women business owners.

Bayhealth Medical Center Executive Vice President and Chief Operating Officer Terry Murphy will assume the role of CEO of Bayhealth, Inc., and President and CEO of Bayhealth Medical Center, Inc. on October 1, 2009. Mr. Murphy will succeed President/CEO Dennis E. Klima who has provided service to the community during his 30 years as the leader of Kent General Hospital and more recently, Bayhealth Medical Center. At the time Mr. Murphy assumes the new role, Mr. Klima will continue as President of Bayhealth, Inc. where he will focus on strategy, health legislation, policy, mentoring, community service, alliances, and ongoing development of Bayhealth, Inc.

To motivate students towards achievement, local credit union **Dover Federal Credit Union**, recently donated \$5,000 to local high schools as a sponsor of The Challenge Program, Inc. Three Delaware high schools, Lake Forest, Caesar Rodney, and Polytech, participated in the program and held award ceremonies earlier this year.

Also, amidst economic uncertainty, **Dover Federal Credit Union** was recently recognized as the first credit union in the State of Delaware to grow past \$250 million in total assets. The accolade is a sign of the credit union's strength and ability to meet the financial needs of families across Delaware. **David Clendaniel, President/CEO** commented, "It is rewarding to have over 35,500 members who have chosen Dover Federal as their financial partner for more than fifty years. Our members have trusted us to provide smart financial solutions and that confidence has allowed the organization to truly excel even during tough times."

Vida Evelyn recently earned Intuit® Advanced Certified QuickBooks ProAdvisor designation, the highest level available. The advanced certification adds to her designations as a Certified Quickbooks Point of Sale ProAdvisor and Certified Enter-

prise ProAdvisor. Vida provides businesses in Kent and Sussex counties with QuickBooks set up, training, troubleshooting and consulting services. She can be reached at 302-422-6479 or email vidaEvelyn@comcast.net.

The **2009 Arts Summit** will be held on Monday, October 26th, at Dover Downs Hotel & Casino®. An exciting array of speakers, workshops, activities, performances, and more is being planned – all focused on helping Delaware's arts community to *Master the Moment!* Join with Delaware's artists, arts administrators, arts patrons, community leaders, state officials, and representatives from regional arts organizations to exchange ideas, obtain knowledge, network and celebrate the arts! For info on the Summit, keep checking back to www.artsdel.org/summit.

Craig Williams of Becker Morgan Group was recently awarded an American Society of Architectural Illustrators (ASAI) Award of Excellence for his 3D illustration titled "Sauna." This award places him

within a prestigious group of professionals from around the world with a dedication illustration. Williams' piece will be showcasing during the 24th annual *Architecture in Perspective* exhibition on October 23, 2009 in Miami, FL.

Faw, Cason & Co., LLP, announced that Kimberly A. Fonda has been admitted as a Partner with the Firm. Kim is a Certified Public Accountant and Certified Fraud Examiner, and has also developed a particularly successful niche in maximizing tax credits for Delaware companies, generating tax benefits in excess of \$5 million in the last five years.

Kim serves on the Firm's Accounting and Auditing technical committee, which oversees the delivery of those services to clients and the professional development of firm personnel. She is a member of the AICPA, DSCPA and ACFE and is also an active member of the Downtown Dover Rotary Club. Kim is a graduate of Delaware Technical and Community College and Wilmington University.



Connecting Business in the Community!

The Central DE Chamber of Commerce Presents the 9th

Power Networking

Don't miss this opportunity to network with other chamber members and get instant leads!

Wednesday, August 19, 2009

5:00 PM - 6:00 PM

The Hilton Garden Inn, Dover

1706 N. DuPont Highway, Dover, DE 19904

It's like speed dating for the business world. You will be given a table card when you enter which will tell you where to go first. You will have one minute to promote your business to the others seated at the table. After everyone at the table has finished, you will move to a different table as noted on your card and continue the same scenario until everyone has gone through five rotations. After that, there will be time for open networking to talk more with others who are interested in your services or goods. Think about it – A one minute commercial to potential new customer/clients – FREE!

Space is limited to the first 25 people - You MUST pre-register!

Please email gaurora@cdcc.net, fax to (302) 678-0189 or call the office at (302) 734-7513 today to make your reservation and guarantee your seat. **There can only be one representative per department or company.** Once your reservation is received, you must send an alternate if you are unable to attend. You may bring any brochures, materials, coupons or products you would like to, but definitely lots of business cards!

Power Networking

Name: _____

Business: _____

Email: _____

Phone: _____

Visit Sign-A-Rama's New Facility For All Your Signs, Decals, Banners, & Lettering

Have you heard? Sign-A-Rama of Dover has moved to a larger facility to better serve the community. The new space has an updated lobby, larger production area, and an indoor, climate-controlled vehicle installation bay. Their new store is 3.5 miles north of their previous location, just off Route 13, in the Capital City Business Park. Join them for their Ribbon Cutting and Grand Opening on Thursday, August 27th from 4:00 p.m. to 6:00 p.m. For more information or directions, visit their website: www.signarama-dover.com

SAVE THE DATE



6th Annual Holiday Gift Auction



Avoid the financial **FROST** and get all your holiday gifts here!

WEDNESDAY, OCTOBER 28, 2009

SHERATON DOVER HOTEL

5:30 PM - 8:00 PM

Don't miss this opportunity to network, enjoy heavy hors d'oeuvres & beverages...plus, get all your holiday shopping done in **one place!**

You will even have an opportunity to put your favorite people on the naughty list!!



Plan to advertise in this event by donating an item or money early. Simply fill out the auction form and you will get advertising starting July!

FOR MORE INFORMATION, CONTACT Gina

435 North DuPont Hwy. • Dover, DE 19901

PHONE: (302) 734-7513 **FAX:** (302) 678-0189

ONLINE: www.cdcc.net **EMAIL:** gaurora@cdcc.net

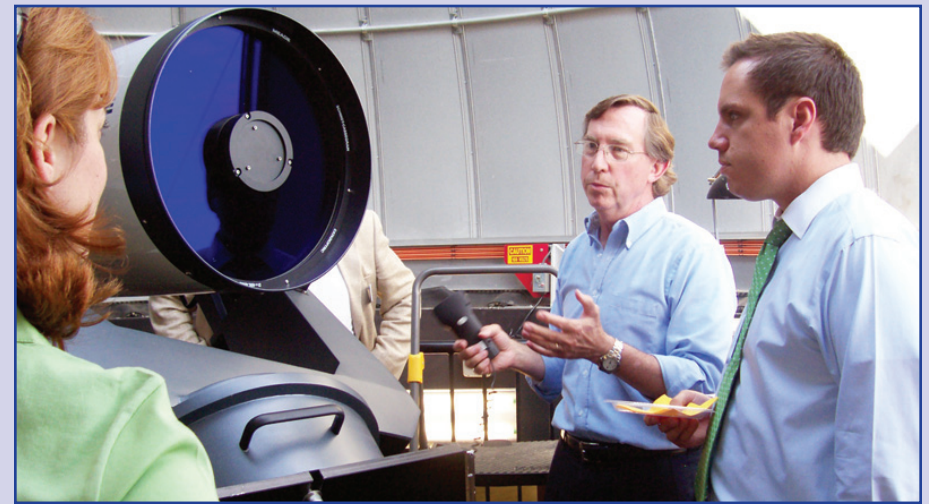
June Mixer

Ninety people attended the June Sunset Business Mixer held at Delaware AeroSpace Education Foundation Environmental Outpost in Smyrna.

Dr. Stephanie Wright "wowed" everyone with an explanation of how the concept was born and what the future holds for the project. It is interesting to know that everything is current

and paid for and that money has been set aside to continue with Phase II. People of all ages will be able to visit the facility and observatory for many years to come to gain an appreciation for the earth and its place in the universe.

Thanks to Sam's Club, Mia Bella, and Sales Solutions for door prizes. Dr. Stephanie Steckel won \$100 in the 50/50 drawing, pictured top right.



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Certain policies may not be available in all states.

For more information concerning policy benefits, costs, and limitations, please contact:

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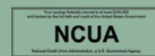
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Monica Kulesa, MAS, ESS-Geiger Promotional Products, hosted a Client Appreciation Luncheon in her Camden garden on Friday, July 10th. Standing from left to right in front of the lilies and hibiscus: Sandy Dale, CDCC, Ilona Figat, DSU, Rosemary Doughten, Thomas E. Moore, Brandy McMullen, Trinity Transport, Monica Kulesa, ESS-Geiger (hostess), Donna Roosa, ESS-Geiger, Judy Diogo and Gina Aurora, CDCC, Kimberley Pittman, Sign-A-Rama, Darlene Zimmerman, ESS-Geiger, Melody Booker, Lydia Tucker, Tech Prep Delaware.

4th Annual Family Emergency Preparedness Day SEPTEMBER 12TH, 2009, DELDOT BUILDING, DOVER 10:00 A.M. - 2:00 P.M.

- DeIDOT Building, 800 Bay Road (Rt. 113 across from Blue Hen Corporate Center)
- Free admission, free refreshments, demonstrations and training
- Displays and Big Toys, including Delaware National Guard Rock Climbing Wall, Dover Air Force Base fire fighting engine, other emergency equipment
- K-9 Corps demonstrations
- Door prizes and commemorative hand-outs
- Interactive games and prizes for all ages
- Child ID kits and car seat safety information
- Free training includes planning and caring for animals during disasters, assembling a family emergency supply kit and learning to be Red Cross Ready
- Mobile Emergency Command Center and emergency medical response equipment on display
- Misting fans to help you keep your cool!

This annual event is hosted by Kent County Emergency Operations. Sponsors include the Department of Safety and Homeland Security, Delaware Emergency Management Agency, Delaware Citizens Corps, RSVP and the American Red Cross of Delmarva.

Corporate partners include Delmarva Power and Wal-Mart.

For advance information, members of the media are encouraged to contact Rosanne Pack, 222-6573; Margy McLee, 222-6651; or Kimberly Chandler, 744-2667.

Please plan to attend and take advantage of photo opportunities, communication with the public, and educational and informational materials related to emergency planning.

And, there will be fun and food.

Seminars ... make them work for you!

The CDCC is looking for new seminar programs to add to their AM Mini Series. If you would like to increase your outreach and increase your business by directly marketing your services and your expertise to fellow Chamber Members, call Judy (734-7513) today to discuss hosting and/or conducting a seminar.



Promoting Your Business Just Became Easier

All you have to do is join the CDCC...

- Listing in the Membership Directory
- Listing on the CDCC web site
- Advertise in the CDCC Newsletter
- Host a Sunset Business Mixer
- Participate in the Purchase Power Program
- Participate on Committees that affect your business directly: Economic Development; Transportation; Legislative Affairs
- Participate in Trade Shows and Expos
- Receive Direct Referrals

**Call today to Join the CDCC –
302.734.7513**

Class of 2010 – Opportunities Open to Sponsor Leadership Central Delaware

Leadership Central Delaware was started by the Central Delaware Chamber of Commerce in 2001. Its purpose is to bring together existing and emerging leaders to develop diverse networks of resourceful, informed and pro-active leaders who will create a more vibrant county and region.

The program runs from September through June. The class will meet the first Thursday of each month. The September session will be a two-day retreat and the June session will include a graduation event. For the remaining months, a different topic will be covered in depth with the class traveling to various locations to experience and witness first-hand the

topic they are studying.

The tuition paid for participants will not cover all costs associated with the program. Costs include overnight accommodations for the retreat, scholarship assistance, meals throughout the program, bus transportation for some sessions, materials, and the graduation event and recognition certificates. In order to break even on this program, sponsorships are needed for each session. Sponsorships are available as follows:

***NOT AVAILABLE (taken by Bayhealth Medical Center) - Opening Retreat - \$1500

Overall Program Sponsors: \$1000

Sponsors will be given recognition with their logo on the agenda each month

as sponsors for the program and throughout other Chamber publications such as the Chamber Connections, LCD E-Newsletter and website just to name a few. Each sponsor will also have an opportunity to personally deliver a welcome to the class at the beginning or lunch part of the session they choose and give an overview of their business/organization. If sponsors wish to provide a small "goodie bag" of promotional mate-

rial, they are encouraged to do so. Sponsorship assures the business of high visibility with current and future decision-makers and of being associated with the highly regarded Leadership Central Delaware program.

For questions concerning the sponsorship opportunities, please contact Gina Aurora at the Chamber at 734-7513.

Thank you for your support of the Leadership Central Delaware Program!

Office Suites for Lease on Loockerman Street, Dover

The Greater Dover Foundation Community Building at 101 W. Loockerman Street, Dover, has office suites for lease.

A newly renovated three story building located in downtown Dover offers office suites ranging from 400 +/- usable square footage to 1,334 +/- usable square footage at \$9.46 per rentable SF.

Full service lease will include utilities, janitorial services, security system, trash pickup, snow removal, shared

conference rooms, shared kitchenettes, common restrooms and common waiting areas. On-site parking is also available. The lease does exclude telephone and internet services. The total building square footage is approximately 8,596.

For more information, contact Charles Rodriguez at 302-674-3400 or Shelly Cecchetti at 302-734-2513, or email greaterdovercommittee@comcast.net.

Chamber Membership has its benefits! Get Involved!

- Write an article for the Chamber News
- Join a committee
- Purchase membership labels and expand your customer base
- Hyperlink to the Chamber's web site for additional exposure
- Attend a Mixer or other Chamber event
- Offer a discount to Chamber members
- Explore advertising opportunities to promote your business
- Volunteer for a special event



Allen S. Hedgecock
CDCC Executive Vice President
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Join us for the 8TH ANNUAL ALLEN S. HEDGECK MEMORIAL GOLF TOURNAMENT THURSDAY, SEPTEMBER 10, 2009 WILD QUAIL GOLF COURSE

Entry fee includes:

Lunch

Green fees, Cart

On-Course Beverages,

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For more information on how you can participate in the tournament, call the CDCC at (302) 734-7513 for a brochure.

The event benefits the McCall Golf Academy which introduces students to the game of golf.



The CDCC has donated \$3,500 in Al's name over the years, and will present Rick McCall with another \$500 check for the McCall Golf Academy in September.

Attention All LCD Graduates and Companies of LCD Graduates ...

You have already made a commitment to the growth and development of yourself or, if you are a business, of your employee by making the commitment to the Leadership Central Delaware Program. Now, it is time for *the next step – LCD Mastery!*

The LCD Mastery is a 9-week program for LCD Graduates *only*. The program focuses on the individual's leadership development. This program is a structured, open-ended, pragmatic approach to developmental growth. It focuses on three essential elements for success: attitude development; interpersonal skills; and goal setting and achievement. LCD Mastery is the next step in the Leadership Develop-

ment journey.

"As a LCD Graduate from the Class of 2006, I had the knowledge and connections I needed in Central Delaware to be more successful. LCD Mastery was the important next step for me to gain the personal knowledge on how to better manage my time, set goals and overcome the obstacles so I can make the most of my opportunities. It was truly worth every minute and dollar spent and I have gained much more than I expected such as greater confidence and balance in my life. I highly recommend the LCD Mastery Program – it has and continues to change my life for the better both personally and professionally every day I use

my leadership skills," Gina Aurora, CDCC.

"This program is not your typical Leadership Program. Trust me. I have taken the course and it will help you in ways you cannot even imagine," said Judy Diogo, CDCC.

The cost for this 9-week program is \$5,500.00 per person. For graduates of the LCD Program the cost is only \$2,000.00. A \$3,500.00 savings. (Payment plans are available. All materials for the program are included in your initial cost.) This program is facilitated by Alan Kovitz of Elevations Unlimited, LLC.

In addition to the 9-week program, there will be five individual coaching sessions via telephone that will help you, the individual,

stay on track and succeed.

This program is limited to a maximum of 10 individuals, so don't hesitate. Call the CDCC Office today to register.

Dates for the 2009 session include: September 15, 22, 29; October 6, 13, (9:00 to 11:00 a.m.), 20, 26; and November 3 and 10 (9:00 to 11:00 a.m.). All sessions will be two hours. With the exception of October 13 and November 10, all sessions will begin at 8:00 a.m. and will end at 10:00 a.m. Sessions will be held at the CDCC Office, 435 N. DuPont Hwy., Dover.

If you are interested in participating in the Leadership Mastery Program call the CDCC Office today – 734-7513.

NewsJournal Offers Advertising Program to Local Businesses

The *NewsJournal* and delawareonline.com, the state's largest daily newspaper and website, has launched "Helping You Thrive," a cooperative advertising program where local businesses get matching funds to run effective advertising campaigns to reach new customers.

"We recognize the challenging times local businesses are facing, and with the back-to-school and fall seasons ahead of us, we felt the timing to offer assistance on advertising was perfect," said Dennis J. Sheely, vice-president of advertising at the newspaper.

There are two programs, one designed

for new businesses who haven't advertised thus far this year where paid ads will be matched with free insertions, as well as a program for current advertisers where their advertising can be enhanced with extra insertions or by adding color.

Helping You Thrive, which will run through October, is being co-sponsored by local chambers and merchant groups, including the Delaware State Chamber of Commerce, Central Delaware Chamber of Commerce and Downtown Newark Partnership.

To find out more about how you can participate in the program, call Sheely at 302-324-2631.



Cornell Randolph, Sam's Club Manager, (left) and George Bailey, Sam's Club Business Manager, (right) present Judy Diogo, President of the Central Delaware Chamber of Commerce, a check for \$1,000 to further the Chamber's mission.

Sam's Club Offers Gift Cards to CDCC Members

CDCC members will receive a \$10 gift card when they sign up for a new or renew an existing Sam's Club® Business Membership by December 31, 2010.

As a Sam's Club Member, you'll find exceptional values on products for your home and business – restaurant quality food, office supplies, cleaning items and name-brand electronics, just to name a few – that can more than pay for the annual Membership fee.

To see how you can benefit, take a cost comparison at Sam's Club by bringing in a recent invoice, and they will show you item by item how much you can save.

For information on all the benefits offered to Sam's Club members, visit www.samsclub.com.

When you join or renew your Business Membership, simply go to the Member Services Desk at Sam's Club to receive your \$10 Gift Card.

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For free and confidential small business counseling from our SCORE volunteers visit our website. For more information on becoming a SCORE volunteer call Herb Konowitz at 302-745-1315.

Over 100 Discounts Offered to Chamber Members

The Central Delaware Chamber of Commerce has had a great response to a new benefit started a couple years ago. The "Club Card" has saved our members thousands of dollars and, at the same time, helped our members increase their business and gain loyal customers.

With over 100 discounts offered by Chamber members to Chamber members, this card goes right on your key chain so you'll always have it on you. It features discounts on automotive, busi-

ness services, cleaning services, computer & printing services, cosmetics and beauty, entertainment & recreation, equipment, floral & fruit arrangements and gifts, framing, general contracting, health & medical services, real estate, mortgages and moving services, home improvements, hotels, insurance, non-profits, pet services, retail, restaurants, security systems, signs, printing & advertising, tax prep, telecommunications, training & schooling and travel agencies.

The discounts offered are set by the member and the brochure is updated monthly to accommodate new offers and changes. It can be printed out each month from our website (www.cdcc.net) under the purchase power page to get the new and updated discounts.

This card has also been used by many companies as an addition to their employee benefit package. For only \$1 per card, businesses have purchased them for all their employees to help them save

money.

Groups and conventions coming to the area can purchase the guest card for \$1 each with a brochure for all their guests to use. These guest cards do not have an expiration date and can be used anytime when they return to Kent County.

To find out more about how the Chamber Club Card Program can help save you money and increase your business by offering a discount or service for FREE, please call us today! (302) 734-7513

DART's Resort Transit Service

DART'S Resort Service operates from May 21, 2009 to September 20, 2009.

Park and Ride Free: If you'd like to avoid the traffic hassles and parking headaches in Delaware's resort areas, use DART First State's Park & Ride Lot located on Shuttle Rd. off of Delaware Rt. 1, north of Rehoboth Avenue.

Park for \$7.00 and everyone in your car receives a free unlimited ride daily bus pass. All buses are air conditioned and equipped with wheelchair lifts. Ride in comfort on DART First State buses to the outlets, the boardwalk and beaches, even into Dewey Beach, Lewes or Ocean City, MD. With bus stops conveniently located

throughout the resort area, you won't need to worry about where to park or how to get from one place to another.

Family Day at the Beach Bargain: Two adults and two children (46 inches or less in height) ride round trip to the Beach on Route 305 Beach Connection for less than \$20 ... only \$18.90! The Route 305 Beach Connection service operates Friday, Saturday, and on holidays from May 22, 2009 to September 7, 2009.

for more information on bus trips to area attractions, car and van pool savings, and transit schedules, visit www.DartFirstState.com or call the DART Information Center at 1-800-652-DART (3278).

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"We got connected through the Central Delaware Chamber of Commerce and they helped me with my new branding and marketing materials including vehicles and business cards" – **Sandra Winfrey, Owner Cajun Queens Cuisine.**

"We have worked with over 100 CDCC members on all types of indoor, outdoor and vehicle signage projects" – **Kimberley & Benjy Pitman, Owners Sign-A-Rama**

Call Gina Aurora, Membership Director, to get connected today!

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Your Chance ... to make a difference

We are currently seeking Chamber members who want to make a difference by joining The Ambassador Program. The primary purpose is assist new members in getting acquainted with the Chamber and its many programs.

... Simply by connecting new members

By contacting new members and attending Chamber functions, you can help them connect with other members! Ambassadors will meet 30 minutes prior to each Sunset Business Mixer to make sure all guests and new members have an Ambassador to introduce them to their new family of business associates.

For more information please call or email:

Gina Aurora, Membership Director
302-734-7513
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After July 1st, you will receive your bills and tear sheets electronically via the web. All proofs of your ads will be done electronically as well. In doing our part to "Go Green", we will no longer offer these services through the mail. If you do not have access to the internet, please notify us immediately to set up other arrangements.

Some of the advantages of this updated process will allow you to:

- Review, retrieve and save electronic pieces for easy reference and reduced clutter 24/7
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(Greenville Community News, Mill Creek Community News, Hockessin Community News, Brandywine Community News East and/or West, Middletown Transcript, Smyrna/Clayton Sun Times, Dover Post, Airlifter, Milford Beacon, Sussex Countian, and The Express)

Legislative/Regulatory Update**“Final Gavel”****1st Session of the 145th General Assembly as of: 13 July 2009****Executive Summary****“What we are doing is killing jobs!”**

The end of the First Session of the 145th closed with one overall riding issue.....the budget. The fiscal 2010 year starting July 1 was reported to be some \$750mm in deficit, and the 2011 budget year looks no better. However, despite the difficulty the Assembly faced, they did leave Dover without spending more than 98% of projected revenues. The Session also saw a number of landmark bills passing, as well as the rendering of honors upon the death of the Senate's Pro-Tempore, Senator Thurman Adams on June 23, 2009.

While the Assembly saw numerous retirements that preceded the 2008 elections, this election was unprecedented in recent memory because the House, Senate, and the Administration were won by the Democratic Party. In the House, the Republican minority is at 17, while the Senate minority has shrunk to only 5 Senators. While in the House, tax bills need one R to vote in favor, the Senate can run any bill, including tax and fee legislation without the consent of the minority. More importantly, with the entire legislative process controlled by one party, the normal push/pull of reaching compromise on legislation is much harder to come by. Coupled with the passing of Senator Adams, (the special election is set for August 3rd between Rep. Joe Booth and

Polly Mervine-Adams, Thurman's daughter) who was a conservative Democrat from Sussex County, many believe we are entering a new tone and tenor in the Assembly that may not speak well for business interests.

As starting to become the norm, this year was no different than years past with tremendous pressure on the budget, except the scale in which the deficit and tax increases occurred. Facing the shortfall, the Administration with the Assembly concurring therein, broke down the overall tax and spending as follows:

Sports Gambling	\$55 million
Federal Stimulus Funds	\$230 million
Tax Increases	\$206 million
Cuts	\$301 million

This fiscal year raised taxes on virtually every business and person in the state. The brunt will be felt mostly by the small business owner, who is organized as a sole proprietor and pays gross receipts and personal taxes.

Here is the summary of all the taxes and fees increased this year:

HB210 Increases the alcohol licensing fees for taprooms, hotels, etc..

HB211 Increases the tax on tobacco from \$1.15 to \$1.60 per pack

HS#1/HB 260 Eliminates the exemp-

tion of lottery winnings from PIT

HS#1/HB 262 Increases the cost of recordation at the County Recorder of Deeds offices, with a portion going to museums

HS#1/HB263 Raises the Fire Marshall fees for plan reviews, permits.

HS#1/HB264 Increases PIT for various levels and moves the tax for those making over \$60,000 to 6.95%, with a sunset in 4 years.

HS#1/HB267 Increases the various fees for incorporation, with a sunset of 4 years.

HS#1/HB268 Allows tax-payers to avoid fees/interest on back taxes if paid or agreed to by September 1, 2009.

HB286 Increases the fees on non-certified copies of vital records.

HB287 Imposes a new tax on crude lightering businesses at \$100,000 per year.

HB288 Imposes a new utility tax on home satellite services and increases the current utility tax to 2.35%.

HB289 Increases the Gross Receipts Tax on all categories.

HB291 Re-establishes the Estate Tax.

The overall funding picture for Delaware created a general operating budget of \$3.01 billion, the Bond Bill (capitol spending) was

some \$284.5 million, and Grant-in-Aide (non-profit spending) was about \$35.4 million. Once again, spending included things that some would argue are unnecessary in this economic environment such as the Kalmar Nickel sailing ship at \$500,000, maintenance at the state's two golf courses and marina, and bottled water at \$65,000 a year. However, for the second year running, the alcohol tax did not get enough votes to pass the House.

What was noticeable throughout the passing of the tax package was the very partisan nature of the votes. Virtually every member of the Minority in both chambers voted against the tax increases (except one in the House). During the debate, Rep. Gerald Hocker, a small business owner from Ocean View, stated that "...not only are we raising taxes, but what we are doing is killing jobs!" And like years past, even the budget, bond bill and grant-in-aide bills passed, but with many votes in opposition.

The Session ended around 4:30 AM for both Chambers on Wednesday morning. Yet, despite the intense pressure on the budget and numerous tax bills, the outlook for the real estate, building/development communities and property owners alike remained unchanged. Numerous bills that

See FINAL GAVEL, page 14



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FINAL GAVEL

Continued from page 13

would have curtailed the ability of the property owner to sell and transfer real property in Delaware have remained tabled in committee, did not have a committee meeting, or were not brought forward for a vote by the Assembly.

Here is a partial list of bills that could have negatively impacted our collective industries and the rights of property owners, but DID NOT SEE any FINAL ACTION:

- * Legislation seeking to impose a new 5% rental fee on less than 150 day rentals;
- * A number of bills targeted to restrict or void the "workforce housing" ordinance adopted in NCC;
- * Legislation that would again place the Office of State Wide Planning in a veto position over county land use plans, and;
- * A bill seeking to increase the impact fee on new home construction in NCC.

This Session did see the passage of three energy bills related to housing and construction; The first two would allow home owners to install wind turbines and solar panels on their property, with restrictions, and; The third bill establishes IECC standards for commercial and residential construction in energy efficiency in the out years.

Of general business interest were the following issues and legislation:

- * Passage of SB121, expanding employment protection for homosexuals;
- * Passage of a new "Open Government" bill that applies to the GA;
- * Passage of sports bet and table games legislation for the three currently licensed Racinos in the state;
- * Passage of the independent contractor bill (HB230), and;
- * Passage of Unemployment Insurance expansion bill for stimulus funds.

In closing, it is not without the dedication of many people who are part of the various organizations I am thankful to represent - such as the REALTORS, the multi-family housing sector, individual property owners, home builders, CIRC, the manufactured

housing team, and other trade associations, things this year could have been more difficult.

Your investment in all the aspects of Delaware's politics keeps some of this bad stuff from happening. However, the minute we all walk away and think someone else is going to "do it", is when we lose.

Respectfully Submitted;
C.S.KIDNER ASSOCIATES/
CAPITOL STRATEGIES
C. Scott Kidner
REVIEW OF LEGISLATION
I. LAND USE/ENVIRONMENTAL

The following bills and positions noted represent the overall housing and development industries as it relates to their collective abilities to use and transfer real property within the state of Delaware.

SENATE

SB49 – Sen. McBride and Rep. Oberle – Solar Panels
SUPPORT

This bill is a result of numerous discussions between the REALTOR organization, DNREC, and Sen. McBride to reach agreement allowing home owners to install solar panels on their homes. A major issue for DAR was the original intent on eliminating all deed restrictions, laws, or ordinances that would prevent a homeowner from installing these devices on their homes. The current language has no retroactivity.

Signed by Governor

SB59 – Sen. McDowell and Rep. Kowalko – Energy Conservation
SUPPORT

The bill seeks to apply new energy codes to commercial and residential construction following the IECC. After input from the building community and CIRC, an amendment was placed on the bill that allows the HBADE and the Green Building Council, in consultation with the State's Energy Office, to develop programs that will promote "zero net energy" homes, with these new standards applying by December 2015 for residential construction and by December 2030 for commercial construction.

Signed by Governor

SB160 – Sen. Marshall and Rep. Mitchell – Unified Plumbing Code
SUPPORT

Supported by the building community and the local enforcement organizations for county and municipal government, the bill makes the International Plumbing code uniform for all three counties.

Signed by Governor

HOUSE

HS#1 to HB70 – Rep. Oberle and Sen. McBride – Wind Energy Systems
SUPPORT

This is a redrafted bill from last Session allowing wind turbine systems to be installed on homes, despite any ordinances or laws restricting the installation of these systems. There are a number of changes made to the bill after its introduction reflecting concerns from DAR, most critically, there is no retro-activity impacting existing deeds, covenants, or other rules that are in effect now. The bill also respected historic restrictions, and established a setback of 1.0 times the height of the wind tower and one blade. The substitute passed without much debate.

Signed by Governor

HB205 – Rep. Scott and Sen. Bonini – KC Review of Subdivisions.
NEUTRAL

The bill provides the Kent County Regional Planning Commission is responsible for the review and approval of all plans/subdivisions, and they must be endorsed by Director of Planning and County Administrator.

Awaiting Governor's Signature

II. HOUSING

SENATE

SB77 – Sen. Ennis and Rep. Carson – Class C Recordings
NEUTRAL

The bill allows Kent County to permit Class "C" recordings for manufactured homes and requires Kent County Recorder of Deeds to accept these recordings.

Signed by Governor

HOUSE

HB292 – Rep. Marshall – Superior Court Appeals
NEUTRAL

Allows any person with action in Title 25, the Landlord Tenant Code, aggrieved by a decision of the JP Court, to appeal the decision to the Superior Court. Introduced on June 30th, the bill sits in the House Judiciary Committee.

No Further Action Taken

III. TAXES

As previously discussed in the Executive Summary of this report, the following are all tax increases passed this Session, reflecting, as estimated, some \$206 million dollars in new net revenue.

SENATE

No Bills Introduced

HOUSE

+ Unless noted – all bills sponsored by House and Senate Majority and Minority Leadership, and generally speaking, were opposed by most segments of the business community +

HB210 – Alcohol Licensing Fees

The bill moves the licensing fees up to a biennial fee of \$1000 for hotels, restaurants selling alcohol, railroads to \$600, and those selling beer and wine only to \$500 biannually. It also moves the daily gathering license fees up and those selling alcohol at racetracks to \$3000.

HB211 – Cigarette Tax

Moves the tax to \$1.60 per pack and establishes the effective date for the collection of the tax on stamps issued prior to July 31, 2009.

HS#1 to HB260 – Tax on Lottery Winnings

Removes the personal income tax exemption on Delaware lottery winnings beginning after December 31, 2009.

HS#1 to HB262 – Recorder of Deeds Fees

Increases the current \$6 charge to \$24 for each document or paper recorded or filed with the Counties, and these funds shall be used to promote, preserve and protect Delaware's cultural assets, with an effective date of August 1, 2009.

HS#1 To HB263 – Fire Marshall Fees

Moves the cost of review by the Fire Marshall's office to 7/10 of 1% of the cost of the project, and increases the costs of permits, licenses and certificates.

HS#1 to HB264 – Personal Income Tax

The bill moves the PIT for every category, with those earning more than \$60,000 to 6.95% of income, and has a sunset of 4 years from the effective date of this act.

HS#1 to HB267 w/HA#2 – Secretary of State Fees

Increases the fees charged by the Division of Corporations for various levels of service, changes in filings, and issuance of various certificates.

HS#1 to HB268 – Voluntary Tax Compliance


Allows for the payment of back taxes, without penalty, to the State for a period running from September through October of this year for any taxpayer with an outstanding liability before January 1, 2009, if the taxpayer signs an agreement or pays the taxes.

HB286 – Vital Records Fees

This bill increases al fees for certified and non-certified copies of vital records to \$25, and for heirloom certificates to \$35.

HB287 – Crude Oil Lightering


See FINAL GAVEL, page 16



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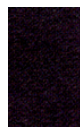
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FINAL GAVEL

Continued from page 14

Establishes an annual license fee of \$100,000 for any firm that engages in the oil lightening operations, and all fees collected shall be deposited in the hazardous substance cleanup fund.

HB288 – Public Utility Taxes

Adds the home satellite delivery operators in paying a utility tax and moves the utility tax from 2% to 2.35% effective after July 1, 2009.

HB289 w/HA#1 – Gross Receipts Tax

This bill moves all categories that pay the tax up on average of 10% to 20% with a sunset of 4 years after the effective date.

HB291 w/HA#1, #4 – Estate Tax

The bill re-establishes an estate tax on decedents passing after June 30, 2009 and includes the imposition of the tax on non-resident estates. The bill has a sunset of 4 years after the effective date.

IV. BUSINESS ISSUES

SENATE

SB121 – Sen. Peterson and Rep. Schwartzkopf – Employment Protection
NEUTRAL

After some 6 years in various forms, the bill expands employment protection to homosexuals in employment, accommodations and insurance. The bill has been opposed by small business because it provides virtually no defense against when an employee claims employment discrimination because they are homosexual.

Signed by Governor

HOUSE

HCR1 – Rep. Brady and Sen. Connor – Employee Free Choice Act.

OPPOSED

This resolution calls for Congress to pass the Employee Free Choice Act (EFCA) that significantly changes the way unions can organize workers. As a result of the tremendous pressure from the business community that is opposed to the federal bill, the sponsor never ran the bill in the House.

No Further Action Taken

HB15 – Rep. Longhurst and Sen. McDowell – Recycling and Waste.

OPPOSED

The bill seeks to mandate reusable bags by consumers and retailers by requiring retailers to establish at-store recycling program that includes these reusable bags, disposal of plastic bags and printed information about the store's recycling program. It also prevents the local governments from implementing any ordinance that would require the store to any other aspect of a program including the collection of a fee.

Awaiting Governor's Signature

HB18 – Rep. Plant and Sen. Henry – Employment-at-Will Doctrine. OPPOSED

This is the bi-annual introduction of a bill to eliminate the currently held employment-at-will statute that governs the relationship between employers and employees in the State of Delaware. The bill has been strongly opposed by the entire business community because it would remove many of the provisions that employers now consider critical in the hiring and firing of employees within their businesses. Assigned to the House Labor Committee, it was released for the very first time after many years, and placed on the House Ready List.

No Further Action Taken

HB188 – Rep. Brady and Sen. Ennis – Summer Rental Lodging Tax.

The bill reflects an attempt to expand the current state lodging tax to those rental units that are less than 150 day leases.... typically summer rentals at the beach. Supported by the Delaware Tourism Alliance (DTA) and others, it would impose a statewide tax of 5% on the rental amount, and would require all owners of rental units to pay an annual rental license fee to the State. Introduced in June, the bill was ultimately opposed by the REALTOR community because it lacked enforcement, no plan for where dollars would be spent, increases the cost of renting, and may drive rentals underground.

The bill was heard in the Housing Community Affairs Committee, where it was tabled.

No Further Action Taken.

HB170 – Rep. B. Short and Sen. Marshall – Unemployment Insurance
OPPOSED

This allows the State to collect \$21.6mm in Federal monies to support the state's UI fund, which at current payouts, will be out of money by December 31, 2009. However, to receive the money, the state must dramatically expand those who can collect UI including "paid family leave" and "voluntary quit" provisions. The business community sought to amend the bill by asking for one time charges to avoid expanding the program.

Ultimately, the strings attached to accepting the federal money prevents any amendments.

Signed by Governor.

HB213 – Rep. Manolakos and Sen. Peterson – Business License Discloser
OPPOSED

The sponsor is seeking to require all Delaware-licensed businesses to disclose that information in all advertising. While the bill is trying to get after those out-of-state businesses that do not comply with state laws, many in the real estate and building communities had significant concerns.

It remains assigned to a House committee.

No Further Action Taken.

HB229 – Rep. Scott and Sen. Sokola – Cell Phone Ban.

OPPOSED

The bill is an outright ban on the use of cell phones while operating a car on any road in the state with fines for first offense of \$50. Introduced on the June 17th, the bill was released from Committee on a partisan vote the next day, and remained on the House Ready List awaiting action in January 2010.

No Further Action Taken.

HB230 – Rep. Gilligan and Sen. DeLuca – Independent Contractor.

OPPOSED

This is the re-introduction of a bill from last Session that would change the definition within the construction industry of what an independent contractor is and the relationship between the employer and employee. Supported by the Laborers union, it imposes penalties upon the employer that misclassifies an employee, and adds numerous enforcement provisions for the Department of Labor that includes stop work orders. The bill was released from the Labor Committee un-amended, but after intense pressure on specific House members from ABC, the CDCC and the business com-

munity, some of the more difficult provisions were removed. However, the rule-making process within the DOL is expected to begin late summer that will further clarify the law, and its impact on business.

Signed By Governor

HB231 – Rep. Scott and Sen. Henry – Mandated Family Leave

OPPOSED

This act grants up to 16 hours of leave per year to any employee to attend school meetings, sports events or any activity related to the child's education, and imposes civil penalties for each violation. Introduced on June 16th, the bill was tabled in the House Education Committee.

GAMING LEGISLATION:

* HS#1 to HB100 – Sports Gaming

Introduced as HB100 to authorize sports betting in Delaware, the bill drew immediate opposition from the horse racing and casino industries because the bill imposed a significant tax, imposed a yearly licensing fee, expanded gaming beyond the three existing lottery operators, and did not include any lottery proceeds from sports bet to the standardbred or thoroughbred horsemen's purse accounts. After weeks of difficult negotiations between the horsemen, racinos and the Administration, HS#1 to HB100 was introduced. While some issues were addressed, many of the provisions contained in the bill were unaccepted by the regulated industry. The Bill passed without amendment, and has been signed.

* HB194 – Expansion of Gaming/Del-Point

OPPOSED

On behalf of the Schell Family and their residential and commercial development project in Millsboro, the bill would allow a new operator for VLT's, sports bet, coupled with a standardbred track in Sussex County. The advocates believe there remains untapped gaming dollars in the state and consider the under-served beach market would provide enough money for their project and the currently operating tracks. The opponents think there is a limited gaming dollar in Delaware and our surrounding areas, coupled with the new taxes, makes the project highly questionable. Under suspension of rules, the bill was introduced on the House Floor without a hearing in the House Gaming Committee, and remains on the Speaker's Table.

V. ISSUES FOR JANUARY 2010

TAXES * If the economy does not regain it's footing, there is great concern many of the taxes raised on business and individuals will not provide the government the money it says it needs. The problem of course, where does the state go to raise more tax money for the FY 2011 budget?

However, it is expected that Sports Bet, and potentially Table Games, at the three licensed Racinos will have begun to impact the revenue picture for next year that may offset some new tax increases.

LAND USE * While there was some activity regarding land use issues within the GA, most of this was driven by specific legislators over NCC's Workforce Housing Ordinances recently enacted. Yet, it remains unclear if any aspect of the previous Administration's "Livable Delaware" agenda will resurface in 2010, along with the role of the Office of State Planning in reviewing plans. What has not changed is the attempted continuation of reducing local control by the state on land use matters.

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