

2024

Resource Guide & Membership Directory

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About Us

The Delaware Small Business Chamber is an independent chamber of commerce supporting local small business in Delaware and the surrounding areas. We focus on businesses with 0-100 employees and larger companies that economically support our local small business community.

DSBC offers programs and opportunities for small business owners to meet and work with their peers to help start, build and maintain their companies.

We are proud to abide by a positive code of ethics, even if it means turning down members. We are selective, approving only the members who belong to or support the backbone of the future – small business.

The Delaware Small Business Chamber is a 501(c)(6) exempt organization.

Mission Statement

The Delaware Small Business Chamber helps companies and individuals in the business community connect, grow and thrive through business education, events and programs, helping fill empty commercial spaces and being a voice when needed.

Vision 2020 - 2025

The Delaware Small Business Chamber, as an independent chamber of commerce, supports small business within the State of Delaware and the surrounding business communities with a focus on companies with 0 to 100 employees and any business that economically supports them. With statewide programs and events, we aim to help make Delaware small business friendly and improve the business climate and quality of life.

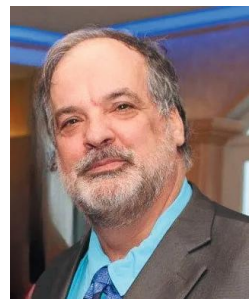
Publication designed by Delaware Small Business Chamber 700 Capitol Trail #11F Newark DE 19711

302-492-2120 www.dsbchamber.com

We are an independent Delaware chamber of commerce supporting small businesses throughout the State of Delaware and the surrounding business communities. Our focus is on businesses with 0 to 100 employees and any business that economically supports our local small business community.

From the Delaware Small Business Chamber ...

President & Founder - Bob Older



As we enter our 13th year as a chamber, I want to take a moment to express my gratitude for your continued support and participation. It has been an amazing journey. I am proud to be the founder and president of the DSBC.

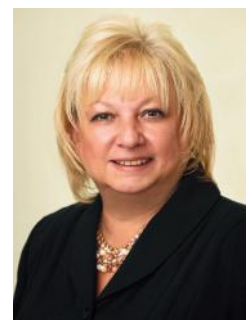
One of the things that sets our chamber apart is the vast array of benefits and free events we offer our members. From informative workshops to networking sessions, we strive to provide valuable opportunities that help you grow and thrive in your businesses.

Our upcoming calendar is filled with exciting events that are sure to enhance your skills, expand your network, and amplify your business. Whether you are new to the chamber or have been a member for years, there is something for everyone.

I encourage you to make the most of your membership by attending our events and taking advantage of the resources available to you. Together, we can foster a strong and supportive small business community in Delaware.

Thank you for being a part of the DSBC. I am looking forward to another year of shared success and meaningful connections.

2024 Board Chair - Christine Menser - FCCB



I am honored to serve as the 2024 Chair of the Board for the DSBC and look forward to a productive year ahead. It fills me with pride to be a part of this chamber as we anticipate growth and progress for our members.

In the upcoming year, we will be introducing new programs and events that aim to increase the value the DSBC offers its members. We are committed to empowering and supporting small businesses in Delaware to drive economic growth and success.

I encourage all members to take advantage of the many resources available to them through the DSBC, including networking opportunities and educational events. Together, we can achieve great things and overcome any challenges that may arise.

I look forward to working with you all and wish everyone a prosperous and successful year ahead.

2024 Board of Directors & Staff

Executive Board



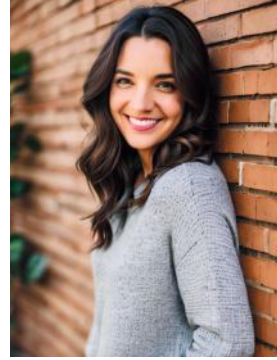
Bob Older
President/Founder



Christine Menser
Chair
FCCB



Melissa Woolman
Vice-Chair
Choice Insurance



Nicole Hammond
Secretary/Treasurer
CAN Management



Casey Fitzgerald
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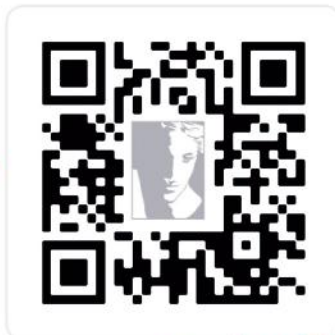
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LIEUTENANT GOVERNOR

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Dear Delaware Small Business Entrepreneur,

As Delaware's Lieutenant Governor, I am very grateful to the leadership of the Delaware Small Business Chamber (DSBC) for the continued assistance and advice provided to start-up organizations and existing businesses. Thanks to your leadership and the remarkable achievements of Delaware's small business community, the "2024 Resource Guide and Membership Directory" reflects the continued growth and strength of small businesses in Delaware. I am proud of all the hard work you have put forward to help grow our state's economy.

Local businesses and entrepreneurs are critical to fostering and supporting innovation in our technology, science, and health sectors. Small businesses serve as the backbone of our state's economy in each of these areas. Moreover, small businesses account for 98% of the jobs in our state, which shows how essential it is for us to make sure that Delaware is a place that fosters an environment where these small businesses can grow and thrive.

The Delaware Small Business Chamber is unique in that it helps meet the needs of small businesses by working with organizations and government programs to ensure members have every opportunity possible for business development, including ideas, funding, referrals, and other resources needed to build and maintain a business.

As someone whose family owned a small business in Sussex, I am committed to continuing to be an advocate and partner for our small businesses. As always, my office is here to help however we can.

A handwritten signature in black ink that reads "Bethany A. Hall-Long".

Bethany A. Hall-Long
Lieutenant Governor of Delaware



MATTHEW MEYER
COUNTY EXECUTIVE
@NCCDE



87 Reads Way
New Castle, DE 19720
(302)395-5118
matthew.meyer@newcastlede.gov

Dear Delaware Small Business Chamber supporter,

New Castle County is home to thousands of small businesses, from Middletown to the Main Street of Newark, to Market Street to Milltown Road, the owners, and the employees are truly the backbone of our state. It is with great pleasure that I take a moment to express my support for the members of Delaware Small Business Chamber, and the leadership who play a vital role in fostering the growth and prosperity of our local business community.

Small businesses are the pillar of our economy nationwide and Delaware is no exception. As the New Castle County Executive, I have witnessed firsthand the invaluable contributions of small enterprises to our region. They create jobs, stimulate economic development, and infuse our communities with the unique character that sets Delaware apart.

The Delaware Small Business Chamber has been a champion for entrepreneurs, advocating for their needs and providing a platform for networking and collaboration. In our ever-evolving economic landscape, the Chamber's commitment to supporting small businesses has become increasingly crucial. By facilitating connections, offering resources, and promoting a business-friendly environment, the Chamber plays a pivotal role in helping local enterprises thrive.

Moreover, the Chamber's dedication to fostering a sense of community among small business owners aligns perfectly with our vision for a united and prosperous New Castle County. As we face the challenges of the modern business world, it is essential to have organizations like the Delaware Small Business Chamber that understand the unique needs and aspirations of our local entrepreneurs.

Thank you to the DSBC for its efforts in organizing events, workshops, and initiatives that empower small business owners to navigate the complexities of today's markets. By providing access to information and resources, the Chamber ensures that our small businesses remain resilient and adaptable, ready to seize new opportunities and overcome challenges. The work you do contributes to the success of individual enterprises and enhances the economic landscape of our county and state. I encourage all stakeholders, including government agencies, fellow businesses, and community members, to actively engage with and support the Chamber's initiatives.

Thank you for your tireless commitment to the prosperity of our small business community. I look forward to witnessing the continued success and impact of the Delaware Small Business Chamber.

Yours in Service,

A handwritten signature in blue ink, appearing to read "Matt", is positioned above the printed name.

Matthew S. Meyer
County Executive

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WILLIAM PFAFF
ECONOMIC DEVELOPMENT DIRECTOR

(302) 855-7700 T
(302) 854-5383 F
william.pfaff@sussexcountyde.gov



Sussex County
DELAWARE
sussexcountyde.gov

November 30, 2023

Dear Delaware Small Business Owner:

On behalf of the Sussex County Council, County Administrator Todd Lawson, and the Office of Economic Development, thank you for your business and for your efforts in strengthening Delaware's economy.

It's no secret that the success of Delaware's economy is dependent on the strengths of our small business community. From the cabinetmaker to the local accounting office, body shop, metal fabricator, farmer, retailer, restaurateur, dentist, or car wash, we salute those who have created jobs and made Delaware's economic climate what it is today.

We salute the good work that the Delaware Small Business Chamber continues to do to support our local small businesses, as well as all chambers of commerce, Main Street organizations and business advocacy groups that work on behalf of our entrepreneurs and small business owners. The opportunities you provide in terms of advocacy, education, lead generation and technology, networking, marketing and promotional opportunities, and special events are a testament to the strength of your organization and your drive to succeed.

We will leave you with this quote by Steve Jobs: "Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do."

Sussex County appreciates all that you do on behalf of our small businesses. We look forward to our continued partnership to keep Delaware strong.

With Best Wishes,

William Pfaff, Director
Office of Sussex County Economic Development



COUNTY ADMINISTRATIVE OFFICES
2 THE CIRCLE | PO BOX 589
GEORGETOWN, DELAWARE 19947

Useful Phone Numbers

- EMERGENCIES..... 911
- Child Abuse Reporting Hotline 800-292-9582
- Delaware Anti-Terrorism Hotline00-FORCE12
- Delaware Business License Dept302-577-8778
- Delaware Gambling Hotline 888-850-8888
- Division of Corporations302-739-3073
- Division of Revenue -
- Gross Receipts & Withholding 302-577-8205
- Division of Revenue -
- Corporate Tax Refunds & Returns .302-577-8781
- Insurance Department 302-259-7552
- NCC Executive Office 302-395-5101
- Suicide Prevention Lifeline 800-652-2929 / 988
- Bureau of Vital Statistics 302-283-7130
- Consumer Protection Agency 302-577-8600
- Delaware Attorney General 302-577-8500
- Delaware Crime Stoppers 800-TIP-3333
- Department of Labor Hotline 302-761-6576
- Division of Motor Vehicles -
- New Castle 302-326-5000
 - Dover 302-744-2500
 - Georgetown 302-853-1000
- Domestic Violence Hotline 302-762-6110
- Kent County Administrator 302-744-2305
- Register of Wills 302-395-7800
- Sussex County Admin 302-855-7742



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State Of Delaware Key Facts & Trivia

Delaware was the first state to ratify the United States constitution. It did so on Dec. 7, 1787

Delaware is known as the U.S Corporate Capital. More than 66% of the Fortune 500 have chosen Delaware as their home.

Nation's 1st scheduled stream railroad began in New Castle in 1831.

Delaware was named for Lord de la Warr. He was the first governor of Virginia. (DSBC's mascot is named Del A Warr for that reason)

Delaware is the second-smallest state in the country. It stretches just under 100 miles long and is only 35 miles at its widest point.

One of the first "resort beauty pageants" was held in Rehoboth Beach, Delaware, in 1880. Thomas Edison served as one of the judges.

Delaware has only three counties (New Castle, Kent and Sussex), the lowest number of any state. Sussex (950 square miles) is the largest county of the three, followed by Kent (594 square miles), and New Castle (438 square miles).

Delaware is the third most bike friendly state in the US.

Delaware has more than a million registered corporations, meaning there are more corporations than people.

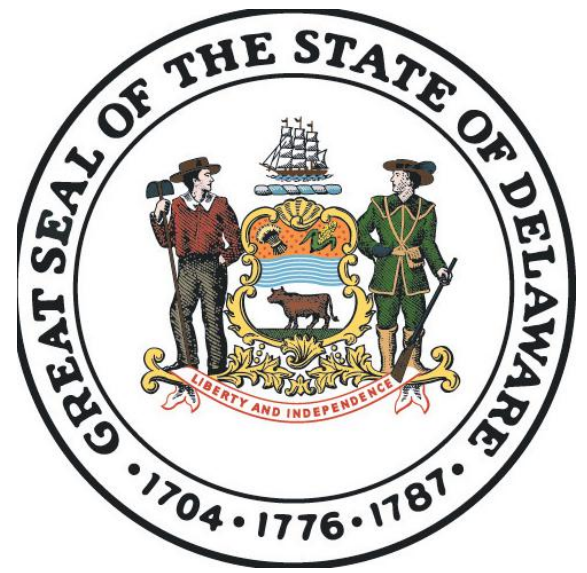
There are approximately 2,000 eating and drinking places in DE.

The Delaware Memorial Bridge that connects Delaware with New Jersey is one of the worlds longest suspension bridges.

Both record temperatures for the state were established in Millsboro: 100 degrees Fahrenheit on July 21, 1930, and minus -17 degrees Fahrenheit on Jan. 17,1893.

Grown primarily for processing, lima beans are planted on more acres in Delaware than any other vegetable crop. Delaware produces more lima beans for freezing than any other state.

Delaware shipped \$3.9 billion worth of goods around the globe in 2020 Delaware's biggest export in 2020 was misc. medications accounting for 11.5% of the aggregated exports revenue. The state's top 3 exports were misc. medications, physical chemistry instruments and gold representing about a quarter (24.7%) of the total. Those commodities suggest a relatively diversified range of exported goods.



State Symbols

Beverage: Milk

Colors: Buff and Colonial Blue

Fossil: Belemnite

Insect: Lady Bug

Song: "Our Delaware"

Bird: Delaware Blue Hen

Fish: Weakfish

Fruit: Strawberry

Marine Animal: Horseshoe Crab

Tree: American Holly

Tall Ship: The Kalmar Nyckel

Flower: Peach Blossom

Herb: Sweet Goldenrod

Macroinvertebrate: Stonefly

Wildlife Animal: Gray Fox



U.S. Census Bureau

Delaware Business Numbers & Demographics

- in 2021, Delaware had 93,686 small businesses 98.5 percent of Delaware's businesses
- In 2022, small businesses made up 56% of the DE's workforce, & generated \$13.8 billion in wages
- Total employment, 2018 405,809
- Total annual payroll, 2018 (\$1,000) 23,045,652
- Total employment, percent change, 2017-2018 1.3%
- Total non-employer establishments, 2018 68,623
- All firms, 2022 73,918
- Men-owned firms, 2018 46,355
- Women owned 42.2 percent of businesses in 2022
- Minority-owned firms, 2018 19,830
- Non-minority-owned firms, 2018 64,091
- in 2022, Veterans owned 8.5 percent of businesses.
- Non-veteran-owned firms, 2018 73,425
- Delaware small business employment grew by 28.2 percent between 1995 and 2019, which exceeded the national small business employment growth rate



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302-250-4344

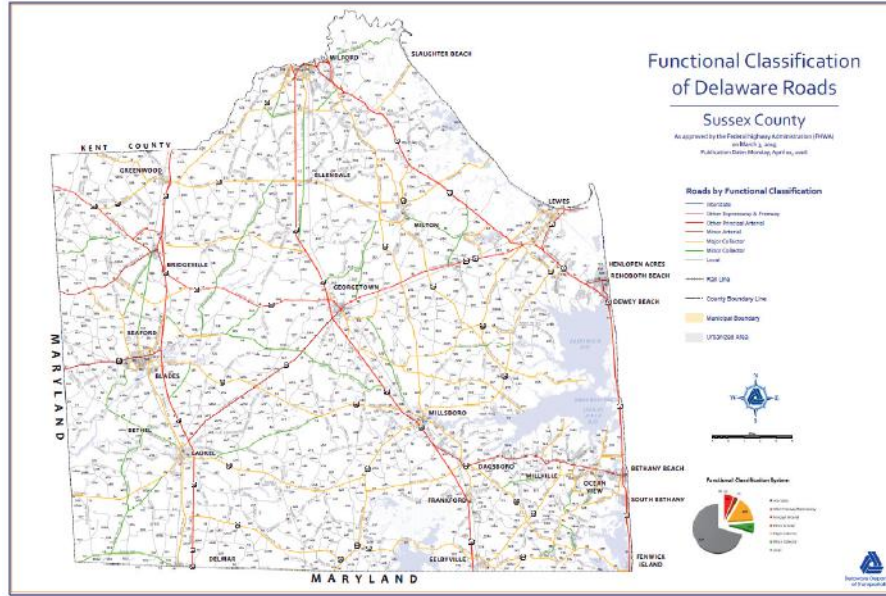
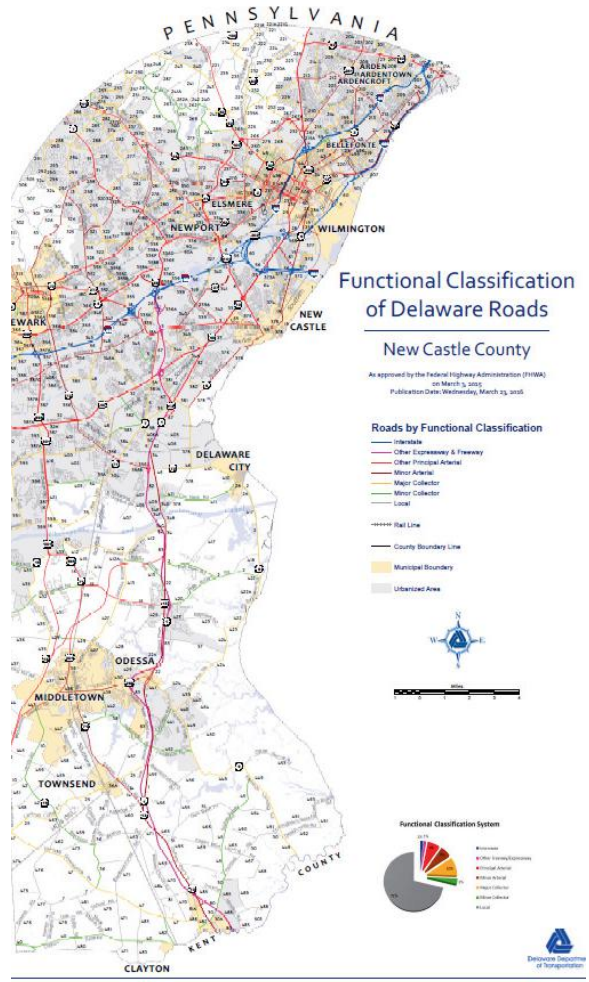
Concord Pike
2901 Concord Pike
Wilmington, DE 19803
302-482-4250

Dover
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Dover, DE 19901
302-724-4833



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DE Maps



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Highlights by County

Delaware consists of three counties, each with a distinct flavor that contributes to the State's versatile community and business landscape.

New Castle County:

New Castle County is the northernmost of the three counties of the U.S. state of Delaware. As of the 2020 census, the population was 570,719, making it the most populous county in Delaware, with nearly 60% of the state's population of 989,948. The county seat is Wilmington, which is also the state's most populous city.

It has many popular attractions, including Newark Reservoir, Hagley Museum, Winterthur Museum, Garden and Library, making it well worth a visit.

New Castle County, like all of Delaware's counties, is subdivided into hundreds. New Castle County is apportioned into eleven hundreds: Brandywine, Christiana, Wilmington (the city of Wilmington, which, by law, is a hundred in itself), Mill Creek, White Clay Creek, Pencader, New Castle, Red Lion, St. Georges, Appoquinimink, and Blackbird.

Kent County:

Located in the central part of the state. As of the 2020 census, the population was 181,851, making it the least populous county in Delaware. The county seat is Dover and is also the state capital. It is named for Kent, an English county.

Kent County is also the home to an Amish community that resides to the west of Dover, consisting of 9 church districts and about 1,650 people. The Amish first settled in Kent County in 1915. The area is home to several Amish businesses selling items such as Amish food, furniture, quilts, and handmade crafts.

Kent County is home to Delaware's Quaint Villages which includes towns like Dover, Smyrna, Bowers Beach, Harrington, Camden, and Milford

Sussex County:

Sussex County is located in the southern part of the state and is Delaware's largest county in terms of geography, spanning 938 square miles. As of the 2020 census, the population was 237,378. The county seat is Georgetown.

The first European settlement in the state of Delaware was founded by the Dutch in 1631 near the present-day town of Lewes on the Atlantic Coast. However, Sussex County was not organized until 1683 under English colonial rule.

Sussex County was the site of the first European settlement in Delaware, a Dutch trading post named Zwaanendael at the present site of Lewes. On June 3, 1631, Dutch captain David Pietersen de Vries landed along the shores of the Delaware to establish a whaling colony in the mid-Atlantic of the New World

Starting A New Business Checklist

Form a Business Entity: <https://corp.delaware.gov/howtoform/>

Incorporation Information: <https://corp.delaware.gov/>

Get a Business License: State of Delaware: <https://onestop.delaware.gov/osbripublic>

For information on all countries visit: <https://delaware.gov/topics/municipalities.shtml>

Please note: If you are doing business in any of the following incorporated towns, you may need to contact them for additional business license information.

New Castle County

Arden Ardencroft Ardentown Bellefonte Delaware City Elsmere Middletown New Castle Newark
Newport Odessa Townsend Wilmington

Kent County

Bowers Beach Camden Cheswold Clayton Dover Farmington Felton Frederica Harrington Hartly
Houston Kenton Leipsic Little Creek Magnolia Milford Smyrna Viola Woodside Wyoming

Sussex County

Bethany Beach Bethel Blades Bridgeville Dagsboro Delmar Dewey Beach Ellendale Fenwick Island
Frankford Georgetown Greenwood Henlopen Acres Laurel Lewes Millsboro Millville Milton
Ocean View Rehoboth Beach Seaford Selbyville Slaughter Beach South Bethany

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Delaware Agencies

Delaware Division Of Small Business

Business.Delaware.gov

The division of Small Business is focusing on this key part of the community like as part of a reinvented and reinvigorated approach to the state's economic development. The division is a champion for Delaware small businesses and to help you take your company to the next level

Delaware Small Business Development Center

DelawareSBDC.org

The Small Business Development Centers (DSBDC) will answer your questions about managing a small business and provide information about small business issues. The DSBDC provides information, training, and free, one on one counseling for small business owners and those interested in starting a business. The SBDC can obtain market feasibility study for your business. It contains data such as a detailed demographic profile of your market area and a great amount of other information.

Delaware Manufacturing Extension Program

DEMEP.org

The Delaware Manufacturing Extension Partnership (DEMEP) is a non-profit resource organization offering affordable, confidential technical and business solutions to the small and medium sized manufacturers of Delaware. DEMEP provides sound technical field agents and consultants who specialize in solving problems that are unique to manufacturers.

Service Core Of Retired Executives (SCORE)

SCOREDelaware.com

SCORE provides one on one counseling for people thinking about starting a small business and for current business owners from retired executive volunteers. The organization also offers low cost business skill workshops throughout the state.

Delaware Innovation Fund

DelawareInnovationFund.com

The Delaware Innovation Fund is a seed in early stage venture capital firm established as a public/private sector initiative to assist Delaware companies in the critical pre-seed and early stage of formation. The fund provides financial and technical assistance to Delaware-area based businesses which have the potential to launch innovative products and processes into national markets, to create new jobs, and make a significant contribution to the economic diversity and the technology base of Delaware's communities.

U.S. Small Business Administration

SBA.gov

The mission of the U.S. Small Business Administration Delaware District Office is to aid, counsel, assist, and advocate the interests of the state's small business community, utilizing various financial, investment, procurement, and business development programs and resources.

Office Of Supplier Diversity

GSS.OMB.Delaware.gov/OSD

The Office of Supplier Diversity (OSD) assist diverse suppliers: minority, women, veteran, service disabled veteran, and individuals with disabilities owned businesses and Small Business Focus (SBF) program vendors in competing for the provision of commodities, services, and construction to State departments, agencies, authorities, school districts, higher education institutions, and all businesses. Business networking, development, and opportunity events and fliers are shared on listserv to receive emails with various business development and opportunities as shared with the community. You may self register by typing the following URL address into your internet browser: <http://directory.osd.gss.omb.delaware.gov/self-registration.shtml>

DNREC

DNREC.Delaware.gov

DNREC's mission is to protect and manage the state's vital natural resources, protect public health and safety, provide quality outdoor recreation and to serve and educate the citizens of the First State about the wise use, conservation, and enhancement of Delaware's environment. The Small Business Assistance Program (SBAP) within DNREC was created through the Clean Air Act Amendments of 1990 and is a free service available to all new and existing small businesses located in the State of Delaware.

The SBAP can:-Serve as initial contact with DEREK; answer your environmental questions or refer you to the right person -Provide specific information for your industry detailing how to comply with environmental regulations -Provide guidance for completing permit applications, forms, and other required paperwork - Discuss compliance issues in a confidential manner; help resolve permitting and compliance disputes

Delaware Small Business Chamber

DSBChamber.com

We are your true resource to help start, build, and maintain small to medium-sized businesses in Delaware and the surrounding region. While not all our members are small companies, all members do business with local small businesses.

Our Business 2.0 program is helping people get started in their own business and those looking to potentially expand an existing business.

**Check out DSBC's
website with a variety of new digital programs that highlight our members.
Look for their coupons, Trade Show booths and more.**

**Look at our enhanced member directory
www.dsbchamber.com**

Delaware Small Business Chamber

Facts & Information

All-Member Ambassador Group:

Most chambers have Ambassador groups that consist of Chamber volunteers who serve as the member relations team for the Chamber. These volunteers call on existing members throughout the year. Ambassadors also represent the Chamber at grand openings, ribbon cuttings, and annual events. The Ambassadors play active roles in Chamber activities. The Delaware Small Business Chamber believes that ALL members should be part of that process & is the only chamber with an all-member ambassador group. Come be apart of ours.

Membership based on value and not just the size of a business:

Instead of offering entrepreneurs a cookie-cutter package, we have created custom tiers to meet the needs of every business type. You can invest in a level that will provide the highest return on investment (ROI) for your membership and participation with the DSBC. Each level has a value of 3-6 times investment.

More inclusions than any other Chamber:

With over 130 total events yearly throughout the State of Delaware and the surrounding area, the DSBC on average, hosts: 2 mixers a month; and 2 seminars each month; Members may attend one 6-Top Mingle in New Castle and 1 in Sussex/Kent County each month allowing members to attend up to 72 events or more each year for FREE as part of the low membership rates. The Delaware Small Business Chamber also has special programs and series and a variety of signature events for a nominal fee, including several B2B and B2C opportunities. The DSBC's digital program for members is unparalleled by any organization in Delaware.

Code of Ethics:

We are proud to abide by a positive code of ethics, even if it means turning down members. We are selective, approving only the members who belong to or support the backbone of the future - small business. The Delaware Small Business Chamber is an independent chamber of commerce supporting local small business in Delaware and the surrounding areas. We focus on businesses with 0-100 employees and larger companies that economically support our local small business community.

BUSINESS 2.0



A program bringing together
key partners to
help all people
start and expand
their small businesses

The third Thursday
monthly
11Am - 1PM
at the DSBC office
(until we find a bigger location)

Know someone trying to start
a small business?
Send them to Business 2.0
302-482-2120

Your paragraph text



Karen Burke, REALTOR®
Licensed in DE, MD, PA

connect with me



Cell 302-540-4071
Office 302-239-3000 | Direct 302-234-6007
kburke@psre.com
karenjburke.com
7234 Lancaster Pike, Ste 100 Hockessin DE 19707



The Delaware Small Business Chamber is OPEN FOR BUSINESS everyday to help you get started in business. Call us and let us know how we can help you (302) 482-2120.

The DSBC "Circle of Influence" includes categories of members who can help you in many aspects of starting your business. These industries include: Advertising, Attorney, Bookkeeping, Credit Card Services, Meeting Space, Printing, Telecom & Computer Sales and Service, Worker's Compensation, Media Consulting, Web Design and Development, and many others.

For other personal or business tasks, the Delaware Small Business Chamber would like to help you have all the resources you need. We have created topics that people have in their everyday life and we have created a circle of businesses that work together to help you in that task or may be resources for your business for referrals.



Check out our Circles of Influence for other businesses that can help you in your business and partner with companies to work together.

<https://www.dsbchamber.com/circle-of-influence>

1. If you form a corporation in Delaware, you must pay an annual Franchise Tax for privilege of incorporating in Delaware. The Franchise Tax is payable to the Delaware Division of Corporations. The fee is based on the number of authorized shares within the corporation. If you incorporate in another state but do business in Delaware, you must still register with the Delaware Division of Corporations.

Delaware Division of Corporations
PO Box 898 | Dover, Delaware 19903
Phone: (302)739-3073
www.corp.delaware.gov

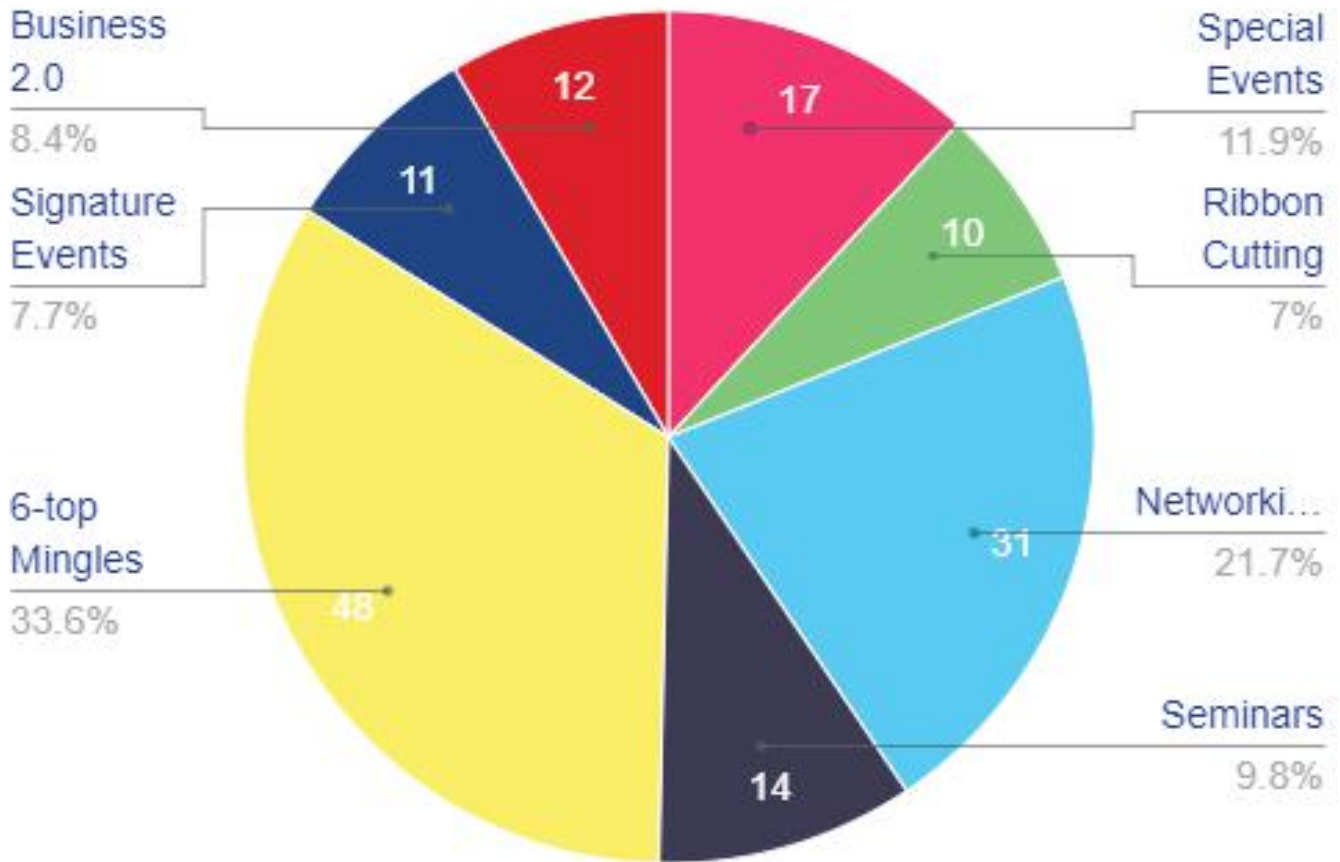
2. If you form a corporation in Delaware, you must pay Corporate Income Tax with the Delaware Division of Revenue at a rate of 8.7% of federal taxable income allocated & apportioned to Delaware, based on an equally weighted three-factor method of apportionment. The factors are property, wages and sales in Delaware as a ratio of property, wages and sales everywhere (Chapter 19 Title 30, Delaware Code)

3. Delaware does not have a state or local sales tax; however, there is an annual business license requirement and a gross receipts tax that is imposed on the seller of goods or provider of services. Sales of tangible property are additionally subject to a retail or wholesaler license and gross receipts tax. These taxes are imposed on the seller and remitted monthly or quarterly, depending on the business activity, to the Delaware Division of Revenue (Chapters 21,23,25,27 and 29, Title 30, Delaware Code)

4. For all businesses: Every employer maintaining an office or transacting business in Delaware who makes a payment of wages or other remuneration to a resident or non-resident of this state, must deduct and withhold an amount substantially equivalent to the tax estimated to be due from the employee. Delaware withholding is required, provided such payments are subject to withholding under the Internal Revenue Code (Chapter 11, Title 30, Delaware Code), and is remitted to the Delaware Division of Revenue.

Chamber by the Numbers

2023 DSBC Events - 143 total Events



The Delaware Small Business Chamber has been the leader in events for small business members. Members can attend over 72 events a year for free as part of their membership.

Throughout the year, the Delaware Small Business Chamber holds mixers all over the State of Delaware. there are usually two mixers events a month. One upstate and one in another county. With all of our events, we are in Kent or Sussex Counties at least twice a month on average.

Our 6-Top Mingles are small, intimate members-only networking programs offer members a chance to build relationships with up to 5 other members, all in non-competing industries. The smaller group allows each person a chance to talk and really interact with the other attendees.

Attending one mixer and one 6-Top Mingle a month is part of the guarantee the DSBC offers to our members to get a ROI on their membership investment or get an additional year for free.



SIGNATURE

E V E N T S

Looking for opportunities to connect with like-minded peers and gain valuable insights that can drive business growth and success? Join the Speaker/Seminar Series by the Delaware Small Business Chamber - a dynamic platform where prominent experts from diverse industries come together to share their experiences, dive into important topics, and provide actionable strategies to help businesses thrive. Whether you are a new entrepreneur or an established business owner, you can benefit from the knowledge and wisdom shared in these enlightening sessions that explore what matters most in life, business, and education. Don't miss out on this opportunity to expand your network, acquire new skills, and learn from the best in the industry.



April 11 - Annual Meeting & Blue Ribbon Awards Brunch. The event everyone wants to attend. We honor many small businesses and individuals and offer an amazing brunch. Look at the sponsorship opportunities. Come out and help us celebrate the small business community. Be sure to vote for your favorites in March.

September 14- FunFest is always a public favorite. 2024 will have a lot more added with an expanded Taco Cooking Competition and so much more for all ages. Check out the website www.dsbcfunfest.com later in the year. Reserve your space early for the best prices. Fun for the whole family. Sponsorship opportunities and vendor spaces available.



DSBC offers several unique dining experiences as signature events. Watch out for more information on our Dining in the Dark, Beefsteak & Beyond and other special events for an amazing culinary experience like none other.

The Delaware Small Business Chamber offers over 100 events. Check them out.

For a list of all of our events, or to register visit
<http://www.dsbchamber.com/all-upcoming-events>

What people are saying ...

The Delaware Small Business Chamber

has been instrumental in helping many of us through COVID with the amount of communications and that continued communication is important for small business. We need a voice, and that voice comes from the Delaware Small Business Chamber.

- Carla Guzzi - Bing's Bakery & Bing's Bake & Brew

Members were engaging..

I joined the Delaware Small Business Chamber mid 2019. I joined because I noticed at a social event, most members were very engaging, interested in learning about others business and a very professional atmosphere. I did not join expecting immediate referrals and was surprised to find several members asked for proposals and subsequently we added a few new customers.

Professional, fun and serious about helping members grow their business.

Bob Cole - Jan-Pro

The Delaware Small Business Chamber

is dedicated to helping small business entrepreneurs be successful!

It's nice to be apart of a chamber where our participation and our small businesses are appreciated and valued.

- Marilyn Del Duca - Juice Plus+ / Tower Garden

Being a Delaware Small Business Chamber Sponsor

Our company has sponsored multiple events at the Delaware Small Business Chamber, and it's been a highly positive experience. We've gotten much more exposure and have even welcomed new clients directly from sponsoring! I encourage you to ask the Chamber about all their sponsorship opportunities. You're sure to find the right fit!

-Brooke Miles - Delaware ShoutOut

Membership Levels & Benefits

Rather than requiring businesses to pay for a cookie-cutter packaged membership, we have created custom tiers to meet the needs of every business type. You can invest in a level that will provide the highest return on investment (ROI) for your membership and participation with the DSBC. Each membership level has a yearly fee or a monthly payment plan. There are many more benefits to being a member. Check us out.

All members receive:

Over 70 Free Statewide Events: Mixers, Seminars & Networking

New Member Bagels & Benefits Breakfast

Member to Member and Hot Deals Program

Referral Program

Email Updates & Alerts

Landing page with digital coupons, catalogs, virtual trade show booth, intro video, texting directory ...*

Discounted Constant Contact Program

Ribbon Cutting Program

Open House Program

New Member Spotlight in Newsletter

Job Listing Board

Mentorship Program

Chamber Office Promotional Display

Promotional Items included in New Member Basket

DSBC Swag: Membership Certificate, Decals, Logos, Badges, and New Member Basket

Virtual Brochure Rack

Loyalty Prize Program

No Application Fees.

The one-time digital setup fee offers over \$3000 worth of value..



	Member Not valid over 25 employees	Executive Not valid over 50 employees	Entrepreneur	President	Chairman
# Attendees to Events	1	2	3	4	5
Chamber \$		\$250	\$500	\$1,900	\$3,400
Promotion of Events Online		✓	✓	✓	✓
Desk or Meeting Space Rental	Fee	Fee	FREE*	FREE*	FREE*
System Buildout	\$75	D\$BC	D\$BC	✓	✓
Landing Page-Catalog-Digital Coupons - Introduction Video	Included with above \$75	Included with above	Included with above	Included with above	Included with above
Category Listings	1	2	3	4	5
Ad in Resource Guide	Reg Rate	Reg Rate	D\$BC	D\$BC	D\$BC
Booth and/or Sponsor at Funfest	Reg Rate	Reg Rate	D\$BC	D\$BC	✓
Sponsor a DSBC Mixer	\$250	\$250	1 included	2 included	3 included
Specialized Sponsor Plaque for Display				✓	✓
Logo on Display at Available Events	Only Paid Sponsor	Only Paid Sponsor	Only Paid Sponsor	✓	✓
Tickets to Annual Meeting & Blue Ribbon Brunch	Purchase	D\$BC	D\$BC	D\$BC	2 included
Press Release Submission	\$50	D\$BC	D\$BC	✓	✓
Promotion of Special Event in Newsletter			✓	✓	✓
Host an After Hours or Open House		✓	✓	✓	✓
D.I.V.E.R.S.E. or RISE Speaker Series Sponsor	Reg Rate	Reg Rate	*	D\$BC	D\$BC
Ad in Awards Brunch Program	Purchase	Purchase	D\$BC	D\$BC	✓
Sponsorship of Blue Ribbon Awards Brunch	Reg Rate	Reg Rate	*	D\$BC	D\$BC
Sponsor of Beefsteak and Beyond Dinner	Reg Rate	Reg Rate	*	D\$BC	D\$BC
Membership Value	\$1,700	\$3,000	\$4,500	\$8,500	\$13,250
Membership Paid Annually	\$142 / yr	\$250 / yr	\$375 / yr	\$725 / yr	\$1,100 / yr
Paying Monthly (w/Contract)	\$30/month	\$50/month	\$120/month	\$250/month	\$400/month

*Desk/meeting space based on availability and free during office hours. \$25/hr before or after hours

Legend

✓ Included in membership

*May be purchased at a discounted rate

X Not available

D\$BC May be purchased with Chamber Dollars

Special Discount Member Levels

Non-profits- \$250 annually or \$25/month (with contract)

Individual

Membership- \$150 annually (not affiliated with a company)

Student

Member- \$75 annually

We offer Delaware high school juniors and seniors and college students the opportunity to network with leaders, business owners and peers while learning invaluable business skills.

Membership Directory

Alphabetical Listing with Primary Category Listing

Members in good standing as of Dec. 15, 2024

A Stitch In Time	Embroidery		
A1 Middletown Tent Service	Rentals		
Abbott's on Broad Creek	Restaurant		
ADT Security	Security Systems		
AECOM - Delaware Commute Solutions	Transportation		
Aging in Place Senior Care Srvc	Senior Care		
Alexandra Vazquez - State Farm	Insurance		
All Restored Inc.	Restoration Services		
Allegiant Fire Protection LLC	Fire Protection Systems		
Alpine & Rafetto Orthodontics	Dentistry		
Antique Alley of Bridgeville	Gifts		
Arena's Deli and Bar	Restaurant		
Arrow Sanitary Service	Portable Restrooms		
Artisans' Bank	Banking		
Aspire Wellness	Health & Wellness		
Association of the U.S. Army	Non-profit		
Baby Blessed Beginnings	Pre-natal Care		
Bartlett Tree Experts	Tree Services		
Beads by Carol	Jewelry		
Bethany Travel/Dream Vacations	Travel		
Better Business Bureau of DE	Business Services		
Bing's Bake & Brew See ad Page 3	Coffee		
Bing's Bakery See ad Page 3	Bakery		
Birdie's Links & Drinks	Food & Beverages		
Blue Diamond Dental PA	Dentistry		
BlueHen BBQ	Catering		
Blueprint Photography	Photography		
Breckwoldt and DeCandia CPAs	Accounting		
Brew Ha Ha	Coffee		
Bright Side Exteriors	Roofing		
Broad Reach Communications	Video Production		
CAN Web Management	Web Design		
The Candlelight Theatre	Entertainment		
Chesapeake Inn Restaurant	Restaurant		
Children & Families First	Non-profit		
Choice Insurance Agency	Insurance		
Christina Peters Photography	Photography		
Coffee Rendezbrew	Coffee		
Convergence Public Affairs	Public Affairs		
Costco Marketing	Retail		
County Bank	Banking		
The County Women's Journal	Advertising		
Courtyard Newark-U of D See ad Page 16	Hotels		
Creative Travel, Inc See ad Page 11	Travel		
Crown Trophy	Trophies & Awards		
CS Brazilian Steakhouse	Restaurant		
D-Fit	Fitness		
		DANA-Delaware Alliance for Nonprofit Advancement	Non-profit
		Dawn's Books and Stuff	Retail
		Delaware Department Of Labor	Employee and Staffing
		Delaware Division of Libraries	Education
		Delaware Hospice	Non-profit
		Delaware Limo	Transportation
		Delaware Moving & Storage	Moving Companies
		Delaware ShoutOut	Social Media Consulting
		Delightful Dishes Global LLC.	Food & Beverages
		Delmarva Digital	Web Design
		The DePaolantonio Group at Iron Valley Real Estate	Real Estate
		Diamond State Financial Group	Financial Services
		Diva Steam Wellness Spa	For Women
		Dom's NY Style Pizzeria See ad Page 14	Restaurant, Pizza
		Dover Federal Credit Union See ad Page 35	Credit Union, Banking
		Easterseals Delaware & Maryland's Eastern Shore, Inc.	Non-profit
		The Edge 18	Banquet Facility
		Efflorescence Skin Care	Skin Care
		Elinor's Maid Cleaning Services	Cleaning Services
		ELITE Senior Advisers	Senior Care
		Enviro-Master of Delaware	Janitorial
		Estate & Elder Law Services	Legal
		Excel Business Systems	Copier Sales, Service
		Express Discount Pharmacy	Pharmacy
		FCCB See ad Page 13	Banking
		FIRST STATE FINEST SECURITY	Security Systems
		Fish Window Cleaning	Cleaning Services
		Fly High Cheer and Tumble, LLC	Performing Arts
		Forever Letter	Health & Wellness
		Forget Me Not Families	Non-profit
		Franklin Mint Federal CU	Credit Union, Banking
		Fulton Bank	Banking
		Get Life Coaching	Business Coaching
		Gioffre Commercial Realty	Real Estate Commercial
		Glamour and Grace Day Spa	Skin Care
		The Greene Turtle - Middletown	Restaurant
		Gunnip & Company LLP	Taxes
		The Hadley/Laskas Group at Morgan Stanley	Financial Services
		Happy Place Childcare	Child Care
		The Happy Self-Publisher	Publisher
		Harbour Textile Rental Service	Rentals
		Hawkins and Sons Appliances See ad Page 11	Appliances
		Hoffman's Exterminating Co Inc.	Pest Control
		Holiday Inn Express & Suites	Hotels

Holly Adult Day Center LLC	Senior Care	Pea and the Pod Chiropractic	Chiropractor
HOME- Helping One More Entrepreneur	Business Services	Peak Performance Automotive	Auto Repair
Hopkins and Sons - Atlas Van Line	Moving Companies	Perkins Family Restaurant	Restaurant
Ichiban Hibachi & Sushi	Restaurant	Phoenix Used Clothing Corp	Recycling
Impact Graphix & Signs	Graphic Design	Plato's Closet	Retail
In Jest Events	Catering	Precious Jubilee Decor	Event Entertainment
Insperty	Employee and Staffing	The Produce Peddler	Food & Beverages
Integrated Financial Insights	Business Consulting	Pursers Office Inc	Payroll
Jan-Pro	Cleaning Services	RAPA Scrapple	Food & Beverages
Jeter & Company, LLC	Accounting	Real Life Prosthetics	Medical
JRenie Beauty & Barber Supply	Retail	reNu Medical & Injury Center	Health & Wellness
JuicePlus+/Tower Garden Marilyn Del Duca	Health & Wellness	Rescue for Christ Foundation	Non-profit
Jurassic Fun Land	Entertainment	The Ruckle Team, Inc	Real Estate Residential
Karen Burke/Patterson-Schwartz Real Estate See ad Page 19	Real Estate Residential	Run Saniyah Run Organization	Non-profit
Keep It Spinnin Entertainment	Wedding Services	SC Associates See ad Page 7	Accounting
Keller Williams Realty - Will Webber	Real Estate Residential	Schaefer's Canal House	Restaurant
Kirk's Flowers	Florist	SCORE Delaware See ad Page 16	Business Services
Kirkwood Auto & Tire Center	Auto Repair	ShopRite of DE See Ad Back Cover	Grocery
KRM Development Corporation See ad Page 11	Real Estate Commercial	Sightline Events	Entertainment
Latin American Community Ctr	Non-profit	Small Business Development Center (SBDC)	Business Coaching
Launcher Community Business Resources	Business Development	SOUTHERN DELAWARE COPD COALITION INC	Health & Wellness
Legal Shield- Chennita Crawford	Identity Theft Protection	Sparano, Vincelette & Joiner, CPAs	Accounting
Liquid Alchemy Beverages	Food & Beverage	State Farm Insurance Company	Insurance
Lost Money Detectives LLC	Business Consulting	Strano & Feeley Family Funeral Home	Funeral Home
M. O. T. Senior Center	Senior Care	Sunday Breakfast Mission	Non-profit
Magali La Farandole Llc	Home Decor	Supporting Kidds	Mental Health
Magic Car Wash, Inc.	Car Wash	The Sussex County Woman	Advertising
The Marketing Momma	Marketing	T-Mobile - People's Plaza	Cellular Services
Mary's Baked Goods	Bakery	Tagpuan Restaurant	Restaurant
Masterpiece Masonry & Chimney	Masonry	Tastefullydone Hometique LLC	Gifts
MatchMaid Cleaning Services	Cleaning Services	TeamLogic IT	It Technology
McHugh Insurance Group	Insurance - Commercial	Terrie M Williams Expansion	Non-profit
Mercantile Processing Inc.	Merchant Services	Texas Roadhouse - Bear	Restaurant
Metro Payment Technologies	Merchant Services	Thorins Promise	Non-profit
Mobile Cloud Video Game Party	Entertainment	Timothy's Of Newark	Restaurant
Moon Services	Hvac	U.S. SBA	Business Services
Moore Sealcoat & Striping	Asphalt Maintenance	Union Press Printing See ad page 34	Printing
Mosaic	Health & Wellness	Upendo United Foundation Inc	Non-profit
MOT Family Chiropractic	Chiropractor	Vazquez Insurance Agency LLC	Insurance
Nationwide Insurance and Financial Svcs - Adrian Albidres	Insurance	The Vero at Newark Senior Living	Senior Care
Natural Seven Crystal Revelations	Jewelry	Virtual B2B Staffing and Consulting	Business Services
Newark Arts Alliance	Art	Waste Masters Solutions	Trash Removal/dumpster
Off the Hook Restaurant Group	Restaurant	Wealth Battle	Insurance
Ole Tapas Lounge	Catering	White Clay Creek Country Club	Wedding Services
Overbaked	Bakery	White Clay Insurance Inc	Insurance
Party Princess Productions	Entertainment	Wilderman Physical Therapy	Health & Wellness
PAWS For People	Non-profit	Wilmington University	Education
Payroll Management Assistance	Payroll	Woodside Farm Creamery	Food & Beverages
		WSFS Bank See ad Page 2	Banking
		YESCO Sign & Lighting	Signs

Membership Directory

Primary Category Listing

Members Prior to Dec. 15, 2023

ACCOUNTING

Breckwolddt and
DeCandia CPAs
Mark Breckwolddt
Greenwood, DE
302-480-2349
breccandia.com

Jeter & Company
Earl Jeter, CPA
812 Philadelphia Pk
Wilmington, DE 19809
302-510-4642
letercpa.com

SC Associates
Sharron Crillo
651 N. Broad St Ste 103
Middletown, DE 19709
302-454-1100
www.scassoc.net

Sparano, Vincelette &
Joiner, CPAs
Evelyn Joiner
1814 Newport Gap Pk
Wilmington, DE 19808
302-999-7300
www.svvcpa.com

ADVERTISING

The County Women's
Journal
Pamela Rizzo
P.O. Box 57
Lewes, DE 19958
302-236-1435
thewomensjournal.com

The Sussex County
Woman
Barbara Steele
P.O. Box 1267
Bethany Beach, DE 19930
302-539-2612
sussexcountywoman.com

APPLIANCES

Hawkins and Sons
Appliances
Karen Hawkins
400 New Road
Elsmere, DE 19805
302-998-1010
hawkinsandsons.com

ART

Newark Arts Alliance
Terry Foreman
276 E. Main Street Ste 102
Newark, DE 19711
302-562-3737
newarkartsalliance.org

ASPHALT MAINTENANCE

Moore Sealcoat &
Striping
David Lewis
Middletown, DE
302-653-1571
www.mooreseal.com

AUTO REPAIR

Kirkwood Auto & Tire Ctr.
Brian Jones
4913 Kirkwood Hwy
Wilmington, DE 19808
302-995-6179
kirkwoodautocenter.com

Peak Performance
Automotive
Ricardo Fullwood
663 Dawson Dr Newark
DE 19713
215-410-9508

BAKERY

Nik Nikola
9 Timberline Drive
Newark, DE 19711

Bing's Bakery
Carla Guzzi
253 E. Main Street
Newark, DE 19711
302-737-5310
bingsbakery.com

Mary's Baked Goods
Cathlene Palmer
126 N KATRIN CIR
New Castle, DE 19720
302-689-6235

Overbaked
Winnie Cheung
211 S Main St
Newark, DE 19711
304-881-4789

BANKING

Artisans' Bank
Donna Nacchia
2961 Centerville Road
Wilmington, DE 19808
302-884-6818
artisansbank.com

County Bank
Molly Barbour
19927 Shuttle Road
Rehoboth Beach, DE 19971
302-226-9800
countybankdel.cm

FCCB
Christine Menser
4900 Kirkwood Highway
Wilmington, DE 19808
302-250-4028
www.myfccb.com

Fulton Bank
Chris Graham
287 E Main St
Newark, DE 19711
302-737-7766
www.fultonbank.com

WSFS Bank
Tracy Feinsilver
302-283-4560
www.wsfsbank.com

BANQUET FACILITY

The Edge 18
Valerie Gooding
1 East Whittington Way
Middletown, DE 19709
302-376-6500
www.theedge18.com

BUSINESS COACHING

Get Life Coaching/
Firewalking Institute
Joe White
2417 Silverside Road
Wilmington, DE 19810
302-832-3424
getlifecoaching.com

Small Business
Development Center
(SBDC)
Michael Bowman
1 Innovation Way
Newark, DE 19711
302-831-4283
delawaresbdc.org

BUSINESS CONSULTING

Integrated Financial
Insights LLC
Stephen Barczykowski
Newark, DE
302-299-6339
www.ifi-llc.com

Lost Money Detectives
Mark Gannon
2093 Philadelphia Pike
Claymont, DE 19703
302-246-7059
lostmoneydetectives.com

BUSINESS DEVELOPMENT

Launcher Community
Business Resources
Kristin Jackson-Bowen
710 N Lincoln St
Wilmington, DE 19805
302-658-4171 x187
LauncherDE.org

BUSINESS SERVICES

Better Business Bureau
of Delaware
Jon Bell
60 Reads Way
New Castle, DE 19720
302-221-5259 x 121
<https://www.bbb.org/lo-cal-bbb/bbb-serving-delaware>

HOME- Helping One
More Entrepreneur
Joseph Richichi
108 Patriot Dr, Suite A
Middletown, DE 19709
302-274-8060
Fax: 302-376-3081
www.thehomellc.com

SCORE Delaware
W. Eric Roberson
1105 Market Street
Wilmington, De 19801
302-661-2366
delaware.score.org

U.S. Small Business
Administration
Ellyn Herbert
1105 N. Market Street
Wilmington, DE 19801
302-530-2554
sba.gov/about-offices-content/2/3107

Virtual B2B Staffing and
Consulting
Luvy Stewart
Wilmington, DE 19803
302-359-8888
virtualb2bstaffing.com

CAR WASH
Magic Car Wash, Inc.
Ginger Emerson
4917 Kirkwood Hwy
Wilmington, DE 19810
302-750-2197
magiccarwashinc.com

CATERING
BlueHen BBQ
Norman Washington
119 Forsythia Dr
Newark, DE 19711
302-757-9584
Blue-henbbq.com

In Jest Events
Robbie Jester
4920 Blossom Lane
Wilmington, DE 19808
302-562-2406
robbiejester.com

Ole Tapas Lounge
Manuel Aguinaga
1126 Capitol Trail
Newark, DE 19711
302-224-9378
oletapaslounge.com

CELLULAR SERVICES
T-Mobile-People's Plaza
Derrick Gomez
710 Peoples Plaza
Newark, DE 19702
302-601-5805
t-mobile.com/stores/bd/t-mobile-newark-de-19702-4sia

CHAMBER
Delaware Small
Business Chamber
Bob Older
11 E Liberty Plaza
Newark, DE 19711
302-482-2120
dsbchamber.com

CHILD CARE
Happy Place Childcare
Sam Tawfik
4922 Summit-Bridge Rd
Middletown, DE 19709
302-449-3311
happyplacedaycare.net

CHIROPRACTOR
MOT Family Chiropractic
Larry Wendel
2005 Concord Pike
Wilmington, DE 19803
302-793-1006
motchiropractic.com

Pea and the Pod
Chiropractic
Brenda Fairchild
708 Ash Blvd
Middletown, DE 19709
302-455-7327
peapodchiro.com

CLEANING SERVICES
Elinor's Maid Cleaning Svc
Elinor Borges
Newark, DE 19702
302-416-0699

Fish Window Cleaning
Dylan Hannum
1408 B. North Dupont Hwy
New Castle, DE 19720
302-325-3474
<http://www.fishwindowcleaning.com/3215>

Jan-Pro
Bob Cole
2417 Lancaster Ave
Wilmington, DE 19805
302-324-5240
jan-pro.com/newcastle

MatchMaid Cleaning
Services
Megan Ambrose
Wilmington, DE
800-577-3796
matchmaidpro.com

COFFEE
Bing's Bake & Brew
Vincent Guzzi
57 South Main Street
Suite 101
Newark, DE 19711
302-751-3177
bingsbakeandbrew.com

Brew Ha Ha
Alisa Morkides
3838 Kennett Pike
Wilmington, DE 19807
302-427-2739x102
brew-haha.com

Coffee Rendezbrew
Wanda Guyton
Rehoboth Beach, DE 19971
302-307-6611
coffeerendezbrew.com

**COPIER SALES,
SERVICE & SUPPLIES**
Excel Business Systems
Dee Cairo
201 Ruthar Drive
Newark, DE 19713
302-453-1500
www.exceldigital.com

**CREDIT UNION,
BANKING**
Dover Federal Credit
Union
Todd Wilson
1075 Silver Lake Blvd
Dover, DE 19904
302-678-8000 x 3089
www.doverfcu.com

Franklin Mint Federal
Credit Union
Shirl Schanzenbach
1102 Quintilio Dr Ste A
Bear, DE 19701
302-918-2010
<http://www.fmfcu.org>

DENTISTRY
Alpine and Rafetto
Orthodontics
Vickie Dobroski
4901 Limestone Rd.
Wilmington, DE 19808
302-239-4600
beachbraces.com

Blue Diamond Dental
Melanie Daniels
2300 Pennsylvania Ave
Wilmington, DE 19806
302-655-8387
bluediamonddental.com

EDUCATION
DE Division of Libraries
Janet Wurtzel
121 Martin Luther King Jr Blvd
Dover, DE 19901
302-257-3002
delawarelibraries.org

Wilmington University
Melissa Palese
320 N. DuPont Hwy
New Castle, DE 19720
302-327-4797
www.wilmu.edu

EMBROIDERY
A Stitch In Time
Connie McGrory
101 Harrison Avenue
New Castle, DE 19720
302-395-1306
customstitch.com

**EMPLOYEE AND
STAFFING**
DE Department Of Labor
Rachel Turney
Blue Hen Corporate Ctr
Dover, DE 19901
302-761-8131

Insperty
Ryan Holsten
1201 Market St
Wilmington, DE 19801
302-545-6373
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www.mobilecloudvideogameparty.com

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