



ON TRACK

"Linking business with community"

GREATER GEORGETOWN CHAMBER OF COMMERCE

DeIDOT & DNREC COMMIT TO 60-DAY PERMIT POLICY

Markell: "A significant step forward to make Delaware a better place to build a business and raise a family"

DOVER, DE - Governor Jack Markell announced on January 11, 2010 that two key agencies will now provide answers to most permit applications within 60 business days. The Department of Transportation (DeIDOT) and the Department of Natural Resources and Environmental Control (DNREC) will be required to meet or beat this new timeframe while maintaining the rigor and responsibility of state regulations. *"Businesses want to create jobs in places with a great standard of living - strong schools, a great environment and responsible, reliable statewide planning. Our new permitting process maintains the same rigor but - whether the answer is yes or no - with faster results,"* Markell said *"We're making the permit process more responsive because we need to make it easier for our state's businesses to decide how and when to invest. A faster, fairer permitting process enables us to compete more effectively to attract employers to Delaware."*

Permits issued by these agencies are critical for business growth. Other key changes include improvements to the Preliminary Land Use Service (PLUS) process and the establishment of single points-of-contact for

applicants to facilitate communication. These and other changes are designed to ensure that the government is more responsive, timely, and consistent. Governor Markell stressed, however, that the changes will not reduce safety or environmental standards. The Office of State Planning will now report directly to the Governor's Office to increase their authority to coordinate among



Delaware Department of Transportation

state agencies and further improve efficiency. The office will continue its efforts to advocate good land use practices, ensuring that economic development supports the needs of Delawareans. Concrete feedback from the community was instrumental to the development of the new rules.

"I have spent a great deal of time visiting businesses up and down the state to understand what we can do to help them thrive. I have attended over 100 town hall meetings and community forums where residents made clear their concerns that our state's growth be responsible and well managed," said Markell. *"One of the things that I hear consistently is that the state's permitting processes -- to start or expand a business -- need to be more predictable. We have been listening. Today, we're making that change."*



February 2010

EVENTS TO NOTE

Economic Dev. Mtg.
Train Station
Wednesday, Feb. 3
12:00 Noon
Lunch Provided

Board Meeting
Train Station
Wednesday, Feb. 3
4 p.m.

Chamber Breakfast
Brick Hotel
Wednesday, Feb. 10
7:30 a.m.

Chamber Mixer
Fish On!
Wednesday, Feb. 17
4:30 p.m.—6:30 p.m.

Chamber Lunch
CHEER Center
Wednesday, Feb. 24
12:00 Noon.



We Proudly Recognize
— NRG Energy- Indian River Power Plant —
Our Executive VIP Chamber Partner in 2010



MY THOUGHT...



*My thought this month is to encourage you to participate in our committees and task forces. I remind you to think about the meaning of **TEAM: Together Everyone Achieves More.***

Sometimes this thought is said in passing and the meaning drifts away before

we can think how I can utilize my gifts and graces. Each of us has a talent that is unique to us. I encourage you to free those gifts to be part of a greater good: our Chamber of Commerce.

I understand that there are time constraints or other reasons why we do not share ourselves on a committee. I am requesting that where possible you become a member of a small committee so you can experience the satisfaction of helping to create meaningful programs.

*Often twenty percent of a group helps to accomplish eighty percent of the work load. I trust each of you will help to increase that twenty percent to twenty one percent or higher to benefit yourself and others. To join a committee or task force, call Karen at 856-1544. Thank you for your serious consideration.
RTH, III*

...from the President, Ray Hopkins

Committees are the heart of the Greater Georgetown Chamber organization. Through them, projects are initiated and carried through to completion. They provide an excellent training ground for future officers of the Chamber and for leaders of the Community. It is a truism that a Chamber's strength and influence can usually be measured by the character of its committees and the amount and quality of work they do.

COMMITTEES

- **BY-LAWS**
- **ETHICS**
- **LONG-RANGE/STRATEGIC PLANNING**
- **BUDGET/FINANCE**
Fundraising/Sponsorship- VIP Partnership Program
- **GOVERNMENTAL AFFAIRS/COMMUNITY RELATIONS**
- **ECONOMIC DEVELOPMENT**
Retail Development; Business & Community Education
- **MEMBERSHIP DEVELOPMENT**
Ambassador Program
- **NOMINATION**
- **PERSONNEL**

TASK FORCES

- **BREAKFASTS/MIXERS/LUNCHEONS**
- **EASTER EGG HUNT**
- **DECADENT DESSERT**
- **GEORGETOWN COMMUNITY YARD SALE**
- **WINGS & WHEELS-A FALL FESTIVAL**
- **CHRISTMAS "BALLOON" PARADE**

THANK YOU RENEWING MEMBERS:

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 Delmarva Broadcasting Company-Central DE * Delmarva Document Solutions *
 Delmarva Poultry Industry * Delmarva Power * Del-One * Duffield Associates Inc. *
 Edward Jones Investments * First State Disposal, Inc. * French & Ryan, Inc. * Fuqua & Yori, PA *
 Georgetown Family Medicine * Info Retrieval * Jarboe Equipment *
 Jefferson, Urian, Doane, & Sterner, CPA * Jerry's Blue Flame Gas Service, Inc. * Josephine J. Colburn *
 Morning Star Publications * Nanticoke Health Services * Parsell, Dodd & Carey Funeral Services *
 Pay-Less Furniture * Peninsula Financial Group * Pro Physical Therapy * Progar & Co., P.A. *
 Roberts Septic * Schab & Barnett, PA * Sergovic & Carmean, PA * Subway * Sussex Conservation District *
 Techgas * The Jefferson School * Tunnell & Raysor * Walgreen's/Happy Harry's Inc. * WGMD *
 Wilgus Associates, Inc. * Wilson, Halbrook & Bayard

CHAMBER FEATURES -NRG- FOR BREAKFAST



Above: A large breakfast crowd gathered at the Brick Hotel for its 1st Breakfast Meeting in 2010 to learn more about NRG-Indian River Power Plant



Above L-R: Guest Speaker Jack Grant, Operations Manager at the NRG Indian River Power Plant, and Chamber President, Ray Hopkins



Mission-We provide reliable wholesale electricity safely and in a manner consistent with our civic and environmental commitment to the communities we serve.

Vision-We strive to be a regionally focused, multi-fuel, carbon-diversified scale generator with assets across the merit order, and around transmission in each of our core markets, with the capability to procure, transport and trade all of the commodities involved in our business.

DR. SAVINI PRESCRIBES 2-STEP APPROACH TO ‘NO WORRIES’



Above L-R : Dr. Pat Savini, Superintendent of Sussex Tech School District & Ray Hopkins, Chamber President

The Chamber’s January Luncheon Meeting turned into a perfectly delightful, fun, and stress-free experience when Dr. Patrick Savini, Superintendent of the Sussex Tech School District, took to the podium-or to be more exact- stood on a chair- aka Robin Williams in “Dead Poets Society”-to illustrate how seeing things from a different perspective, can make all the difference.

Dr. Savini presented before members of the Chamber at the Cheer Center in Georgetown an immensely entertaining & satisfying, interactive program that outlined a basic 2-step approach to decreasing stress

Very simply, the first step is “Doing the Right Thing” and the second step is “Doing the Light Thing.” “Doing the right thing” can be seeing things from a different perspective, being empathetic to others, being a good listener, admitting when your wrong, and being an active participant in life. “Doing the light thing” is seeing the humor in life and enjoying the moment- a “Carpe Diem! Seize the day” sort of mentality.

Having passion for the things you do, particularly when it comes to work, is also a key element in keeping things light. By the end of the luncheon, which ended all too soon, Pat had led his audience into a relaxful, stress free state of being, and had taught valuable lessons on how we all can take 2-steps away from our stress-filled lives & see life from a new perspective.

“Hakuna Matata!”



Ex. “Yolks On You” Humor

16 MILE BREWING COMPANY HAS HISTORIC ORIGINS

At 16 Mile Brewing Company, owners/brewers Chad Campbell and Brett McCrea are committed to creating brews that are balanced and full-flavored. "We have found that our best recipes are those using the highest quality, and often more expensive, base malts and hops. These yield brews that have just the right mix of roasted, caramel, citrus and/or wheat flavors," reports Campbell.

"As a microbrewer we are consistently drawn to recipes that are traditional in style but that allow us to add our own distinctive flair. We hope that you find our brews to be satisfying with a pleasing taste and aroma from start to finish...just enough bitterness, with full rich flavors."

The 16 Mile Brewing Company name harkens back to the late 1700's when Georgetown was still known as Pettijohn's old field, a rather isolated town, centrally located in Sussex County. The area was "16 miles from anywhere" in the county and was the best place for farmers, merchants, and politicians to meet to conduct official business. Georgetown replaced Lewes as the County Seat when numerous petitions were sent to Delaware's General Assembly requesting that the move be made to accommodate all county residents. (For more information see "16 Miles from Anywhere": A History of Georgetown, Del., by William J. Wade.)



Above L-R: 16 Mile Brewing Co. owners/brewers, Brett McCrea & Chad Campbell

Above L-R: So. DE Tourism ED, Scott Thomas & Randall Cash, Automated Copy



Below L-R: Mark Frazier, AMC Concierge Services; John Rieley, Edward Jones; & Jeff White, Jeff White Autoworks

Below L-R: Shannon Carmean, Sergovic & Carmean; Shannon Owens, Procino Wells, LLC & Joan Tyndall, GGCOC & Tyndall's Construction



GUESTS OVERFLOW @ 16 MILE BREWERY

Attendees at the Chamber's January Mixer at the 16 MILE BREWING COMPANY

Joan Messick, **G.H.S**; Helen Kruger, **Kruger Trailers**; Scott Rukowicz, **Bank of Delmarva**;
 Don Dykes, **Fairway Mortgage**; Al Morris, Luanne Holland, Barbie Sheldon & Mary Costello,
Delaware Hospice; Scott Iseman & Dorrie Moore, **Chesapeake Utilities**; Garry Killmon, **Sharp Energy**;
 Carolyn Quinn, **M Insurance Services**; David Pinkerton, **Pro Physical Therapy**;
 Orville Mills & Joe Warren, **George Sherman Corp.**; Kevin Gilmore & Denise Jackson,
Habitat For Humanity/ReStore; Bill Wood, MD, **Bayhealth Medical Group**; Charlie Koskey,
Chardon Jewelers LTD; Mark & Ann Frazier, **AMF Concierge Services**;
 Gloria Mills, **Vivian's Styles**; Ward Culver, **Delmarva Broadcasting**;
 Art & Lisa Blanchette, **A-Lert Motivations**; Jim Provo, **Small Business Administration**; Scott Thomas,
Southern Delaware Tourism; Julie Wheatley, **Sussex County Economic Dev.**; Bob Wheatley,
Whayland Corp.; Donna Franklin, **BesTemps**, Heidi Balliet, **Tunnell & Raysor**; Linda Price,
Delaware National; Shannon Carmean & Joan Tyndall, **Sergovic & Carmean**; Jeanne Dukes,
Arbor Counseling; Ray Hopkins, **Servpro of Sussex County**; Jamie Barry, **Canine Cabin**;
 Jennifer Pavik, **Vernon Promotions**; Kathy Rash, **American Mortgage Market**;
 Laura Rogers & Doris Shenton, **Business Report**; Shannon Owens, **Procino Wells, LLC**;
 Mark Quigley, **Go Green Mobile**; Ron Burke, Jr., **First Merchant Services**; Point Solutions,
Steve Baumer; Gary Schaaf, **Fast-teks**; Doug Harbaugh, **Dale Carneige Training**;
Rita & Tom Baty, **Delaware Camping Center**; Robin Parker & Pam Clouser, **County Bank**;
 Jeff White, **Jeff White's Autoworks**; Carl Maschauer & Aimee Parker, **Sussex Eye Center**;
 Bernice Edwards, **First State Community Action**; John Rieley, **Edward Jones**; Brooke Barton,
Barton's Grand Rental; Marcie Urgo, **Children & Families First**, Cindy Green, **Candidate**;
 Steve Adkins, **Adkins Land Surveying**; Robbie Robinson, **Law Office of Kim DeBonte**;
 Steve & Debbie Hartstein, **Insurance Market**; Carol & Toby Givens, **Givens Flowers**;
 Faye West & Kelly Sellers, **Wilmington Trust**; Randall Cash, **Automated Copy**;
 Chad Campbell & Brett McCrea, **16 Mile Brewing Company**;
 Jim Tyler, Neut & Thelma Tyndall, Toby McClure and Jo Colburn, **Citizens**

January Door Prizes-Many Thanks!

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A MEMBER BUSINESS TAKES THE HIGH ROAD TO SAFETY

MESSAGE FROM A MEMBER:

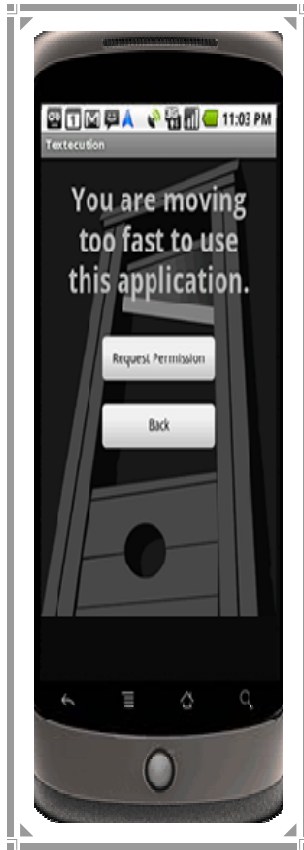
I want to let you know that all of my stores including Milford, Harrington & Bridgeville will be giving away a FREE program for Android phones (Motorola DRIOD and HTC ERIS) called "Textecution" (you can visit www.textecution.com for more info.)

Textecution basically "locks out" the phone when the phone is moving more than 10 mph for texting— Youtube, Facebook, and email— everything that might cause an accident.

This software is great for parents who want it for new drivers, or companies that want to "lock out" their employees while they are driving. This software normally runs \$40.00, but Wireless Zone has a commitment for safety and is sponsoring it for FREE until the end of February.

All are welcome, and we will also install it for FREE!

Thanks,
Tajesh Patel



What Is It? How Does It Work?

Textecution™ kills texting functions while driving so your child, loved one, or employee lives. Textecution™ is a user-friendly application that completely disables texting while driving. Textecution™ is designed for parents to install on their teenage driver's phone so they know their child is safer behind the wheel of the vehicle. Add immediate peace of mind, security, and safety today with Textecution™. Here is a simplified explanation of how the Textecution™ application works. Once installed, Textecution™ sits quietly in the background and allows you to use your phone as you normally would. Once Textecution™ recognizes that the phone is traveling faster than 10mph, Textecution™ disables the phone's texting feature so text messages cannot be sent or received. Once the phone is at rest, or traveling at a speed slower than 10mph, the texting feature seamlessly becomes available for use, and text messages may be sent or received again.

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DON'T MISS OUT ON THESE OPPORTUNITIES



CHEER

Is sponsoring a
FUNDRAISER NIGHT AT IHOP
 At the Rehoboth and Seaford IHOP

When: February 16, 2010
 Time: 4:00 p.m. - 10:00 p.m.

Cheer will receive 10 % of regular priced dine in or take out sales. **You must present this coupon when paying your bill at the cash register.** No other discounts (including senior menu) or advertised specials.

Support Cheer and have a fun family night out!



H1N1 Vaccine

Bayhealth Occupational Health is pleased to announce that we now have a limited supply of the H1N1 vaccine.

Because the supply is limited and we have had numerous requests for the vaccine, call our office today to schedule immunizations for your employees.

The vaccine is provided on-site by our nursing staff. For more information, including the fees for this service, contact Gayle @ 302-678-1303.

We offer two locations to serve you:
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Speakers: Josh Huss and Jim Fritz**

Learn how a reverse mortgage can help you.
Hear a short summary separating fact from fiction.

We will provide morning refreshments such as
danish, muffins, bagels, juice and coffee

Date: February 24, 2010

Time: 9:30 – 11:00 a.m.

**Please RSVP by Feb 19, 2010 to confirm
Call: Josh Huss (302.245.5908)
or
Jim Fritz (302.245.2327)**



FROM THE DIRECTOR'S CHAIR...

Karen S. Duffield, Exec. Dir.

One of the most uncomfortable duties I have as an administrator of a non-profit is to ask members for money. The 'catch 22' of it is though, if you don't ask, you don't get; and if you don't get, eventually there will be no reason to ask!

Fundraising is a full time job, and it is competitive; There are so many worthy causes, needy charities and important community initiatives that tug at both our heart and purse strings that the process of weeding through all of the requests becomes a full time job, as well.

Raising funds, however, is at the core of any business, profit or not-for-profit, particularly if the aim is to provide the highest quality and quantity of service possible. Therefore, however uncomfortable it may be, I am making the "ask" to our members to consider the Chamber's VIP Partnership Program as an all-inclusive alternative to the Chamber's solicitation of your funds at every turn of its events and programs. We'll ask just once and you'll give just once, and then we both can concentrate on the business at hand- which for us would be providing the greatest marketing and promotional value for your additional investment, and the highest impact programs and events that the Chamber can produce for its entire membership.

We have structured the VIP Partnership Program in such a way that even at the starting levels, your business will be recognized as a sponsor of every special event the Chamber produces, and your business will be highlighted as a VIP Partner on our main website and on a dedicated VIP web page, with a link to your website if you have one.

Already, NRG Energy, Delmarva Power, Insurance Market, Lester Realty, Tyndall's Construction and WalMart have realized the added benefit of becoming a Chamber VIP Partner. Please consider the advantage such a partnership can give your business. Please... don't let me have to ask you again!



WELCOME NEW MEMBERS

All American Mortgage Ltd.
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Mortgage Brokerage Firm
Josh Huss

Kercher Engineering, Inc.
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302-854-9062
Engineering/Surveying Firm
John Murray

Service General Corporation
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Retail & Financial Services
Jeffrey T. Benson, Jr.

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Mercantile Processing, Inc.* Morgan Stanley-David Humes *Parker Enterprises, Ltd*
Servpro of Sussex County *Short Circuit Electric* Sussex Countian*
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GIVE YOUR BUSINESS V*I*P STATUS IN 2010

Are You A
V*I*P?

Why Should You Become a VIP Partner?

- It provides a variety of means for your business to receive the maximum benefit from an additional investment.
- It allows your Chamber to better plan for and design community events & programs to benefit your business based on actual funding availability.
- Stop Us from 'nickel and diming' you throughout the year and causing you additional administrative work.
- Allow your Chamber event & program planners to focus limited energies on the event & program, not on seeking funding sources.
- Let Us provide greater and more effective exposure to those organizations that wish to support the Chamber and the Georgetown community to a greater degree.



GREATER GEORGETOWN CHAMBER OF COMMERCE

*Linking Business
with the Community*

CHAMBER V*I*P Partnership PROGRAM

Partnerships Include All or Some of These Great Benefits Depending on Your VIP Level

- Company Name & Logo displayed and Partnership Recognized at all Chamber events in Continuous play PowerPoint Exhibit with Company Profile
- VIP Partnership/Company Narrative in official Georgetown Profile Book & 2010-2011 Membership Directory
- Opportunity to speak at one (1) monthly Informational Meeting
- Company Name & Logo Prominently featured at the Chamber Visitor Center
- Company Name Prominently featured on the Chamber website with Logo & web links
- Company Name Prominently featured on special VIP Partner Page of the website with Logo & web links
- Company Name Prominently featured in all twelve (12) monthly issues of Chamber's *On Track* Newsletter publication with Business Card ad
- One feature story - Partner Spotlight in Chamber *On Track* Newsletter publication with picture of Company representative & Company logo
- Company Name/Logo on Chamber letterhead correspondence & other Chamber communications
- News release to local newspapers
- Company Name in weekly E-newsletter with Business card ad
- Scholarship Sponsorship
- **Event Sponsorships**
Easter Egg Hunt, Wings & Wheels, Christmas Parade
- Complimentary admission to Breakfasts/Luncheons
- VIP Picks (Email Blasts and/or Newsletter Inserts)
- Annual Membership Dues



Full Partner Level - \$9,000 * Preferred Partner Level - \$7,000 *

Executive Partner Level - \$5,000 *

Practicing Partner Level - \$2,500 * Participating Partner Level - \$1,250 *

Join

**NRG Energy, Delmarva Power, Insurance Market,
Lester Realty, Tyndall's Construction & WalMart**

— Already VIP Partners in 2010! —





Dec. 24, 2009–Jan. 23, 2010

Web Stats

**Web Visits from 20 countries/territories-
1,233 (950 Unique Visitors)
Page Views - 4,633
New Visitors - 60.02%
00:02:29 Avg. Time on Site**



GREATER GEORGETOWN CHAMBER OF COMMERCE

2010 Greater Georgetown Chamber of Commerce Officers & Directors

Ray Hopkins—President
Jeanne Dukes—1st Vice President
Bernice Edwards—2nd Vice President
Linda Price —Secretary
Joan Tyndall—Treasurer
Debbie Hartstein—Past President

One-Year Directors

Lit Dryden Helen Kruger
Charles Matthews Robin Parker

Two—Year Directors

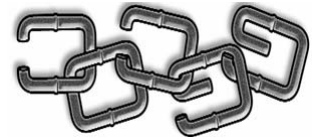
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Bill Taylor

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Executive Director, Karen S. Duffield

Linking Business with the Community



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