



## Upcoming Events

## You asked, we listened!

As members, your opinions matter. Many of the programs we have, the way we do things etc. is based on member request and comments. We are going to try a new email system, sending a main email once per week with the next month's events listed. We will send a reminder for those events you've signed up for the day before and will occasionally send important information. We have changed the member directory to make it easier to find members based on categories and are still fine-tuning that but it is changed per your requests. We are working on some daytime mixers and a new brown bag 6-top mingle too. What else can we do for you? Members will be receiving a survey in the next few days asking your opinions on other topics. Please respond since your opinions and ideas matter.

### Congratulation to our Blue Ribbon Award Nominees

#### Non Profit Organization of the Year

Goodwill of Delaware and Delaware County  
Small Business Administration

#### Community Involvement Award

Bernie's Water Ice  
Pine Mountain Springs  
WSFS Bank  
Juggling Hoffmans  
Pea & The Pod

#### Customer Service Award

Shoprite  
WSFS Bank  
Kirks Flowers  
Verizon Wireless Zone (Suburban Plaza)  
Diamond State Financial

#### Eco-Friendly Business of the Year

Clear Horizon  
Waste Oil Recycling  
Rapid Recycling  
Cartridge World

#### Restaurant of the Year

Kildare's Irish Restaurant  
Dom's NY Style Pizza  
Aqua Sol  
Augusta Grill

#### Home Based Business of the Year

Blue Hen Bed and Breakfast  
Kamenik Enterprises  
Blue Diamond Answering Service  
SkilTech

#### Franchise of the Year

1-800 Got Junk  
Perfect Wedding Guide  
Verizon Wireless Zone (Suburban Plaza)  
Keller Williams Team Allen

#### Emerging Business of the Year

Handyman Matters  
New Life Floors  
Social Butterfly  
Kona Ice

March 6, 5:30 - 7:30 PM

[After Hours Networking at Augusta Grill at the Clarion Hotel](#)  
New Castle DE

March 10, 8:00 - 10:00 AM

[The State of New Castle County](#)  
Ed Oliver's Golf Club  
Wilmington, DE

March 24, 11:30 AM - 1:30 PM

[Secrets to Getting Business Credit](#)  
Dover, DE

March 27, 5:30 - 7:30 PM

[After Hours Networking at Cowboy UP](#)  
Dover, DE

March 25, 8:00 - 10:00 AM

[Employment Discrimination Process](#)  
Wilmington, DE

March 29, 10:00 AM

[Poker Run & Car Show](#)  
Astro Shopping Center  
Newark DE

# Get To Know The Chamber Members

**Kenna Ulbinsky-Yakal, AFlac**

**Delaware Small Business Chamber Board Member**

Kenna is a District Manager at Aflac, specializing in worksite benefits and Health Care Reform. Kenna works with businesses nationwide to help provide the business and their employees a financial safety net. In her spare time Kenna loves cooking, boating and spending time with her husband Brian and their two cats, Morgan and Stoney.



## Get to Know the Chamber

Join us for one of our Get to Know the Chamber events. Stop by anytime for an informal informational session.

[March 11 9:00 am - 11:00 am](#)  
[WSFS Bank in Middletown](#)

[March 18 10:00 am - 12:00 pm](#)  
[WSFS Bank in Dover, across from Target](#)

[March 25 11:00 am - 1:00 pm](#)  
[WSFS Bank, Downtown Wilmington](#)

[April 8 11:30 am - 1:30 pm](#)  
[WSFS Bank, Rehoboth Beach](#)

## 2014 Blue Ribbon Awards Brunch

The DSBC Blue Ribbon awards are to honor local businesses and organizations that drive economic growth and make this region a better place to work, live, play and do business. Winners exemplify excellence through innovation, creativity, community leadership and achievements.

Nominate yourself or another deserving company or organization you feel has made an impact and contributed to the vitality of business in our community.

Join us on Thursday, April 10, 2014 at Wild Quail Golf Club at 10:00 am for Brunch and

Awards Ceremony.

### 2014 Awards Program Timeline

February 24—March 21, 2014: Award Voting Period

### VOTE NOW

April 10, 2014: DSBC Blue Ribbon Awards Brunch & Ceremony



## Businesses in Delaware Required to Recycle

All commercial businesses in Delaware will be required to participate in a comprehensive recycling program no later than January 1, 2014. This includes for-profit and not-for profit retail or wholesale stores, offices, food service establishments, warehouses, and other manufacturing, industrial or processing activities, and institutions such as social, charitable, educational, health-care, professional and government services.

Additional information can be found at <http://www.dnrec.delaware.gov/dwhs/Recycling/Pages/Recycling.aspx>

Waste haulers are already required to provide single-stream recycling collection to both single - and multi-family residential customers, and most bars and restaurants. The goal of the Universal Recycling Law is to maximize the convenience of recycling and minimize the amount of trash disposed in Delaware. Recycling keeps raw materials in the manufacturing sector, creates jobs, and promotes sustainability.

## Did You Know ????

The Delaware Small Business Chamber has a [Member Loyalty Program](#) & you could win prizes?

As an incentive to maintain our membership and reward active DSBC participation, we administer a Member Loyalty Program. By accumulating Loyalty Points, members will choose to trade them in on a variety of gifts like membership fees, barter dollars, gift certificates, trips, services and merchandise. You can earn Loyalty Points in a number of ways:

- Attending any DSBC event – 1 point per event
- Referring a new member that joins – 10 points
- Attending a ribbon cutting ceremony - 3 points
- Getting a table at an event – 5 points
- Sponsoring an event – 10 points
- Membership renewal – 5 points
- Donating a door prize – 1 point each
- Advertising on website – 4 points

## New Members

- Nurse Next Door
- Pixingo
- Buker Limousine
- Agents and Corporations
- Brandywine Concierge Services
- Tighe & Cottrell, PA
- The Juggling Hoffmans
- AgorNet, Inc.
- Dance N Duds

## Member News

[Instant Imprints Open House & St. Patrick's Day Party](#)  
[Monday March 17 from 4:00—8:00 pm](#)

[Blue Hen Bed & Breakfast](#)  
[Paws 2014 Annual Easter Bone Hunt](#)  
[Saturday April 12 at 1:00 pm](#)

We would like to recognize our member's events & accolades. Please submit all information by the 15th of the month to [lisaa@dsbchamber.com](mailto:lisaa@dsbchamber.com).

**Delaware Small Business Chamber**  
**120 B Astro Shopping Center**  
**Newark, DE 19711**  
**302-482-2120 ph**  
**302-709-2329 fax**

[www.delawaresmallbusinesschamber.com](http://www.delawaresmallbusinesschamber.com)



Presents 2014 Spring

**Saturday, March 29, 2014**

*All Vehicles Welcome*

*Small Business Vehicles and Classic Cars encouraged*

**Astro Shopping Center, Kirkwood Hwy**

*(proceeds benefit local business students through the DSBC Scholarship Fund)*

**[www.dsbcpokerrun.com](http://www.dsbcpokerrun.com)**

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Presenting Sponsor \$1000	Members	\$1400	Non Members
Silver Sponsor \$750	Members	\$1150	Non Members
Awards Sponsor \$500	Members	\$900	Non Members
Starting Line Sponsors \$500	Members	\$900	Non Members
Card Sponsors \$200	(10 decks of cards)	Dealers \$200	(DSBC Members Only)

We would like to donate \$\_\_\_\_\_ towards the DSBC Scholarship Fund

We would like to provide \_\_\_\_\_ volunteers for day of event

**[www.dsbcpokerrun.com](http://www.dsbcpokerrun.com)**

Company Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Email address: \_\_\_\_\_

Company Address: \_\_\_\_\_

Sponsorship Level: \_\_\_\_\_ Amount Enclosed: \_\_\_\_\_

CC#: \_\_\_\_\_ exp date: \_\_\_\_\_ CVV: \_\_\_\_\_

Make Checks payable to DSBC. Mail to: 120B Astro Shopping Center Newark, DE 19711

*You do not need to participate in the poker run to participate in the car show!*

*Special Route for Classic Cars wishing to do the poker run.*

*\$25/Poker Run Only \$30/Poker Run and Car Show \$10/Car Show Only*

**THIS IS NOT A RACE OR A GAMBLING EVENT**



Thursday April 10, 2014 at 10:00 a.m. until 12:30 p.m.

Wild Quail Golf Club

1 Club House Drive, Wyoming, DE

- Presenting Sponsor:** Logo on banner displayed in room & promotional materials, full page ad in program, front page ad on website for 6 months, 4 brunch tickets, and name as sponsor of one of our awards .....\$750
  - Partner Sponsor:** 1/2 Page ad in program, company name highlighted on food table & promotional materials, and 2 brunch ticket .....\$250
  - Table Sponsors:** Signage on Table, 1/4 Page ad in program, front page ad on website for 2 months, and 4 brunch tickets.....\$300
  - Award Sponsors:** Present one of our awards, company name on award, and 1 brunch ticket.....\$150
  - Ad Sponsor:** ad in the program
    - 1/4 page ad.....\$75     1/2 page.....\$125     Full Page.....\$195
    - 2 Line Congratulations ad for nominees and winners.....\$50
- I would like to donate \$\_\_\_\_\_ (ie \$10, \$25, \$50, \$100) to the DSBC Scholarship Fund

**Individual Member: \$39.99 Non Member: \$50**  
(Member and their guests are considered member price)

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Sponsor Level: \_\_\_\_\_ Number of Tickets: \_\_\_\_\_

Total Amount Due: \_\_\_\_\_ ( ) I have enclosed a check

Please charge my credit card ( ) \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ exp \_\_\_\_\_

CVV Code \_\_\_\_\_ Billing address \_\_\_\_\_ Zip \_\_\_\_\_



Please return Reservation/Sponsorship form to:

Lisa Ayers, Delaware Small Business Chamber of Commerce

120B Astro Shopping Center, Newark, DE 19711.

Questions?, please contact Lisa Ayers @ 302-482-2120 or [lisa@dsbchamber.com](mailto:lisa@dsbchamber.com).

Blue Ribbon Awards is Thursday April 10, 2014 at 10:00 a.m. until 12:00 p.m.



## **Blue Ribbon Awards**

### **Emerging Business of the Year (new business less than 2 years old)**

Awarded to a new business owner in our region that shows excellence in one or more of the following – exemplary service, exceptional product, substantial growth or community involvement.

### **Non Profit Award of the Year**

Awarded to a non profit business that offers outstanding benefit and contributions to the community, providing a much-needed service with measurable outcome of results.

### **Community involvement award**

Awarded to a company who donates time, talent or money to non-work related endeavors that expressly support the spirit and growth of the Delaware & Surrounding Community.

### **Customer Service of the Year**

Awarded to a company who demonstrates excellence in customer service.

### **Eco-Friendly Business of the Year**

Award to a company who demonstrates ecologically-integrated business practices and leads change by example.

### **Best Restaurant of the Year**

Awarded to a restaurant in our region that shows excellence in one or more of the following – exemplary service, exceptional food, substantial growth or community involvement.

### **Franchise of the Year**

Awarded to a franchise owner in our region that shows excellence in one or more of the following – exemplary service, exceptional product, substantial growth or community involvement.

### **Home Based Business of the Year**

Awarded to a business owner who works out of their home that shows excellence in one or more of the following – exemplary service, exceptional product, substantial growth or community involvement.

### **Most Memorable Non Member**

Awarded to a non member of the DSBC that shows excellence in one or more of the following – exemplary service, exceptional product, substantial growth or community involvement, and had made an impression on our membership. Award winner will receive 2 free tickets to Awards Brunch donated by Health Insurance Associates

## **Employee Awards**

**Administrative Support Person:** Someone that works in your office, i.e. clerical, accounting etc. that you would like to recognize for their continued support with your business

**Operational Support Person:** Someone that is in sales, operations, or any other non office employee that you would like to recognize for their continued support with your business.

**Non Employee Support Person:** Someone that helps you and works with you to succeed but is not an employee.