



ON TRACK

"Linking business with community"

GREATER GEORGETOWN CHAMBER OF COMMERCE

GEORGETOWN NAMED DE BLUEPRINT COMMUNITY



GREATER GEORGETOWN CHAMBER OF COMMERCE



On November 10, officials of the University of Delaware and the Federal Home Loan Bank (FHLBank) of Pittsburgh inducted a nine-member team of Georgetown's leading citizens as members of a new Blueprint Communities team so they can pursue a new chapter in the town's history.

Following significant revitalization successes in six other Delaware communities over the past three years, Georgetown has been added to the roster of Blueprint Communities that will receive professional training, technical assistance, and the prospect of future funding to support local plans for sustainable growth.

The Blueprint Communities initiative will help the new leadership team in Georgetown develop enhanced leadership skills, create greater capacity to enact positive change, and formulate a fresh vision and detailed strategy to meet Georgetown's most pressing needs. The members of Georgetown's new Blueprint Communities leadership team are:

(continued on page 10)

EVENTS TO NOTE IN JANUARY '12

HAPPY NEW YEAR!

Monday, Jan. 2
Chamber Office
CLOSED

Economic Development

Wednesday, Jan. 4
GT Wesleyan Church
12:00 Noon

Board Meeting

Wednesday, Jan. 4
Chamber Office
4 p.m.

Breakfast Meeting

Wednesday, Jan. 11
Lighthouse Landing
7:30 a.m.-8:30 a.m.

Chamber Mixer

Wednesday, Jan. 18
TBA
4:30 p.m.-6:30 p.m.

Luncheon Meeting

Wednesday, Jan. 25
CHEER
12:00 Noon-1:00 p.m.

We Proudly Recognize Our VIP Partners in 2011:



* **Fulton Bank** *

**Brandywine Assisted Living * Delmarva Power * The Insurance Market
NRG Indian River Power Plant * ServPro of Sussex County * Tyndall's Construction
* WalMart * Wilmington University ***



2011 President, Jeanne Dukes

'TWAS THE SEASON OF CHRISTMAS

And, what to her wondering eyes
should appear,
But a soot free Chicken Festival
binder, and we all cried with cheer;

To the South of 113! to the East of
Route 9,
Hooray Chicken! Hooray
Chicken! In June we shall
dine!"

6 a.m. alarm I'm up, so quick,
It's time once again for breakfast at
the Brick.

Once a month Wednesdays the
membership gathered,
Business cards, cup of Joe, and their
toast slathered;

Now, Carney! Now, Owens! Now Rog-
er! And Julie!
On, Mayor! On Lawson! And Redford!
And Rielely!

It's lunchtime, meet you at the Cheer
Center,
for networking, lunch, and to hear a
presenter;

Buy local, eat fresh, the Farmers'
Market they grew,
A park full of fresh veggies, and even
a "zoo."

Also growing and expanding
was the E D C,
Developing Georgetown for
you and for me.

Chairs were limited and elbows were
bumping,
COME to CHURCH! Pastor Steve ex-
claimed while jumping.

Hiding Easter Eggs within the early
morning dew,
Who was that Easter Bunny? A fellow
from Perdue;

A World War II reenactment and can-
teen dinner,
And Lighthouse Landing mac an
cheese, what a winner.

The exhausting planning may have
driven one to tank,
But not our chair Linda from Fulton
Bank;

Nostalgia from air, road, and docu-
mentary by Diehl,
We'll look forward to growing the
next Wings and Wheels;

Now a Community known as "Blue
Print",
We'll learn to build Georgetown into
a mint;

With partners like UD,
what a fine bird,
We'll be even more awesome
haven't you heard.

What a great Chamber and growing
strong, 400 + members can't be
wrong;

This president will no longer say "all
in favor," but when asked to help in
2012, I won't waiver;

I've enjoyed every moment especially
you folks, I hope I'm remembered for
more than my jokes;

A new President steps up and he'll
have his own way;
Now, please raise your glass to the
incoming Ray;

Again an eventful year from begin-
ning to end, I'll remember you all
fondly —just like my friends.
But it's the end of my term, so let's
all stand and cheer,

*"Happy Holidays to all, and to
all, a prosperous new year."
Jeanne Dukes*

'Twas the season of Christ-
mas, when all through the
town,
Everyone was stirring from sun up to
sun down;

The office had moved to East Market
Street with care,
In hopes that the Visitors Center
soon would be there;

The Lesters had visions of "heads in
beds,"
The word of Georgetown's greatness
soon would be spread;

Karen in her flip flops, Jeanne in her
cap,
Had just settled down to reflect and
to rap;

What an eventful year from begin-
ning to end,
Volunteers had gathered and soon
became friends.

An invite to Town Hall was
made in a flash,
The home of the Chamber
was covered in ash.

But you know Karen, Ms. Go with the
flow,
Gave the order at mid-day,
now on with the show;

2012 CHAMBER LEADERSHIP SWORN IN



At what was clearly one of the nicest Holiday parties of the season, the Georgetown Chamber of Commerce installed its 2012 Officers & Directors at the Cordrey Center on Thursday, Dec. 7, 2011 (please see more about the Holiday Banquet on page 9)

Amid the twinkling silver & blue table decorations, beautifully designed by volunteer, Jan Ezell of County Bank, and with a blazing fire as a warming backdrop, the new leadership was publically identified and sworn in by State Senator, Joe Booth.



**OFFICERS & DIRECTORS
2012
Greater Georgetown Chamber of Commerce**



OFFICERS

President – Ray Hopkins (*Servpro of Sussex County*)
1st Vice President – David Mueller (*Alarm Engineering*)
2nd Vice President – John Rieley (*Edward Jones*)
Secretary – Linda Price (*Fulton Bank*)
Treasurer – Joan Tyndall (*Sergovic & Carmean, PA*)
Immediate Past President – Jeanne Dukes (*Beebe Medical Center*)**

DIRECTORS

One Year Term
**Lit Dryden (*Pre-Paid Legal Services*)
Patricia Galvin (*PNC Bank*)
Arthur Veves (*Service General*)
Karin Joensen (*Law Office of Kim DeBonte*)***

Two Year Term
**Helen Kruger (*Kruger Trailers, Inc.*)
Chris Couch (*Georgetown Boys & Girls Club*)
Donna Koskey (*Chardon Jewelers*)
Bill Tobin (*George Sherman Corp.*)***

Three Year Term
**Bernice Edwards (*First State Community Action Agency*)
Maria Porter (*Perdue Farms*)
Steven Uhthoff (*Georgetown Wesleyan Church*)**

***Directors serve for a term of three (3) years to be reconfirmed each year by the General Membership.
(*Will be serving as a first time Director); (**As Appointed)***

If you are interested in chairing or serving on any of the following Committees or Event Task Forces, please notify the Chamber Office

COMMITTEES: Government & Community Relations; Economic Development; Ethics; Finance/Budget; Long Range Planning; Membership; Nominating, Personnel; Public Relations/Media
EVENT TASK FORCES: Decadent Dessert Party; Easter Egg Hunt; Georgetown Community Yard Sale at Sports at the Beach; Wings & Wheels-a Georgetown Fall Festival; Christmas Balloon Parade; Annual Holiday Party; Mixers

WELCOME NEW MEMBERS



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John Jones

johnjones@yahoo.com

Commercial & Residential Properties



GREATER GEORGETOWN CHAMBER OF COMMERCE



GREATER GEORGETOWN CHAMBER OF COMMERCE

THANK YOU RENEWING MEMBERS

El Mercado * Iron Source * Affinity Energy Management * Comfort Inn-Rehoboth Beach *
Fish On! * The Lighthouse Cove * Ad Art Signs, Co. * Georgetown Wesleyan Church *
The Lighthouse Cove * Lester Realty, Inc. * Haller & Hudson * Dynamic Physical Therapy *
Small Business Administration * Stumpf, Vickers & Sandy * Alzheimers Association *
Blue Hen Disposal * Milford Housing Development Corp. * J.G. Townsend Frozen Foods *
Willow Construction * Tidewater Utilities, Inc. * Alarm Engineering * Comcast Cablevision of Delmarva *
Amedisys Home Health Care of Georgetown * Sussex Pain Relief Center, LLC * Sundew Painting *
Mountaire Farms * Law Office of Kim DeBonte * Dean A. Campbell, LLC * Archer & Greiner, PC *
Georgetown Public Library * Rogers Sign Co. * Sussex County Habitat for Humanity * WMDT-47 *
Sussex Community Crisis Housing Services * Henlopen Homes, Inc. * Kiwanis Club of Georgetown, Inc.
Sussex Pines Country Club * Jona D. Gorra, M.D., FACP * Cripple Creek Golf & Country Club *
Focus Telecommunications, Inc. * Green Stone Engineering, LLC * Cooper Realty Associates, Inc. *
Carpentry Unlimited, Inc. * East Coast Garden Center * Georgetown Air Services *
Megee Plumbing & Heating Co. * Arbor Counseling Center * Progar & Co., P.A.

JOINT CHAMBER MIXER – A “SWEET” COMBINATION

Greater Georgetown
Chamber of Commerce



Chamber of Commerce
of Greater Milford

Ray Hopkins-Servpro of Sussex County; Kathy Powell- White- Focus Telecommunications;
Scott Ward, Debbie & Steve Hartstein- Insurance Market & Town of Georgetown;
Bernice Edwards - FSCAA; Cat Porterfield- SC Post; Jennifer Pavik- Vernon Promotions;
Al Morris , Luanne Holland & Terri Brisbane-DE Hospice; David Mueller-Alarm Engineering;
Joan Messick-GHS; David Tidwell-CHEER; Rosalie Walls-SC Return Day; Martin Donovan-Community
Bank; Joan Tyndall-Sergovic & Carmean; Jane Towers-Blood Bank of DE; Glenn Garner-Friends of Prime
Hook NWR; Patti Persia-Appraising in DE; Helen Downing-Group E Entertainment;
Bill Ertle-Marine Corps League (Toys for Tots); Glenn Larson- Larson's Mower Shop; Lindel Computers;
Jim Purcell-Communities in School; Debra Hartney-Berks Real Estate Services, LLC;
Chris Redman-Morningstar Publications, Inc.; Paul Steele Steele Electric; Tia Lisa Mallard-TLM Business
Services, LLC; Barbara Steele-Sussex County Woman; JoAnn Moore-The Mortgage Market;
Angela Dorey-Dorey Insurance & Financial Services; Mike Baker-C.M. Baker Photography;
Rachel Workman-Super Eagle Supply; Ruth Abbate-DES; Jeffrey Puglia-CFP; Gregory Smith- Telewire
Gwen Guerke-Independent Newspapers; David Lyons, Jr.-Lyons Companies; Debby Quinn-Money Mailer;
Terri Favata, Joanne Milton & Donna Stalvey-1st Class Properties; Marilyn Magness-SHRM
Delaware; Craig de Mariana Aleman-Tunnell & Raysor, P.A.; Amy Jackson- Delaware PEN MRI & CT;
Helen Haughey-Group Publicity; Nancy Burris-Mary Kay Beauty Consultant;
David Parker-Lifestyle Document Management, Inc.

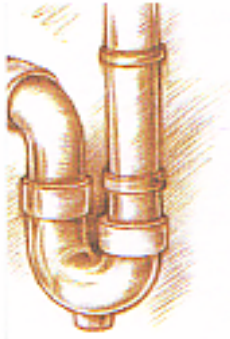
FABULOUS DOOR PRIZES DONATED BY:

Lindel Computers
Chardon Jewelers- Earrings
Sergovic & Carmean- Gift Certificate
DE Open MRI & CT - Cooler & Goodies
1st Class Properties- \$20 WaWa Gift Card
GGCOC-Mums (3)
Blood Bank-T-Shirts & More!
Your "Lite" Within-Gift Certificate (\$200 value)
Larson's Mower Shop- Bottles Wine (2)
Berks-Basket of Goodies
Paul Steele-Sport Towel
Inclind- Cups of Candy (5)
TLM Services-Candle
Sussex County Woman- Candle
KSI- Pin & Throw
George Sherman Corp.- Water Bottles (2)
GHS- Candy
Georgetown/Ellendale VFW- Snuggie
Dan Tidwell- Gold Balls (2 Boxes)
Artesian Water- Misc. Giveaways



The Georgetown Chamber held its October Mixer at the Georgetown-Ellendale VFW Post in partnership with the Chamber of Commerce of Greater Milford. Networking was incentivized by an all powerful motivator, CHOCOLATE, and a lot of new connections were made by both Chambers' members. Shown is GGCOC 2nd VP , David Mueller with Milford ED, Jo Schmeiser handing out door prizes.

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A 'VINTAGE CHRISTMAS' IS ONE FOR THE HISTORY BOOKS



Emma Duffield, Alex Holz, Ryan Robison & Olivia Duffield lead



Iron Source, one of nearly 100 entries in the Parade



It may not take a whole village, but it requires quite a few 'villagers' to put on the Georgetown Christmas Balloon Parade, and 2011's event was no exception. Huge thanks go out to the Town of Georgetown & the Georgetown PD; Jan & Bryson Ezell, Brenda Whitehurst; Maria Porter and her 'Perdue Crew', the leaders & youth of Life's Abundant Church, Sgt. Polve & the Jr. ROTC, and Cub Scout Pack 95 for blowing up & distributing the Chamber's 3500 helium balloons; the GHS for allowing use of the Old Courthouse as a "Blow-Up" area; Joan Tyndall & Jan Ezell for decorating the stage; Donna & Charlie Koskey for hosting the Judges' reception; Helen Kruger for organizing the Judges who were: *Rev. John VanTine, Rev. Barbara Magee, Steve Alexander, Zee Henry, Donna Koskey, Chris Couch, Katrina Sears, Shelly Wilson and Lynn Kuntz*; Debbie & Steve Hartstein for selling hot dogs & hot chocolate to benefit the Chamber; Angie Townsend & Linda Dennis for taking the lead revitalizing Santa's House; Linda Zelo for organizing the Santas' "sitting" schedules; and of course, Santa and all his "stand ins" who kept the wonder of Christmas alive. Huge 'Thank You' to all our Parade Sponsors Too!!

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- * Servpro of Sussex County * Short Circuit Electric *
- * Sussex Countian * Vivian's Style Salon & Spa *

2011 HOLIDAY BANQUET... A FEAST OF FOOD & FUN!



THANKS FOR PARTY PLANNING

Outgoing president, Jeanne Dukes led a fabulous 2011 Banquet Committee that had new, fresh ideas and worked wonderfully together to put on an evening of holiday celebration & cheer.

Jeanne's note of thanks:

THANK YOU ALL for your time and commitment to the evening's turn out. Specifically, I'd like to thank...

Paul Buchness— your ideas, wonderful meal, pleasant staff, & music from Mary was great; **David Mueller**— your ideas, thanks for working your magic for use of the Cordrey Center; **Stephanie Barfield** — your ideas, spreadsheet & organization skills keeping all on task; **Pat Galvin**-your game ideas, extra liquor; **Jan Ezell**- the centerpieces were amazing, arriving early to set up, & your 'Vannah White' skills last moment were awesome; **Tom Givens** — your ideas, bartending skills & purchasing advice; **Becky Madden** — you ideas, decorating, & arriving early to help set up. **THANK YOU! THANK YOU!**

THANKS FOR GIVING GIFTS

Delaware Hospice,
County Bank,
Givens Flowers,
Beebe Home Health,
KSI,
Bank of America,
Blood Bank of DE

FROM THE DIRECTOR'S CHAIR... Karen S. Duffield, Exec. Dir.



A grateful heart can usually warm the coldest, "Bah Humbug!" spirit, and mine is no exception. I'm not saying that I've been feeling more like Scrooge than Tiny Tim this holiday, but I do have to remember that whatever the 'reason for the season' may be for us individually, as a community, it should be a time to celebrate and be grateful to those who gave freely, and helped to make us stronger throughout the year. Our Chamber community is—in a word—amazing.

Our 2011 Board of Directors had some unforeseen challenges to meet this year and I am grateful for its strong leadership & vision during those unsettling times. I am grateful to our Town of Georgetown and its leadership. We were welcomed into their offices when we had none, and supported at every program we took on. I am grateful to our County for consistently seeing the value in our work and the benefit it has to Southern Delaware. I am grateful for our 2011 VIP Partners who saw the edge it gave their business to contribute a little more.

These members enabled every Chamber event (Easter Egg Hunt, Farmers' Market, Wings & Wheels, and Christmas Parade) and tourism & small business initiative be better than ever.

I am grateful for our tireless volunteers. The need for volunteers seems constant, and the willingness of our's seems endless. When the Chamber agreed to host the *62nd Annual Delmarva Chicken Festival*, the community of helpers that was amassed was extraordinary. It involved long months of planning and exhausting work in executing—but they were there and the event was a great success. And even during these incredibly difficult economic times, the long list of generous sponsors that was generated for this historic event still amazes me!

Our volunteer & sponsorship base remained strong for our *4th Annual Wings & Wheels Festival* too, and I cannot help but be grateful for it. Don't be surprised if W&W truly does become the 'premiere event' we always planned for it to be. I'm grateful to all those responsible for positioning this event to soon become one of the "elite" in the Mid Atlantic.

I am grateful for the individual members we have who not only concentrate on generating business for themselves, but always go the extra mile to generate business for others, as well. These are the enterprising souls who will ultimately survive the droughts and ride the waves of eventual success. And finally, I am grateful to the Georgetown community in its entirety for being open to change and revitalization. This attitude will inspire greatness for us all, and we can continue to do the work that we all will benefit from and be grateful for.

"...bless us every one"—Tiny Tim in Charles Dickens' *"A Christmas Carol"*



GEORGETOWN NAMED DE BLUEPRINT COMMUNITY (continued from page 1)

The members of Georgetown's new Blueprint Communities Team are:

- Ernie Felici, Jr., Commercial Real Estate Advisor, Cushman & Wakefield of Delaware, Inc.
- Zaida Guajardo, Executive Director, La Esperanza, Inc.
- Stephen Hartstein, Councilman, Town of Georgetown
- Maria Zinszer Porter, Complex Manager Administrative Assistant, Perdue Farms Inc.
- Linda Price, Branch Manager, Fulton Bank
- Robert Ruggio, Senior Vice President for Development, The Commonwealth Group, LLC
- Joy Sikora, Citizen & Past Member, Georgetown Planning Commission
- Anthony Wright, Program Manager, First State Community Action Agency, Inc.
- Alternate: Karen Duffield, Executive Director, Georgetown Chamber of Commerce

We will provide full and comprehensive coverage of the Georgetown Blueprint Community Team's progress here in the Chamber's *OnTrack* newsletter throughout the 7-month planning process. For more information on the Blueprint Communities Program, call Linda Price at 302-855-2406, ext. 19765.

VIP PARTNERS HAVE AN EDGE IN 2012

Are You A
V*I*P?

CHAMBER V*I*P 2012 Partnership PROGRAM

Why 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*

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
- ♦ 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 Prominently featured in the *2012-2013 Georgetown Profile Book & Membership Directory*
- ♦ 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, Farmers' Market, Wings & Wheels- A Fall Festival, Christmas "Balloon" Parade
- ♦ Complimentary admission to Breakfasts/Luncheons
- ♦ VIP Picks (Email Blasts and/or Newsletter Inserts)
- ♦ Annual Membership Dues
- ♦ AND MORE!!!



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 *

~VIP Partners in 2011~

DEL-ONE

* Fulton Bank *

* Brandywine Senior Living * Delmarva Power *

* Insurance Market * NRG Indian River Power Plant *

* Servpro of Sussex County * Tyndall's Construction *

* Wilmington University *





Oct. 23, 2011-Nov. 24, 2011
WEB STATS

Web Visits from 42 countries/territories-3,434
(2,966 Unique Visitors)
Page Views 8,999
New Visits - 78.65%
00:01:16 Avg. Time on Site



GREATER GEORGETOWN CHAMBER OF COMMERCE

2011 Greater Georgetown Chamber of Commerce Officers & Directors

Jeanne Dukes (Beebe Medical Center)—President
 Bernice Edwards (First State CAA)—1st Vice President
 David Mueller (Alarm Engineering)—2nd Vice President
 Linda Price (Fulton Bank)—Secretary
 Joan Tyndall (Sergovic & Carmean)—Treasurer
 Ray Hopkins (ServPro of Sussex County)—Past President

One-Year Directors

Lit Dryden (Pre-Paid Legal Services)
 John Rieley (Edward Jones)
 Trish Schechtman (Joshua Freeman Foundation)
 Arthur P. Veves (Service General)*

Two-Year Directors

Robbie Robinson (Law Office of Kim DeBonte)
 Patricia E. Galvin (PNC Bank)*
 Maria A. Zinszer (Perdue Farms Inc.)*

Three-Year Directors

Chris Couch (Georgetown Boys & Girls Club)
 Donna Koskey (Chardon Jewelers)
 Helen Kruger (Kruger Trailers)
 Steven Uhthoff (Georgetown Wesleyan Church)*

Executive Director, Karen S. Duffield

GREATER GEORGETOWN
 CHAMBER OF COMMERCE
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 LINKING BUSINESS & THE COMMUNITY



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