



MIDDLETOWN AREA CHAMBER OF COMMERCE

VOL. 04

CHAMBER CHATTER

3 MONTHS OF
MEMBERSHIP,
EVENTS, AND MORE!

October, November,
and December 2025

Chamber Celebrations & Highlights

Celebrating our members, strengthening
connections, and shaping our community.
Discover it all in the latest Chamber magazine.



2025
Q4 Issue

WWW.MACCDE.COM



MIDDLETOWN

WELCOME NEW MEMBERS

Welcome to the Middletown Area Chamber of Commerce!

- Wissinger CPA, LLC
- Pallino Asset Management
- Thrive Real Life Independence
- The Clawson Home Team
- Delaware Residential Sprinkler LLC
- Blackwell HR
- Knight Leadership and Professional Development
- DJ's Alliance
- NutriHealth
- Jackson House
- Delaware Community Foundation
- Sylvan Learning Center Middletown
- IHeart Dance Studio
- Ron Jaworski's Back Creek Golf Club
- Iconic Roofing & Exteriors
- Sapphire Tides Empowerment Coaching & Consulting
- Be The Light Global, Inc.
- Randazzo's Italian Restaurant
- Iron Valley Real Estate Premier
- Kitchen Guard of Delmarva
- Serenity Gardens Assisted Living
- Loan Factory, Inc.
- JKR Roofing & Renovations
- The April Edit LLC
- Center For Balanced Living
- Catalyst Visuals
- Project LeanNation



October, November,
& December
New Members!

MACC Membership Matters

Membership is more than just a networking opportunity; it's a strategic investment in the success and growth of a business.



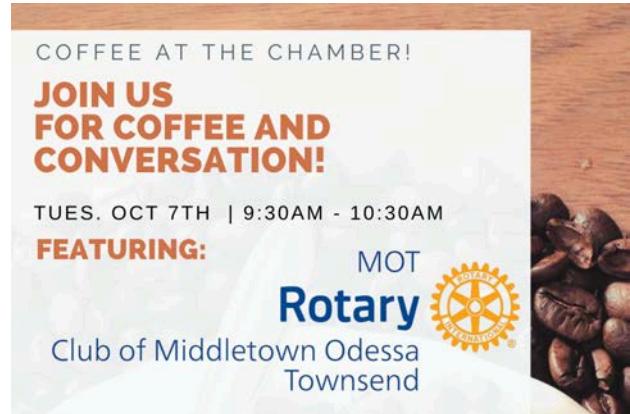
MACC is an organization of businesses, entrepreneurs, and community members with a focus on promoting business and enhancing the quality of life in our community. Your membership boosts your visibility and provides you with valuable resources and relationships that can help you grow your business!

OCTOBER at the MACC: Connection Around Every Corner

October was a busy and exciting month at the MACC, filled with opportunities to connect, celebrate, and hear from our local business community. From networking over coffee to celebrating milestones and welcoming new businesses, there was always something new happening!

Coffee at the Chamber: Conversations That Matter

On the first Tuesday of every month, you want to make a point to stop by the Chamber for the popular Coffee at Chamber gathering hosted by a fellow member. October was hosted by the MOT Rotary sharing their mission of "Service above Self" and offering opportunities to get involved and give back both to our local community and globally in efforts to support eye corrective surgeries and clean drinking water around the world.



This event offers a warm and welcoming atmosphere to converse over coffee. Attendees also have the opportunity to share updates, resources, and ideas during a round table introduction. The casual format allows for genuine connections, and attendees walk away with business leads, but also a deeper understanding of the business community.

Meet LIVE Hydration Spa!

From the time you walk in you immediately feel rejuvenated. Whether it's the warm staff, oxygen pumping or beautiful decor - this place feels AMAZING!



LIVE Hydration Spa in Middletown is a wellness destination focused on helping clients feel their best through personalized intravenous (IV) hydration and nutrient therapy. At LIVE, medically tailored IV infusions deliver essential vitamins, minerals, antioxidants, and fluids directly into the bloodstream for fast absorption—supporting hydration, immune health, energy, recovery, and overall well-being.

Clients can choose from a variety of targeted treatments designed to meet different needs—whether it's boosting hydration, enhancing immunity, improving circulation, easing inflammation, or promoting energy and mental clarity. The spa also offers additional therapies such as oxygen bar sessions, ionic detoxification, and vitamin injections to complement IV services making it a versatile option for self-care and wellness.



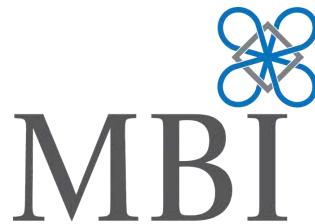
LOOKING FOR OFFICE SPACE?



MBI

- Business Mailing Address
- Meeting Space Rentals
- Printing Services
- Private Office Space
- Drop In Professional Space

The Middletown Business Incubator & Collaborative Workspace serves as a business center for our Chamber community.



The Middletown Business Incubator (MBI) serves as an enterprise business center that provides resources for businesses and entrepreneurs to grow and be successful.

Located inside the
MACC CHAMBER OFFICE
651 N. Broad St., Middletown

MISSION: To inspire entrepreneurship through opportunity

VISION: Supporting business and economic growth through entrepreneurship for the MOT (Middletown, Odessa, Townsend) Area

The MBI is unique for our area as it is anchored through the Middletown Area Chamber of Commerce (MACC) and supported through the Middletown Area Chamber of Commerce Foundation, a 501 (c) 3 nonprofit organization dedicated to scholarship, education and economic development. It also offers a collaborative environment for entrepreneurs and existing businesses with a variety of rental space opportunities, in addition to networking, seminars, workshops and mentorship.

MACC Annual Fall Luncheon

Middletown Memorial Hall

Our Annual Fall Business Luncheon was an outstanding success, bringing together more than 160 business leaders from across our region for an afternoon of connection, insight, and inspiration. The energy in the room reflected the strength of our local business community and the shared commitment to growth and collaboration.



Attendees heard from two exceptional speakers who delivered timely, practical perspectives for today's business environment. **J. Michael Bowman of the Small Business Development Center** provided valuable guidance and resources to help businesses navigate challenges and seize new opportunities, while **Christine Sauers of the Better Business Bureau** shared important insights on trust, credibility, and best practices that strengthen both businesses and consumer confidence.





We were also proud to highlight our presenting sponsors, **Viamark** and **Dover Federal Credit Union**, whose continued support helps make impactful events like this possible. Their investment in our business community plays a vital role in fostering education, engagement, and meaningful connections.

Congratulations to our Ambassadors of the 2nd and 3rd Quarters of 2025: **Brian Moreau** and **Dr. Rachael Knotts**.

Thank you to everyone who attended, sponsored, and contributed to making this year's Fall Business Luncheon a memorable and impactful experience. We look forward to continuing the conversations sparked at this event and building on the momentum together.



Event Sponsors:

VIAmark®
Advertising & IT Solutions



Dover Federal
CREDIT UNION

ARTISANS' BANK
A History of Service - Since 1861

LET'S GET CONNECTED!

Currently seeking **AMBASSADORS** to join our team as an official representative of the Chamber of Commerce, serving as mentors to new members and assisting businesses with Chamber involvement, its programs, and other members.

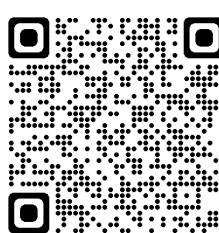
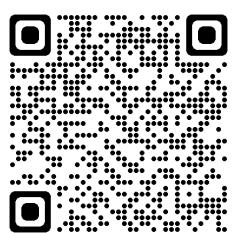
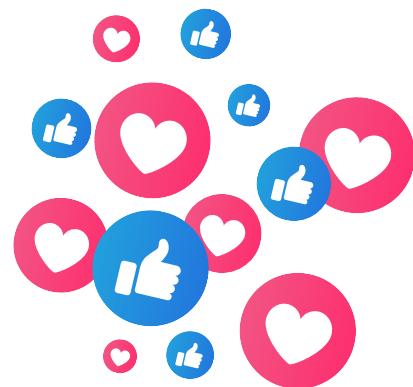
WHY SERVE AS AN AMBASSADOR?

Serving as an Ambassador allows you to become more involved in your business community. This results in increased networking opportunities, enhanced visibility of your business, & numerous opportunities to market and promote your products & services.



**Monthly Meetings are held at
The Middletown Area
Chamber of Commerce
1st Thursday 12pm-1pm**

Follow
Us on
Social
Media



Middletown Area Chamber of Commerce



@middletownareachambercommerce



Basket of Cheer!

Our Foundation Fundraiser this fall featured a basket of cheer graciously donated by our friends at Mulligans!

Congratulations to winner Karl Stukis of Diamond State Technologies!!

All proceeds fuel our Entrepreneurial Grant Program, investing in local business owners by offsetting startup fees and key expenses—giving their businesses the momentum needed to move forward with confidence.



40 years in Business!

Bob Gosselin Photography has been capturing your families precious moments for over 40 years! Specializing in personal attention and a satisfaction guarantee! Congratulations to Member, Ambassador, and MBA member Bob Gosselin on this milestone celebration!



Trick or Treat on Main!

Celebrating the Small Town Spirit that Makes MOT so special!



The Annual Lottery Party

Hosting a mixer is one of the most coveted opportunities we have to give. Everyone has a chance to win by dropping off your card in the month of October, those present get an extra chance AND get first priority on mixer type and month! Combined with seasonal flare... this was a night to remember! Congratulations to all our winners and we can't wait for your moment to shine in 2026!



MBA BUSINESS REFERRAL GROUP



MBA
MIDDLETOWN BUSINESS ALLIANCE
Local Professionals. Trusted Service.



Your Chamber Supported
Business Referral
Networking Group



www.maccde.com/mba



The Middletown Business Alliance is a networking organization where local professionals provide the trusted service you have come to know and expect from the Middletown Chamber of Commerce.

Our mission is to provide entrepreneurs with a place to grow their business and build strong foundational relationships, all with the full support and resources the Middletown Area Chamber of Commerce has to offer.



**Weekly meetings are held at
The Middletown Area Chamber of Commerce
Tuesday Mornings 8:15am-9:30am**

Middletown Business Alliance - Local Professionals. Trusted Service.

November in Motion: Learning, Leading, and Giving Back

November was a month filled with meaningful connections, learning, and celebration across our Chamber community. From casual conversations over Coffee with the Chamber to festive gatherings like our Ambassador Friendsgiving and the Little Black Dress Event, members came together to build relationships and strengthen our local network.

We continued to invest in professional growth through events like Lunch & Learn: Bridging the Generational Gap and participation in the NC4 Women's Leadership Conference, while also celebrating milestones—marking Jackson House's one-year anniversary and welcoming new businesses, including Iron Valley Real Estate Premier and the Incubator & Collaborative Workspace, with a ribbon cutting.

November also reminded us of the power of giving back, highlighted by the Dover Federal Credit Union "Stuff a Stocking for a Soldier" Mixer. Together, these moments reflect the heart of our Chamber: connection, collaboration, and community impact.

November Coffee at the Chamber hosted by THAT 1 PAINTER



Thank you Andrew Pudimont for sharing your story, your community commitment, and your expert precision painting services!

Lunch & Learn: Bridging the Generational Gap

We asked participants why they were attending + answers ranged from:

- Wanting to appropriately manage younger generations
- Wanting to effectively communicate to different generations
- Cultivate a peaceful work environment understanding each generation



Presilah's presentation touched on each one of those points AND:

- Hard work looks different to each generation
 - Language evolves - what was direct polite communication 40 years ago may come across differently in present day
 - Generation have their own set of values & understanding them matters.
- It was a powerful conversation, and we all walked away with new perspective and respect for one another!

www.discoverthefinerpoints.com

HAPPY BIRTHDAY JACKSON HOUSE!

Congratulations to owners Jose, Hope, GM Selena, and the entire Jackson House team on an incredible first year! Over this year we've conducted MACC business meetings to a fabulous 40th birthday celebration and just enjoyed night of with friends. Jackson House, you've truly become a beloved gathering place for our community.



The Little Black Dress Event!

The Middletown Area Chamber of Commerce's Little Black Dress Event was an evening that beautifully blended style, connection, and community impact. Bringing together professionals, leaders, and friends from across the region, the event created a welcoming space to celebrate confidence, camaraderie, and the power of women supporting women.



The Chamber extends heartfelt thanks to everyone who attended and helped make this event such a success — from our sponsors and partners, to our Keynote: Jessica Brokenbaugh of Deep Dive, and to every individual who showed up ready to engage and uplift one another. Events like the Little Black Dress Event highlight what makes our Chamber so special: a community that values relationships, celebrates success, and comes together to make a lasting impact.



PROPERTY MANAGEMENT & MAINTENANCE



Ambassador Friendsgiving!



We're so thankful for this amazing group who dedicate their time and energy all year long helping us connect with new members, coordinate events, and serve as official representatives of the Middletown Area Chamber of Commerce. Thank you all for shining your light and helping our Chamber grow stronger every year. 



To the Stage!

CEO, Michelle Gramlich joins other Chamber leaders at the NC4 Women's Leadership Conference to share what makes our MOT community so special and to highlight the value of Collaboration over Competition in business success and in how we shape the landscape of our communities.



Chambers, and leadership, look a lot different than they did not too many years ago. Many organizations are recognizing the benefits of collaborating for the betterment of our communities, and the result: we all RISE together!

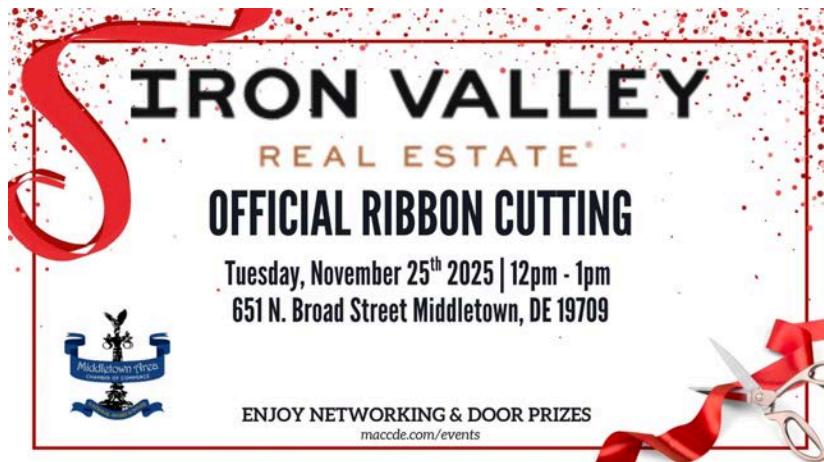
Dover Federal Credit Union: Stuff a Stocking for a Soldier Mixer

What an incredible night of community, giving, and holiday cheer at Dover Federal Credit Union! Together, our Chamber members and partners stuffed 150 stockings to be delivered to Dover Airforce base and brighten the season for our men and women in uniform.

A heartfelt thank you to Susan Yocum and Deb Jewell for organizing this meaningful initiative, and to Dover Federal Credit Union for hosting an impactful evening of connection and service.

This is the power of community — when we come together, we spread light and gratitude far beyond our hometown.





Welcoming Iron Valley Real Estate Premier to our Chamber Community!

We are thrilled to welcome Iron Valley Real Estate Premier to Middletown and as our newest Middletown Business Incubator & Collaborative Workspace (MBI) business!

At Iron Valley, their agents bring an outside perspective to the real estate process that's focused on personalized care and efficiency. With decades of experience, and a commitment to doing what's right, IRVE is proud to guide buyers and sellers with honesty, reliability, and care.

Roger Bradley Thank you for sharing your vision for where you see IVRE headed in this region. We are excited to be part of this journey!



November truly was a vibrant and impactful month at the Chamber, filled with opportunities to connect, learn, celebrate, and give back reminding us that together, we make a difference!

Annual Community Guide and Business Directory

3,500 physical impressions and a growing digital presence



YOUR AD CIRCULATED FOR AN ENTIRE YEAR!

The Middletown Area Chamber of Commerce is gearing up to produce its highly anticipated MOT Community Guide and Business Directory, and we are excited to once again be partnering with Launch Design Collective.

The Middletown Odessa Townsend Community Guide and MACC Business Directory is the areas goto community publication providing yearlong visibility in the MOT region. Your presence is the most effective way to reach the residents and business owners withing the M.O.T. Area.

Contact the MACC office at 302-378-7545 with any questions. Space is limited, so please act quickly. We look forward to seeing you all in our new 2026 MOT Community Guide & Business Directory!

MIDDLETOWN AREA CHAMBER OF COMMERCE

PREMIER MEMBERSHIP

ENROLLMENT NOW OPEN FOR EXCLUSIVE BENEFITS IN 2026!

» JOIN NOW

PREMIER MEMBERSHIP ADD-ON - \$125

INCLUDES:

- PREMIER DIRECTORY LISTING IN 2026 COMMUNITY GUIDE AND BUSINESS DIRECTORY WITH OVER 3000 PHYSICAL IMPRESSIONS. (BUSINESS NAME HIGHLIGHTED AND DISPLAYED AT TOP OF INDUSTRY)
- PREMIER DIRECTORY LISTING ON CHAMBER ONLINE DIRECTORY WITH OVER 400,000 ANNUAL VIEWS. (BUSINESS LISTED AT THE TOP OF THE INDUSTRY CATEGORY & A ROTATING BANNER ADVERTISEMENT)
- BUSINESS HIGHLIGHT ON SOCIAL MEDIA AND IN THE CHAMBER NEWSLETTER.

ENROLL BY DEC 31 FOR PREFERRED ANNUAL DIRECTORY LISTING

Middletown Area CHAMBER OF COMMERCE

NATIONAL AWARD WINNER

PREMIER MEMBERSHIP

December at the Chamber

Closing the Year Together

December wrapped up the year with warmth, celebration, and purposeful connection across the Chamber community. From starting the month with Coffee with the Chamber hosted by Diamond State Financial Group to gathering for our festive Ugly Sweater Party hosted by WSFS and Stam Promotional Marketing, members came together to celebrate relationships and the season.

The Chamber proudly took part in the Main Street Christmas Parade, spreading holiday cheer throughout our community, while also sharing exciting progress through a mural update that reflects our commitment to placemaking and local pride.

December also offered meaningful opportunities for engagement and reflection, including our Quarterly Member Breakfast and Strategic Planning Social, as we looked ahead to the future together. We closed the month by spotlighting the importance of connection and collaboration through our Directory and Distinguished Partner initiatives — honoring the businesses and leaders who help strengthen our Chamber and community year-round.

Our Final 2025 Coffee with the Chamber

Thank you Diamond State Financial Group for sharing about your business and continuing to help members with their financial needs.

Now offering Chamber members exclusive pricing / discounts on 401(k) plans and general retirement options.





WSFS & STAM Promotional Marketing Host: Annual Ugly Sweater Party!

Thank you to everyone who joined us in your most festive, funny, and gavulously “ugly” looks. The joy, the connections, and the holiday cheer filled ALL the rooms! And a **HUGE** thank you to **STAM Promotional Marketing** and **WSFS**!



MACC at the Main Street Holiday Parade!

It was wonderful to see so many of our MACC member businesses participating in and attending the 2025 Middletown Main Street Holiday Parade. The event was a true celebration of community spirit, and we were especially proud to have our very own Michelle Gramlich serve as a judge — representing the Chamber and cheering on our local businesses and organizations.

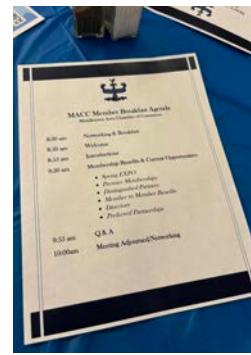


Quarterly Member Breakfast

Serving up connections & member leverage

The MACC Quarterly Member Breakfast continues to be one of the most engaging and energizing ways for members to connect, learn, and feel truly part of the Chamber community.

With a delicious breakfast prepared and served by the MOT Senior Center, the morning sets a warm, welcoming tone that immediately brings people together.



What makes this event so special is the opportunity for members to stand up, introduce themselves, and share a little about who they are and what they do. These moments spark conversations, create instant connections, and often lead to new partnerships and referrals long after the breakfast ends. Whether attending for the first time or as a long-time member, everyone leaves feeling seen, heard, and connected.



Beyond networking, the Quarterly Member Breakfast offers valuable insight into how to fully leverage Chamber membership. Members learn from one another about the many ways the Chamber supports business growth — from networking opportunities and community visibility to educational programs and leadership development. Hearing firsthand success stories reinforces the real impact of being actively involved. The MACC Quarterly Member Breakfast is a reminder that the Chamber is a community built on relationships, shared knowledge, and a genuine commitment to helping one another succeed.

MACC MAIN STREET MURAL

Where Local Business Takes Center Stage

We are proud to celebrate our longtime partners, Sam and Anna Tawfik of Happy Place Childcare of Middletown, now proudly featured on our MACC Main Street Mural! Their commitment to our community and continued support of the Chamber have made a lasting impact, and we're thrilled to honor them in this special way!

Want to be featured on our MACC Main Street Mural? Email info@maccde.com to learn how!



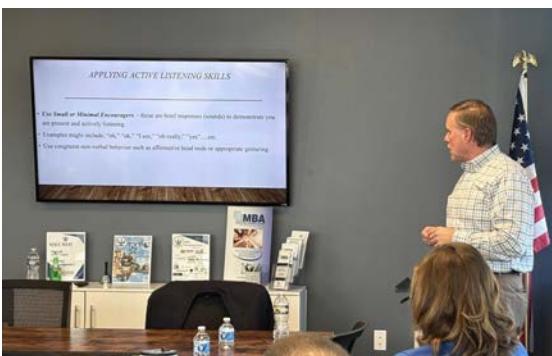
LUNCH & LEARN

Mastering De-Escalation: Strategies for Conflict Management & Effective Communication

Mr. Jim Warwick gave us a valuable education on how to confidently navigate workplace tension, resolve conflict, and improve communication with proven de-escalation strategies.

This session equipped our members with practical tools they can apply immediately, at work and beyond.

Thank you for sharing your expertise and closing out the year with impact!



STRATEGIC PLANNING FOR 2026!

Meaningful Efforts To Support Our MACC Members

We are grateful for our Board Members, Ambassadors, and Staff who showed up ready to lean in toward deeper connection, stronger collaboration, and a Chamber culture that keeps getting better!



A lot of people have been curious - what makes this season powerful for MACC? It's new, diverse voices joining the table and the wisdom and steady leadership of our veteran members. It has been a beautiful collision of different walks of life and business. It's been said "sharing is caring". We share AND we care. Caring about our fellow chamber members business, our own businesses, and the growing community.

We are all working together, with positive intentions. So, that's our secret. There, you have it. Membership is honestly growing... and there are no signs of slowing down!



As the great Bruno Mars once said: "Don't believe me, just watch." Thank you again to all members of our Leadership team! 2026, here we come!

Distinguished Partnership

Open Enrollment for 2026



Partnering with the Chamber not only supports local business growth but also strengthens your organization's visibility, credibility, and community impact.

- **Recognition as a valued Chamber supporter helping strengthen the business community**
- **Increased visibility through Chamber communication platforms**
- **Enhanced credibility by aligning with a trusted community organization**
- **Access to exclusive networking opportunities and introductions**
- **Opportunities to showcase your business at Chamber events**
- **Connection to resources, advocacy, and community development initiatives**

Partners foster a culture of collaboration, create lasting legacies, and empower the Chamber to fulfill its mission. The value our partners provide is immeasurable, and the impact is felt throughout Southern New Castle County.





Thank you

2025

Distinguished Partners

Platinum



Gold



Silver



Corbit-Calloway
MEMORIAL LIBRARY



LAW OFFICE OF
Heather A. Long



COMPASS RE

Copper



Foundation Partner



Message from the CEO

As we wrap up the final month of the year, I find myself reflecting with deep appreciation on what an extraordinary year it has been for our Chamber and our community. Together, we have navigated growth, embraced new partnerships, and celebrated countless milestones that speak to the strength, resilience, and spirit of Middletown.



Your commitment to showing up, engaging, and lifting one another is what fuels our mission every single day. Thank you for the energy you bring, the trust you place in us, and the pride you share in our community's success. This year's momentum has been nothing short of inspiring.

As we look ahead to 2026, we are excited to focus intentionally on three key areas that will elevate the value of your membership and strengthen our collective impact:

- **Advocacy**

We are committed to being a powerful voice for our business community, listening closely to your needs and representing your interests. Please feel free to contact/email me directly with any questions at mgramlich@maccde.com.

- **Our BIG 5 Signature Events**

Our signature events continue to be cornerstones of connection, visibility, and community pride. In the new year, we will be enhancing these programs to deliver even more value, excitement, and opportunities for engagement.

Our BIG 5 Signature events include: *The Spring EXPO, our Spring Luncheon, the Annual Awards Gala, our Scholarship Golf Tournament, and the Fall Luncheon.*

One exciting update: we are moving **the Annual Awards Gala to May 1st!** This shift will allow more area businesses to participate without the constraints of the post-holiday season. Nominations for 2025 have been received, and member voting will open in April.

- **Member-to-Member Benefits:**

In 2026, we will expand initiatives that help you do business with fellow members, leverage exclusive savings, and build meaningful relationships. Stronger connections create a stronger business ecosystem, and we're here to help make those connections even easier.

Now Live! Members can add *Member News, Internal Member-to-Member Benefits, and Member-to-Community Benefits* directly through the Chamber portal. These marketing opportunities are promoted each week online and in our member newsletter, reaching more than 1,300 local and state business owners and community leaders.

Thank you for being a vital part of our Chamber family and for helping make this year truly exceptional. I can't wait to see what we accomplish together in the new year.

With gratitude and excitement,

Michelle Gramlich, CEO

Maximize your Member Benefits

TAKE ACTION!

UPDATE YOUR CHAMBER DIRECTORY PAGE THROUGH YOUR PORTAL!

With over a million hits a year, our business directory is the place to be seen! Keep your information up to date! You can also add representatives, and share your news, events, job postings, and deals for promotion in our weekly newsletter!

SHARE YOUR MEMBER-TO-MEMBER BENEFITS!

Do you offer Discounts or specials to chamber members? Promote them on our website and newsletters by emailing info@maccde.com with your offers!

COMMUNITY GUIDE & BUSINESS DIRECTORY!

The MACC Community Guide and Business Directory is the Middletown Area Chamber of Commerce's official publication, and is the most effective way to reach the residents and business owners within the M.O.T. Area. Currently Accepting Ads for the 2026 and 2027 Publications.

DOOR PRIZES!

Providing a door prize is a simple, high-impact way to showcase your business, gain recognition at Chamber events, and put your brand directly in front of engaged community members. It's a cost-effective opportunity to build goodwill, spark connections, and even turn prize winners into loyal customers.

REGISTER!

Don't miss out! These seats are likely to sell out! Register early for your seat at the MACC Spring Luncheon | Annual MACC Awards Gala | 2026 Scholarship Golf Outing. Tickets: maccde.com/events

SPRING EXPO!

our 17th Annual Spring Expo is almost here! Join us on March 5th from 4pm-7pm at the Townsend Fire Hall for a Taste of Middletown and an opportunity to visit with over 100 local businesses in one night! This is the areas premier Expo, with over two-thousand visitors. Want to get in on the fun, register for a vendor booth before they are all gone!

UPCOMING SIGNATURE MACC EVENTS

March 5th **17th ANNUAL SPRING EXPO**
MIDDLETOWN MEMORIAL HALL
11:30AM – 1:30PM
REGISTER BY October 10th



April 15th **MACC Spring Luncheon**
MIDDLETOWN MEMORIAL HALL
11:30AM – 1:30PM
REGISTER BY April 10th



May 1st **54th MACC AWARDS GALA**
Chesapeake Inn, Chesapeake City
6:30PM-10:30PM
REGISTER BY APRIL 24th



PARTNERSHIP/SPONSORSHIP OPPORTUNITIES

The Middletown Area Chamber of Commerce offers exclusive annual partnership packages for our members with benefits in the areas of Membership, Events, and Sponsorship through our Distinguished Partner Program! Individual event, program and advertising opportunities also available maccde.com/sponsoring-opportunities



MIDDLETOWN AREA CHAMBER OF COMMERCE
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