MIDDLETOWN AREA CHAMBER OF COMMERCE

Q3 ISSUE

CHAMBER CHATTER

THREE MONTHS OF MEMBERSHIP, CONNECTIONS, CELEBRATIONS & MORE!



QUARTERLY MAGAZINE

JULY - AUGUST - SEPTEMBER 2026

Ribbon Cuttings - Milestones - Golf - Coffee - Board Blitz - Member Breakfast - Mixers



Welcome to the Middletown Area Chamber of Commerce!

July, August, and September New Members!

- Casa 19
- First State IT Infrastructure Consulting LLC
- Dan Dougherty State Farm
- Becker Morgan Group, Inc.
- The DMI Group
- Caldwell Motor Works
- RM Virtual Assistant & Bookkeeping
- ChristianaCare
- MOT Outreach Initiative
- Blood Cancer United
- Supreme Exteriors Roofing and Siding
- Production Resource
- Volpe Enterprises, Inc.
- 3&D Personal Training
- Middletown Sports Gymnasium
- Aster DryWall, LLC
- Farmhouse Middletown
- Hoop Delaware
- Investment Management & Planning, LLC
- Bridgewater Jewelers
- Orangetheory Fitness
- Richard L Engle Jr & Assoc., PA
- Zion Sheet Metal
- Eazy Does It Auto Sales
- Pausing It Health and Wellness
- Rooted in Her Essence Coaching
- SETS Hybrid Training
- SafeHouse LLC

Membership
More than Networking

Joining the **Middletown Area Chamber of Commerce** is more than a networking opportunity—it's a strategic investment in the growth and success of your business.

The MACC is a dynamic organization of businesses, entrepreneurs, and community leaders dedicated to strengthening our local economy and enhancing the quality of life throughout the MOT community.

As a member, you'll increase your visibility, expand your professional network, and gain access to valuable resources, marketing opportunities, educational programs, and meaningful partnerships designed to help your business thrive.

When you invest in Chamber membership, you're not only investing in your business—you're investing in a stronger, more connected community.

JULY at the MACC:

Celebrating Local Business & Making Connections

July was a wonderful reminder of what makes our Middletown Area Chamber of Commerce community so special. From celebrating business milestones and welcoming new businesses to strengthening relationships and bringing our community together on the golf course, the month was filled with opportunities to recognize the people, partnerships, and passion that continue to move our local business community forward.

CELEBRATING 18 YEARS OF JDM #1 PLUMBING, LLC!

Eighteen years in business is a milestone worth celebrating! We were proud to recognize JDM Plumbing as they celebrated their 18th anniversary. Local businesses like JDM are an important part of what makes our community thrive, and reaching this kind of milestone reflects years of hard work, dedication, and service to the customers who count on them. Congratulations to the JDM Plumbing team on 18 years of serving our community, and here's to many more years of success!

















Your Membership Provides Access!

FIVE MAJOR EVENTS

- Spring EXPO
- Spring Luncheon
- Awards Gala
- Scholarship Golf Tournament
- Fall Luncheon

PROGRAMS & ENGAGEMENT

- Lunch & Learns
- Coffee with the Chamber
- Ribbon Cuttings
- Monthly Mixers
- Member Events
- Networking Opportunities

MEMBER EXPERIENCE

- Referrals
- Benefits
- Celebrations
- Business Connections

COMMUNITY PRESENCE

- Town & County Relationships
- Community Event Participation
- Partnerships
- Advocacy
- Economic Development

RESOURCES

- Middletown Business Incubator
- Business Services
- Trainings on Business Topics
- State Resource Connections
- Discounted Services
- Online Trainings

VISIBILITY

- Business Directory
- Community Guide Publication Listing
- Chamber Chatter Recognition
- Social Media
- Member Website
- Weekly Newsletters
- Door Prizes
- Event Sponsorship
- Distinguished Partnership
- Board and Ambassador Participation

& MORE

- Notifications of Business Relevent News
- Local Events, Deals, and Jobs
- Affiliation
- Member Celebrations
- Business Contact Data & Service Sharing
- Referability
- Guidance for New & Existing Businesses



COFFEE AT THE CHAMBER:

Coffee, Conversation & Connection with Delaware Valley Medigap



Sometimes, the best business opportunities begin with a simple cup of coffee and a conversation. Our Coffee at the Chamber, sponsored by Delaware Valley Medigap, gave members another opportunity to step away from their busy schedules, meet fellow business owners, share ideas, and build relationships.



MEET OUR AMBASSADORS:

The People Behind the Connections



Have you met our MACC Ambassadors? This dedicated group meets monthly with a shared purpose: helping cultivate relationships throughout our membership and making sure our members feel connected, welcomed, and engaged.



Our Ambassadors play an important role in helping members discover opportunities to get involved, build meaningful relationships, and make the most of their Chamber experience. They help turn introductions into conversations and conversations into lasting connections.

At MACC, we believe that business growth happens when people grow together. Our Ambassadors help bring that belief to life, one relationship at a time. If you're looking for a way to become more involved and help other members feel at home in our Chamber community, we'd love to connect with you!

MACC Scholarship Golf Tournament!



What a Day! Thank You for Making Our 21st Annual MACC Scholarship Golf Tournament a Tremendous Success!

Sometimes everything just falls into place... and this was one of those days. While the forecast kept us guessing, the rain held off just long enough to give us the perfect day on the course. We truly felt like Mother Nature was cheering on our golfers and our mission!

Events like this simply don't happen without an incredible community standing behind them. We are beyond grateful to everyone who helped make this tournament such a memorable success, all while supporting scholarships for local students.







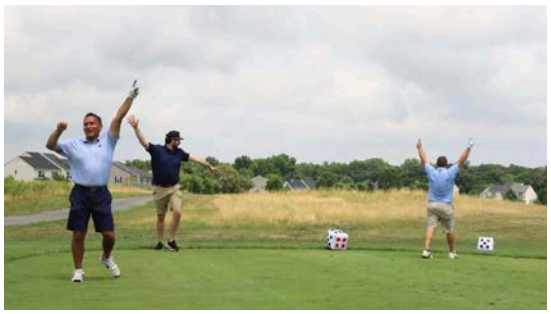


A heartfelt thank you to our amazing sponsors for believing in our mission and investing in the future of our community:





Title Sponsor: **Betts Garage Towing and Hauling**
Reception Sponsor: **MPC Painting & Contracting**
Lunch Sponsors: **WSFS Bank** & **Four Pillars Group**
Golf Ball Sponsor: **AKA Advisory, LLC**
Golf Cart Sponsor: **Patterson-Schwartz Middletown Office**
19th Hole Sponsor: **Holly & Morton, LP**
Beverage Sponsor: **Ducklings Early Learning Center Whitehall**
Beverage Sponsor: **Encompass Health Rehabilitation Hospital Middletown**
Snack Sponsors: **Philly Pretzel Factory - Middletown** & **Surf Bagel**
Spirited Shots Game Sponsor: **R G Architects**
Photography Sponsor: **Gabriel Morris - NantaFocus**
Sign Sponsor: **Spray Less Wraps and Graphics**










A special thank you to our Specialty Hole Sponsors:
B&G Auto Body • The Tri-M Group, LLC • Infinite Indoors • Excel Business Technologies • First Tee - Delaware

To our dedicated MACC Board of Directors, Chamber Ambassadors, and our incredible Chamber staff that gave your time and energy to supporting this event. Your months of planning, countless meetings, phone calls, sponsorship outreach, auction donations, and attention to every detail created an unforgettable experience for our golfers. Your passion and commitment are what make this tournament one of our community's favorite traditions. Thank you for showing up early, staying until the very last cart was in, and doing whatever needed to be done with smiles on your faces.

To Odessa National Golf Club - THANK YOU! You always take great care of us and kept the day running smooth and cool under pressure. Thanks for the great food, keeping the coolers full, and your incredible organization and care.



And finally, thank you to every golfer, donor, and supporter who joined us. Because of you, we are able to continue investing in the next generation through scholarships that help local students pursue their dreams.

Together, we didn't just play golf, we changed lives.
THANK YOU, MOT!

WELCOME CIAO BELLA NAILS & SPA:

A Beautiful New Beginning!

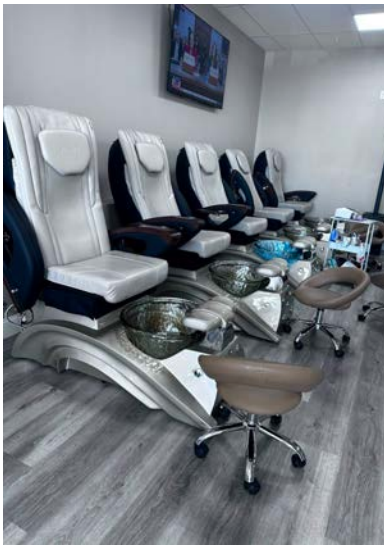
✂️ July also brought a reason to celebrate as we joined Ciao Bella Nails & Spa for its ribbon cutting and grand opening! Ribbon cuttings are among our favorite ways to welcome a new business into the community. They mark the beginning of an exciting journey and give us an opportunity to introduce a business to the people who will help it grow.

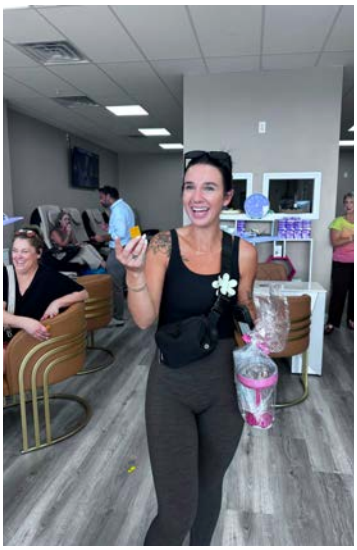
We were delighted to celebrate this new chapter with the Ciao Bella Nails & Spa team and welcome them to our local business community. We encourage our members and neighbors to join us in showing them some small-town love as they begin this exciting adventure!

Guests enjoyed touring the gorgeous new salon, meeting the friendly team, and complimentary foot spa and massage services. It was wonderful to see so many community members, Chamber Ambassadors, friends, and local businesses come together to show their support.

Be sure to stop by, say hello, and treat yourself to a little well-deserved pampering.









MBI

Middletown Business Incubator
& Collaborative Workspace

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- HIGH SPEED INTERNET
- COLLABORATIVE SPACES
- COMPLIMENTARY COFFEE & REFRESHMENTS
- PRIVATE OFFICES
- MEETING ROOMS & EVENT SPACE
- A SUPPORTIVE BUSINESS COMMUNITY





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A SPACE TO TURN IDEAS INTO IMPACT!

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HOURLY PASS	DAILY PASS	WEEKLY PASS	MONTHLY PASS
$10	$30	$100	$250
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PRIVATE OFFICES AVAILABLE
Elevate Your Business with a Dedicated Space.

PRIVATE CONFERENCE ROOMS
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POWERED BY BUSINESS. DRIVEN BY COMMUNITY.

WELCOME PRIMO HOAGIES

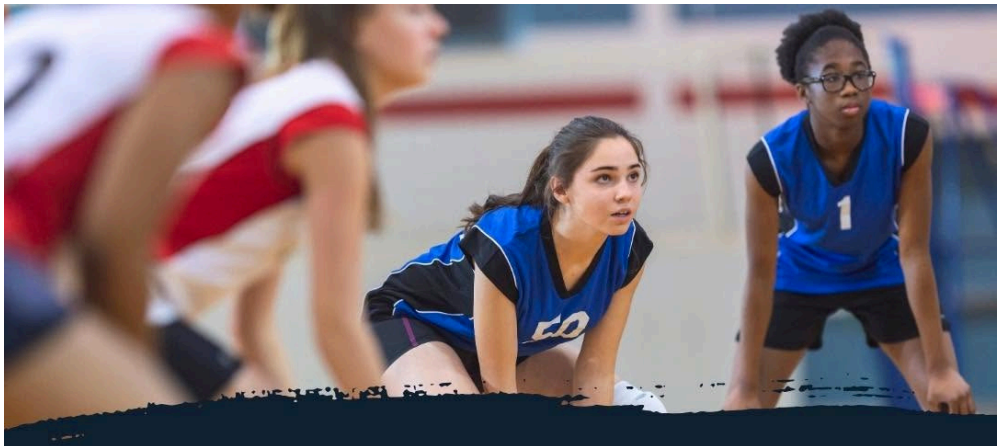
Now Open!

Have you heard? PrimoHoagies has made it's arrival to Middletown, DE!









EARLY MEMBERSHIP.

EXCLUSIVE BENEFITS.

Lock in pre-opening membership pricing **UP TO 15% DISCOUNT**

The first 50 annual members receive a **FREE MSG T-SHIRT**

Founding member recognition & **EARLY ACCESS** to pre-opening events and facility tours

MiddletownSportsGym.com

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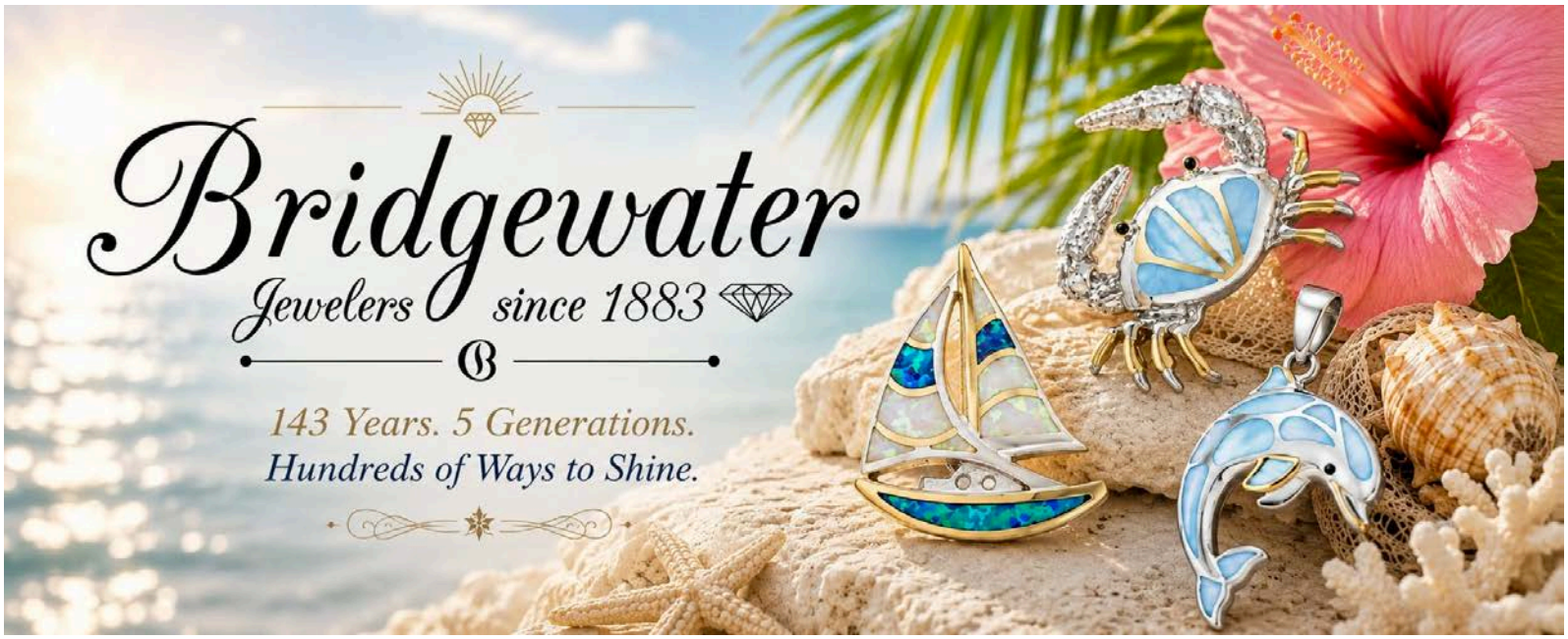




Middletown Area Chamber of Commerce
National Award Winner

Follow Us on Social Media

Middletown Area Chamber of Commerce

@middletownareachambercommerce

August is for Networking!

Creating Business Opportunities

August was full of the connections, collaboration, and community spirit that make the Middletown Area Chamber of Commerce so special! From meaningful conversations and mentorship to multi-chamber networking, member celebrations, and new opportunities at the Middletown Business Incubator (MBI), our month was a reminder that great things happen when we bring people together.

COFFEE AT THE CHAMBER:

Coffee is all about connection!

We kicked things off with Coffee with the Chamber, sponsored by MOT Outreach Initiative.

The MOT Outreach Initiative is a community outreach effort in Middletown, Delaware, led by Connection Community Church to help neighbors in need throughout the Middletown-Odessa-Townsend area.

Providing necessities, food assistance, clothing, school supplies, and household essentials and continuing the tradition of guidance, resources, encouragement, and a compassionate ear to neighbors who need support.









ALL THERAPY
PHYSICAL THERAPY AND WELLNESS

Summer Networking Event

We continued the summer networking fun at the All Therapy Summer Mixer, shining a light on the businesses and professionals making a difference in our community.





This time, ALL Therapy - Physical Therapy and Wellness brought the party to US, hosting an incredible evening right here at MACC! After an informative brief presentation collectively we received 100% on our follow up pop up quiz! Also, we learned something very important: Dr. Ryan judges us ALL on how we walk and can immediately tell what help we need!

Then there was the Caribbean food that was absolutely AMAZING — and clearly a major highlight of the evening! Thank you to the All Therapy team for hosting such a fun and memorable mixer and for bringing your energy, food, and fellowship into our office!









Learn more about
All Therapy
Physical Therapy
& Wellness
at: www.alltherapy.net

IDEA LAB PITCH PRESENTATIONS



On Tuesday, August 4th our CEO, Michelle and our Membership Engagement Coordinator, Stephanie were invited to attend the iDEA Lab Final Pitch Presentations hosted by the (SBDC) Delaware Small Business Development Center at Appoquinimink Community Library.

The innovation, creativity, and determination on display are a testament to the strength of Delaware's entrepreneurial community. Supporting business growth means more than celebrating success; it means helping our members navigate the journey along the way.

2026 MULTI-CHAMBER MIXER

Three Chambers. One Unforgettable evening!



















Networking took a fun turn with our Flamingle Multi-Chamber Mixer! Bringing together professionals from The Middletown Area Chamber, New Castle County Chamber, and Cecil County Chamber created new opportunities to expand networks, exchange ideas, and build relationships beyond our own backyard. Because sometimes, the best business connections happen when you step outside your usual circle!

Thank you to our Event Sponsor: Dan Dougherty from State Farm!

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

DIAMOND CAR WASH

Ten years of making Middletown Shine!

August also gave us a wonderful reason to celebrate a member milestone as Diamond Car Wash marked 10 years in business! We love recognizing the dedication, hard work, and commitment it takes to build a business that stands the test of time. Congratulations to the Diamond Car Wash team on a decade of serving our community!

Todd Whichard spent nearly two decades in the industry before purchasing Diamond in 2016. Since then, Todd and Rae have built Diamond into a true family-owned operation, investing in the customer experience, creating jobs, and continuing to find innovative ways to serve our community.



BOARD BLITZ & COMMUNITY OUTREACH









Board members are on the move! Once a month, members of our Board hit the streets of MOT for an afternoon of connection and to find out more of what matters to you. Interested in a visit? Let us know and we will make sure to stop by on our next outing! We want to know what matters to you, and how we can help!

With the Chamber closed to the public on Fridays, our team also takes monthly adventures and, in August, we were able to make a special visit to the new Casa 19! Member visits are one of our favorite ways to get beyond the directory listing and truly get to know the people behind the businesses, and the wonderful services (and food) they provide!



INTRODUCING MBI FLEX!

And finally, we introduced something exciting at the Middletown Business Incubator (MBI): MBI Flex!

Designed to create more flexible opportunities for professionals and businesses to access workspace, MBI Flex is another step in making our resources more accessible to those looking to take their next step.

From morning coffee to milestone celebrations, August was about showing up for one another, creating opportunities, and building relationships that extend well beyond a single event.

September Recap:

Small Town Love. BIG Community Impact.

September was another fantastic month of bringing our business community together! From learning how to make the most of Chamber membership to celebrating a ribbon cutting, exploring a local landmark, and connecting over great food and conversation, our calendar was filled with opportunities to learn, grow, and build relationships.

COFFEE AT THE CHAMBER:

Come for the Coffee. Leave with Connections.

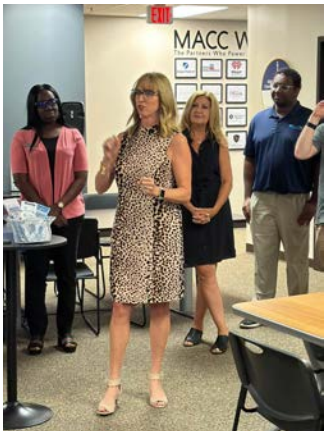
Dover Federal CREDIT UNION

We kicked off the month with Coffee with the Chamber, hosted by our Diamond Partner, Dover Federal Credit Union. We are grateful for partners who go beyond supporting the Chamber and actively help create opportunities for our members to connect.



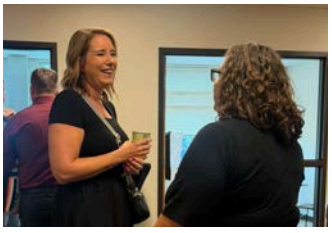
Starting the morning with coffee, conversation, and familiar faces is a simple reminder that some of the best business opportunities begin with showing up.

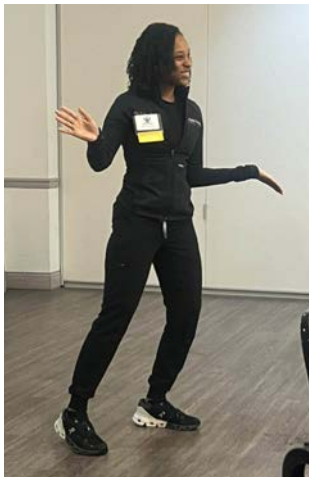















QUARTERLY MEMBER BREAKFAST

Leveraging your Membership



Our Quarterly Member Breakfasts focus on a question we love helping members answer: How do you get the most out of your Chamber membership? Membership is so much more than a listing in a directory. It is about building relationships, increasing visibility, discovering resources, and finding ways to turn connections into meaningful opportunities.

We enjoyed sharing practical ways our members can engage, get involved, and put their membership to work!

WELCOME JANNEY MONTGOMERY SCOTT LLC

Your Partners in Wealth Management



At Janney, people are their greatest asset! They provide individuals, families, businesses and institutions with access to tailored financial advice.

It was a pleasure meeting so many team members, clients and their CEO, Mr. Tony Miller. We are thrilled to have Chris, Peni and the team as our (down the hall) neighbors and look forward to building with this amazing company! Thank you for investing in Middletown and bringing your knowledge and experience to 651 N. Broad Street!






EXECUTIVE PARTNER ROUNDTABLE

Where Partnership becomes Leadership!



Our September Executive Roundtable brought leaders together for meaningful conversation, shared experiences, and the kind of peer-to-peer connection that makes a difference. We followed that experience with a special behind-the-scenes tour of the Everett Theatre, offering a unique look at one of our community's treasured landmarks. It was a wonderful opportunity to appreciate the people and history that help make our area such a special place to live and work.

Then we gathered around the table with community and business leaders for what was exactly what we hoped it would be. An open, honest and meaningful conversation about our community and where we're headed.









We talked about growth.
We talked about opportunity.
We talked about challenges facing businesses.
We talked about what our community needs next.
But most importantly, we talked about how we can work together.

That's what makes these conversations so valuable. When leaders are willing to sit around the same table, listen to one another and share ideas, powerful change can happen.

Interested in learning more? We are actively seeking new Executive Partners to join us in 2027!



Del-One
Federal Credit Union

Lunch + Learn

From Business to Homeownership



Learning continued with our Lunch & Learn, hosted by Del-One Federal Credit Union. These sessions give our members the chance to step away from their daily routines, gain valuable insights, and connect with fellow professionals while learning something they can take back to their businesses. We appreciate Del-One for helping make that opportunity possible!











MIDDLETOWN MIX & MINGLE

Hosted by: Soma Skin & Sculpt, Advanced Family Care, and The Farmhouse!



We wrapped up the month with one of our favorite ways to bring people together. If there was one word to describe the Middletown Mix & Mingle, it would be... COMMUNITY.

More than 60 people came together for an evening co-hosted by SOMA Skin & Sculpt, Advanced Family Care, and The Farmhouse Middletown. There were longtime MACC members and brand-new members. Doctors and influencers. Community leaders and content creators. New businesses and businesses that have been part of Middletown for years.









Different businesses. Different backgrounds. Different stories. But somehow, everyone seemed to leave with something in common: new connections and new friends. There was this incredible feeling in the room that if you were there, you were someone who needed to be known. And people took the time to get to know one another. When you combine great hosts, a welcoming atmosphere, and people who genuinely want to support one another, good things happen and our community is stronger because of it.

This is what community looks like.







September was a reminder that Chamber membership is not a spectator sport. The more we participate, the more opportunities we create—not just for ourselves, but for the businesses and community around us.

MACC
Middletown Area Chamber of Commerce

2027 PARTNERSHIP *Campaign*

CONNECTED IN PURPOSE.
INVESTED IN COMMUNITY.

Your investment fuels programs, advocacy, events, and resources that strengthen busineses and build a thriving MOT Region.



TWO WAYS TO PARTNER. ENDLESS WAYS TO *Connect.*

1. DISTINGUISHED PARTNERSHIP
Lead. Influence. Grow.

Our Distinguished Partners are the leaders who make it possible for the Chamber to advocate, educate, and connect our business commuity all year long.

BENEFITS INCLUDE:

- Year-round visibility across all Chamber platforms
- Exclusive leadership recognition
- Executive Roundtable invitation
- Priority event sponsorship
- Marketing to maximize your exposure
- & Much More!

2. COMMUNITY DIRECTORY
Be Seen. Be Trusted.

The MOT Community Guide & MACC Business Directory is the #1 resource for residents, visitors, and businesses looking to connect locally.

BENEFITS INCLUDE:

- Reach **3,000+ physical impressions** and countless online viewers
- Build credibility and brand awareness
- Showcase what makes your business a community leader
- Cost-effective, long-lasting exposure all year

2027 DISTINGUISHED PARTNERSHIP TIERS

		INVESTMENT	PARTNERSHIP VALUE
EXECUTIVE	DIAMOND PARTNER	$10,000	$20,000
	PLATINUM PARTNER	$7,500	$15,000
	GOLD PARTNER	$5,000	$10,000
SUPPORTING	SILVER PARTNER	$2,500	$5,000
	BRONZE PARTNER	$1,000	$3,000
	COPPER PARTNER	$500	$1,500

*Marketing Value is designated by level and can be customized by individual business preference.

*Additional Partner Level details on back.

BE PART OF WHAT'S *Possible.*

LET'S BUILD A STRONGER TOMORROW. TOGETHER.

NEW

NEW IN 2027!
COMMUNITY INVESTOR BUNDLE
The Perfect Package

Visibility. Connection. Impact.

INVESTMENT: $3,000

- ✓ **Silver Partnership** with Community Directory Ad & Event Tickets
- ✓ **Premier Membership** Upgrade
- ✓ Chamber Chatter **Magazine Ad**

LEGACY PARTNERSHIP
5+ years of Consecutive Partnership

- Special Recognition
- Exclusive Pin
- VIP Event Access

2027 PARTNERSHIP TIMELINE

AUG - OCT
Partner Renewal & Registration

NOV-DEC
Ad Selections and Submission

JAN-DEC
Year-Long Recognition

Thank you

Middletown Area Chamber of Commerce

2026 Distinguished Partners

Diamond

Dover Federal Credit Union

Platinum

iHeart Radio

Middletown Smyrna Independent

Gold

Betts Garage Towing & Hauling

Encompass Health Rehabilitation Hospital of Middletown

VIAmark advertising

DelawareToday

Chesapeake Utilities Corporation

Silver

JC Collaborative — Strategy · Growth · Sustainability

Janney

Moments by bella monroe — Sweet Eats & Event Co.

AKA Advisory

Corbit-Calloway Memorial Library

Bronze

SOMA Skin & Sculpt

WSFS Financial Corporation

Ducklings Early Learning Center — Wiggle. Waddle. Wiggle. Waddle. Here we grow!

Candice Santoro — Carolyn Stanley CR Realty

Advanced Family Care — Here for Your Health

Companion Animal Veterinary Assoc.

PrimeCare Comprehensive Health — Your partner in primary care excellence

JDM #1 Plumbing, LLC.

Happy Place Childcare

AMA Asset Management Alliance — Property Management & Maintenance

All Therapy — Physical Therapy & Wellness

Artisans' Bank

Copper

Stanley Properties — Property Management

Bob Gosselin — Fine Professional Portraiture

Law Office of Heather A. Long

Foundation Partners

ARR Apothic Revenue Resources — A subsidiary of Specialty Audit Services, LLC

CedarSEE Vision Center

NINETEENTH ANNUAL

SPRING EXPO

2027 MARCH FOURTH



CONNECT • COLLABORATE • GROW



Thursday March 4, 2027

Inclement Weather Date
March 11, 2027

4pm to 7pm

Townsend Fire Company
107 Main Street, Townsend, Delaware

REGISTRATION IS NOW OPEN

(302) 378-7545 | info@maccde.com | MACCDE.com

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.**

Registration for 2027 Partnerships and Annual Directory Advertising due December 31st, 2026

MIDDLETOWN AREA CHAMBER OF COMMERCE
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MACCDE.COM