

SBA PRESS RELEASE

DELAWARE DISTRICT OFFICE

Release Date: July 28, 2014

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U.S. Sen. Chris Coons & SBA Talk Small Business with Del. State Fair Vendors, Exhibitors

Harrington Fairground Booth-by-Booth Fair Walking Tour Spotlights SBA Resources to Start and Grow Small Businesses

WILMINGTON, DE – U.S. Sen. Chris Coons and U.S. Small Business Administration Delaware Director John Fleming conducted a **small business walking tour/small business owner meet-and-greet** at the Delaware State Fair in Harrington **Friday, July 25, 2014**. The tour aimed to meet small business owners in the heart of their community – this time at the iconic Delaware State Fair, a First State rite of summer – to discuss the state of small business in the First State while spotlighting SBA resources that can help small businesses start and grow.

“Attending the State Fair is a tradition for many Delawareans because of its great food, entertainment, and fellowship,” said John Fleming, SBA Delaware Director. “But, really, the Fair is just as much a showcase of Delaware’s small business community. My mission is to make SBA help – and how to get it – common knowledge in Delaware, and that starts with bringing the SBA directly to entrepreneurs in the communities where they live and work.”

At the Fair, Sen. Coons and Fleming visited three Delaware small businesses:

Vanderwende Farm Creamery Ice Cream Truck *(Bridgeville, Del.)*

Vanderwende Farm is a family owned and operated three-generation business. The

farm, purchased in 1954 (starting with six cows and \$35), now includes

about 4,000 acres and 225 registered Holstein cows. In 2011, the Vanderwende family started a retail ice cream shop on their farm with help from the

Sussex County SBDC. As it did with Hopkins Farm Creamery’s ice cream shop venture in Rehoboth Beach, the SBDC guided the Vanderwende family through the process of opening a retail ice creamery.



U.S. Sen. Chris Coons, Delaware SCORE Mentor Don Albi, and SBA Delaware Director John Fleming meet with Jim Vanderwende of Vanderwende Farm Creamery at the Creamery’s ice cream truck, stationed at the 2014 Delaware State Fair.



U.S. Sen. Chris Coons, SBA Delaware Director John Fleming and SBA Delaware Deputy District Director John Banks tour the 2014 Delaware State Fair with members

Misphillion River Brewing *(Milford, Del.)*

****Winner: Delaware State Fair 2014 ‘Battle of the Brews’ People’s Choice Award, Brewery Division****

In 2011, Eric and Megan Williams began the process of opening a craft brewery in Milford, Del. Together, they consulted with Delaware SCORE and the SBDC to draft a business plan, complete with financial projections, to land them financing to open and operate their business. In 2013, Misphillion River Brewing opened the doors to its 5000 sq. ft. Milford production facility, complete with tasting

room. On Saturday, July 26, 2014, Mispillion River Brewing will release three specialty beers at its Milford brewery.

Burke Equipment Company
(Newark, Felton, and Delmar, Del.)

Winner: Delaware State Fair Directors' Choice Award for Outstanding Exhibit, 2012 and 2014

This family-owned business has continuously operated for over 60 years, offering equipment sales and rentals from (as well as service and parts for) brands like Kubota, Toro

and Bobcat. In 2003, Burke Equipment financed operating



expenses with SBA backing.

Burke

Equipment is one of the top Kubota dealers in the country and one of the largest dealers on the Delmarva Peninsula. Burke Equipment's Fair exhibit included three lots where 115 Toro, Kubota and Bobcat units were on display.

U.S. Sen. Chris Coons and SBA Delaware Director John Fleming were joined on their 2014 Delaware State Fair walking tour by: SBA Delaware Deputy Director John Banks; Sussex County Small Business Development Center Director Bill Pfaff; Delaware SCORE Mentore Don Albi; and members of Smyrna FSA.

U.S. Sen. Chris Coons, SBA Delaware Director John Fleming and SBDC Sussex County Director Bill Pfaff learn more about Mispillion River Brewery from its owner, Eric Williams.

OF NOTE: For one-on-one interviews, contact Jennifer Pilcher (Jennifer.pilcher@sba.gov).



115 Toro, Kubota and Bobcat units were on display at Burke Equipment's award-winning Delaware State Fair exhibit when the SBA tour visited on Friday, July 25, 2014.

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All of SBA's programs and services are extended to the public on a non-discriminatory basis.

The SBA is an independent federal agency, created in 1953, to assist small businesses start, grow, and prosper. The SBA provides financial assistance by: (1) making loans to help families and businesses recover from national disasters and (2) providing loan guarantees to commercial financial institutions for working capital (7a loans), buildings/land/equipment (504 loans through the Certified Development Corporations), and for exports. Through our resource partners, the SBA also offers a variety of business development programs and services such as training, government contracting and export assistance. SBA resource partners include Small Business Development Centers, Women's Business Centers, and SCORE (Counselors to America's Small Businesses). For information on the SBA's programs and services contact us at 302-573-6294 or www.sba.gov/de.