

Chamber Connections

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SEPTEMBER 2022



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The Amazing Chase – Experience the Downtown Beat!



Are you a powerful, problem-solving sleuth who is up for a challenge? The CDCC's 2022 Amazing Chase event (Wednesday, Oct. 5, starting at 5 p.m.) is an evening of competitive camaraderie in the heart of the First State – Downtown Dover!

formulating your teams of three to race around Downtown Dover for an experience to remember forever! The Amazing Chase is an amazing opportunity for many reasons such as team bonding, support of small businesses, and of course prizes! Each team will

The CDCC encourages you to begin

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Shop Happy: Holiday Gift Auction

As we say a bittersweet goodbye to summer 2022, we excitedly welcome the crisp fall weather, pumpkin spice, apple cider, Thanksgiving, course Christmas and the rest of the holiday season, which will

be here before we know it! No need to worry because the Central Delaware Chamber of Commerce has you covered this holiday season with over 150 unique gifts from the

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The CDCC Invites You Home: September Mixer at Tomeka's



The Central Delaware Chamber of Commerce (CDCC) will be hosting our monthly Sunset Business Mixer on Sept. 28 at Tomeka's Homestyle Eatery, from 5 to 7 p.m. in Dover. This is the premiere networking event of the Chamber, and the CDCC is so proud to offer this event for our Central Delaware community. Be sure to bring

your business cards, friendly faces, and smiles as you mingle at the beautiful, new restaurant – Tomeka's Homestyle Eatery. Plan to win door prizes, enter in the 50/50 raffle, witness the pinning of new 5-star members, and more! You could be the next member of the month and be featured in a future Chamber Connections issue.

to support local businesses, which are the heart of our community. This is a great opportunity to experience not only the taste, but the feel of home in Tomeka's gorgeous facility as you meet new business professionals and catch up with familiar faces.

The CDCC hosts this monthly event for members and their friends to provide a place for valuable networking opportunities, friendship, and a chance



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Dina's Digest



PRESIDENT
DINA VENDETTI

Your CDCC: At the Heart of It All

The heart is an absolutely amazing organ. Try as I might, I can never quite fathom that this rather small, fist-sized muscle beats an average of 115,000 times and pumps about 2,000 gallons of blood in a single day! That blood brings life and health to every single part of the human body, traveling through a complex highway system beginning with veins and arteries and ending with the tiniest capillaries.

In addition, the heart is known as the seat of human emotion illustrated in one love song after another: "Total Eclipse of the Heart," "Hungry Heart," "I Left my Heart in San Francisco," "My Heart Will Go On," even "My Achy Breaky Heart," just to name a few. In other times and cultures, the seat of emotions has moved around from the belly to the brain, to the liver, and even the bowels. For a good giggle, just substitute one of those into the above song titles! Thank goodness that, in our time and place, the emotions are tied to the heart!

Your CDCC has adopted an annual theme for this fiscal year. The idea behind an annual theme is that it will give us a way to tie everything together with a common thread, help us to tighten our focus, and send an overall message to our membership and our community. In short, an annual theme unites us around a common focus.

This year's annual theme is "Your CDCC: At the Heart of It All." We are in the middle of everything! Kent County is in the heart of the state, our state capital is in the heart of the county, and

in terms of providing essential resources for the development of businesses, your Chamber is at the Heart of It All. Our goal is to walk alongside our business members and ensure that the Central Delaware Business Community remains not only alive but thriving! We work diligently every day to keep our finger on the pulse of what it means to do business in Kent County.

From now until June 2023, you will see and hear references to "the heart" in our publications and communications. Be on the lookout for words like "pulse," "beat," and "rhythm." We'll be adding tag lines to our events (i.e. The Amazing Chase: Experience the Downtown Beat!, The Holiday Gift Auction: The Beat of Business, and similar!), and you'll see a simple heart icon on many of our publicity pieces. When you see those items or those heart-related words, use them to remind yourself that you are a critical part of an organization that serves as a vital heartbeat here in Central Delaware encouraging business, exploring possibilities, and ensuring growth and success!

So, the Chamber is "at the heart of it all" – and can you guess what's at the heart of the Chamber?? Well, that's an easy one... our members, of course ... YOU!

As always, we are thrilled to walk this journey with each of you. We value your input, we love your ideas, we are grateful for your support and encouragement. In short, we are glad you're here with us... "at the HEART of it all!"

Calendar of Events

SEPTEMBER

- Thursday, Sept. 1st**
Kent County Open for Business
8:30 a.m. - 10 a.m.
Kent County Levy Court
- Monday, Sept. 5th**
Labor Day
Office Closed
- Thursday, Sept. 8th**
Member Orientation
12 - 1:30 p.m.
via Zoom
- Tuesday, Sept. 13th**
CDCC Board Meeting
7:30 - 8:30 a.m.
Faw Casson
- Tuesday, Sept. 13th**
Young Professionals Social
12 - 1 p.m.
FCCB - Dover
- Wednesday, Sept. 14th**
Coffee Coaching
8 - 9 a.m.
via Zoom
- Wednesday, Sept. 14th**
Marketing Committee Meeting
10 - 11 a.m.
CDCC Conference Room
- Thursday & Friday, Sept. 15th & 16th**
LCD Class of 2023
Opening Retreat
8 a.m.
Brighton Suites in Rehoboth Beach
- Tuesday, Sept. 20th**
LCD Steering Committee Meeting
12:30 - 1:30 p.m.
CDCC Conference Room
- Wednesday, Sept. 28th**
Ambassador Committee Meeting
4:30 p.m.
TBA
- Wednesday, Sept. 28th**
Sunset Business Mixer
5 p.m. - 7 p.m.
TBA

OCTOBER

- Wednesday, Oct. 5th**
The Amazing Chase
5 - 8 p.m.
Downtown Dover
- Thursday, Oct. 6th**
Leadership Central Delaware
8 a.m. - 5 p.m.
Agricultural Day
- Thursday, Oct. 6th**
Kent County Open for Business
8:30 - 10 a.m.
Kent County Levy Court
- Tuesday, Oct. 11th**
CDCC Board Meeting
7:30 - 8:30 a.m.
Faw Casson
- Wednesday, Oct. 12th**
Coffee Coaching
8 - 9 a.m.
via Zoom
- Wednesday, Oct. 12th**
Marketing Committee Meeting
10 - 11 a.m.
CDCC Conference Room
- Thursday, Oct. 13th**
Member Orientation
8:30 - 10 a.m.
via Zoom
- Friday, Oct. 14th - 21st**
Holiday Gift Auction - Silent Auction
Bidding ONLINE ONLY
- Tuesday, Oct. 18th**
LCD Steering Committee
12:30 - 1:30 p.m.
CDCC Conference Room
- Wednesday, Oct. 26th**
Live Auction & Mixer
5 - 7:30 p.m.
Maple Dale Country Club

Published monthly by the Central Delaware Chamber of Commerce, the first accredited Chamber of Commerce in Delaware. We represent the interests of the small business community. Over 800 businesses support CDCC.

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The CDCC is THE essential resource for the development of businesses in Central Delaware.

Cornerstone Members

Fostering Equity, Diversity and Inclusion at Chesapeake Utilities Corporation



At Chesapeake Utilities Corporation, equity, diversity and inclusion (EDI) in the workplace means that we strive to create a work environment where everyone feels a sense of belonging. We want our employees to feel engaged, valued and respected regardless of race, age, physical ability, sexual orientation, gender, ethnicity, religion or any of the other factors that make us unique. At Chesapeake Utilities, we understand the values and strengths of diversity.

While the principles of EDI are fundamentally right and moral, they are also good for business, driving innovation and increasing productivity. Our board and leadership team are firmly committed to a culture that embraces EDI. Our ultimate interest is to attract and retain people who can help us grow the business, provide great service to our customers and meet the needs of all stakeholders.

Each employee at Chesapeake Utilities is accountable for treating others with respect and dignity. As a company, we set the bar for responsible action and lead by example. We have an opportunity to make our company a better place to work, and we have the responsibility to make our communities a better place to live.

Our Equity, Diversity & Inclusion Council was established in 2020, and includes members of our leadership team, the chairs of our employee resource groups and other individuals in key support roles. Its focus is developing and supporting initiatives that strengthen diversity, equity and inclusion at our company and in our communities. The Council's charter includes the following objectives:

- Build a more diverse and inclusive workforce
- Promote a culture of understanding, equality and inclusion
- Provide guidance on EDI matters for the company
- Educate employees about the benefits of diversity at Chesapeake Utilities
- Support community programs and organizations that are diverse and inclusive

A key component of the EDI culture at Chesapeake Utilities is our employee resource groups (ERGs): voluntary, employee-led groups that foster a diverse, inclusive workplace aligned with our organizational mission, values, goals, business practices and objectives. Our ERGs are uniquely positioned to provide key insights and to act as a collective voice in promoting an inclusive and respectful workplace.

Currently, there are eight ERGs at

Chesapeake Utilities:

- **Black Employee Network (BEN)** – supporting Black and African American employees
- **DiverseAbilities** – increasing awareness, empathy, inclusion and advocacy for those with different levels of ability within our work family and our communities
- **Equal Parts of Inclusive Cultures (EPIC)** – supporting employees of different cultures and ethnicities
- **Heartfelt Open Prayer Encouraged (HOPE)** – Provide prayer, positive affirmations and knowledge of our personal experiences to Chesapeake Utilities employees.
- **Support, Promote, Attract, Retain, Connect (SPARC)** – supporting millennial and younger employees
- **Veterans Resource Group** – supporting employees who are currently serving or have served in the armed forces
- **Wisdom Seekers & Sharers** – supporting Generation X and older employees
- **Women in Energy** – empowering and encouraging female employees

In 2022, Sharon Grant joined



Chesapeake Utilities as assistant vice president and chief diversity officer – a newly created position. Grant oversees our EDI strategy and initiatives, including our EDI Council and employee resource groups, and collaborates across the organization with the teams responsible for the enterprise-wide environmental, social and governance plan. Additionally, she leads efforts to improve the employee experience at Chesapeake Utilities, with a focus on employee engagement and enhancing company culture to foster an environment that promotes wellness, inclusion, and belonging.

“As the first person to step into this newly created and important role, I’m thrilled to join Chesapeake Utilities,” said Grant. “I share the company’s determination to make a difference and to continue building an environment that advances equity, diversity and inclusion. I’m looking forward to advancing an EDI strategy and implementation plan that incorporates inclusive perspectives and practices.”

For more information about Chesapeake Utilities Corp., please visit their website at www.chpk.com or give them a call at (302) 734-6799.

AMAZING CHASE

Continued from Page 1

need to put their heads, hands, and feet together to solve puzzling clues, support each other to the finish line, and strategize to win. Each clue will lead to a merchant stop, once correctly solved will lead each team into the doors of the great businesses that make up Downtown Dover. It will be a downtown frenzy exemplifying the CDCC's 2022 theme of how Central Delaware is at the heart of the First State!

The CDCC is so excited to all our participants in their bright, color-coordinated, costumes at the 2022 Amazing Chase – Downtown Dover Edition!

Begin planning your fool-proof strategies to be the first to complete the chase and take home the champion title. The entry fee for a team of three is just \$75. The perfect candidate for the CDCC's Amazing Chase event is someone who is agile, quick-witted, loves to have fun, and wants to connect with their community!

We are grateful for our primary sponsors from M&T Bank and The City of Dover for their help and generosity in making this event a success and supporting our amazing Downtown Dover District! If you are a business in the Downtown Dover area and are interested in being a merchant stop for this event, call the CDCC office

today, don't delay on this advantageous opportunity to get people into your doors, learn about your business, and increase your brands' awareness. The merchant fee is just \$100 to join in on the fun!

The fun doesn't stop at teams and merchants! The CDCC welcomes our community, members, and friends, to spectate and cheer on the teams from the sidelines. They need all the support they can get from their community in this highly competitive event. Consider bringing the whole family, visit a merchant while you're in the area, and have fun with us as you experience the Downtown Beat at the heart of Central Delaware!

We can't wait to see you at the 2022 Amazing Chase – Downtown Dover Edition on Wednesday, Oct. 5, 2022, starting at 5 p.m.! Please call the CDCC office for more information to register as a merchant or team at (302) 734-7513 or email Cindy.Friese@cdcc.net

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LCD Meet & Greet – Let the Leadership Games Begin!

An evening filled with smiles... and introductions... and stories... and sharing... and anticipation... a new year of learning and leading has begun for Leadership Central Delaware (LCD)! The members of the new Class of 2023, along with several LCD alumni, gathered for the program's annual Meet & Greet on Thursday, Aug. 18. For the 17th year in a row, all our guests were treated to the amazing hospitality of Dean and Terry Blaha (Class of 2004, current Best in Class trophy holder) and their lovely back yard oasis. A myriad of snacks and beverages greeted the guests as new class members and alumni mingled and shared in the excitement of another new year for Leadership Central Delaware.

This annual event is a time for sharing information with the new class about what this exciting year of adventure is all about. The class members enjoyed meeting each other for the first time, including the people who would

be their roommates at the opening retreat in September. Many of them spent time getting to know each other and some even set up lunch dates and other times to meet prior to the official launch of this year's program.

Over the next 10 months, this group of emerging leaders will develop into a strong support system for each other as they face the challenges that come with evolving into the leaders they aspire to be. They will grow together as a unit as they experience lessons and activities presented by some of the most effective leaders in Central Delaware.

"We love to host this meet & greet every year because LCD has made such a difference in our lives – we are happy to give back in this way," said Dean Blaha as he tended to his signature smoked Italian meatballs on the barbecue.

Many alumni were on hand for this initial meeting of the Class of 2023.

Dean and Terry always do an amazing job of making everyone feel welcome and at home.

"We just love to host this event and see all the new faces that come through," said Terry Blaha. "And when they come back as alumni, it's wonderful to hear their stories and follow them year after year!"

During the evening, the new class members received program information from members of the CDCC staff and the LCD steering committee. CDCC President and LCD Alum from the Class of 2004, Dina Vendetti encouraged the group to be as involved and engaged as possible because "this is an experience that will make a lasting difference." Travis Frey and Laura Garofoli, both from the Class of 2022, shared their excitement and wisdom as well as they encouraged the class members to take advantage of everything the program has to offer.

As the class members talked with their fellow classmates and alumni, their initial nervousness about being involved in something new faded into the dusk of the evening. The gathering, which commenced with many introductions and much "small talk" ended with laughter and excitement about what is to come. The next time that the Class of 2023 is together again will be at their Opening Retreat in September. The Opening Retreat serves as a time to begin to build relationships and lay the groundwork for all that is to come over the next ten months. Each year, at the LCD classes' Closing Retreat, they talk about the impact of the Opening Retreat and how it served as the perfect beginning to what became a life-changing experience.

As always, both CDCC staff members and alumni alike are very excited to see what unfolds for this newest leadership class – the Class of 2023!

Experts double their impact at the Member 2 Member Expo!

Members and friends of the Central Delaware Chamber of Commerce (CDCC) connected over tabletops at the latest Member 2 Member Expo and Sunset Business Mixer on Wednesday, Aug. 31, 2022, at Noble's Pond in Dover. Registered and present attendance both were spectacular, and the CDCC would like to thank everyone who participated in this dual event. A Sunset Business Mixer is always fun on its own; however it makes for an even greater experience when CDCC members get a chance to show off their exceptional goods and services!

The Member 2 Member (M2M) Expo was such a splendid success because of our members – those who attended, reserved tabletop displays, and, most importantly, made connections in the pleasant atmosphere of the Noble's Pond Ballroom. The CDCC would like to thank everyone who purchased tabletops and displayed their goods and services to the Central Delaware community. You not only supported this event, but also showed support for the growth of Central Delaware. The CDCC is honored to have a membership of insightful, dynamic, and engaged businesses full of experts committed to the community! The CDCC appreciates any chance to display the variety of organizations seen at this Member 2 Member Expo because they exemplify what it means to be a part of the CDCC.

The M2M Expo and Sunset Business Mixer had approximately 30 tabletop displays, including 4 tasty food vendors, and over 120 registered members in attendance – all in harmony! The CDCC loves seeing everyone mixing, mingling, and merging in one place with like-minded goals! This event would not have been a success without each person present.

This month's M2M accomplished its purpose – to facilitate connections between members and friends while showcasing great businesses and more! The CDCC hopes you enjoyed your time with us and your community. We hope you made qualified leads, increased your business' exposure, expanded your brand, and built rela-

tionships with your Central Delaware community. Here's to many more opportunities!

Thank you to our vendors from: ABI Security Group, Inc., Bally's Dover Casino Resort, BIG Investment Services, Brain Love Neurotherapy, Carey Insurance Group, Celestial Shoes, Delaware Choral Society, Delaware Thunder Professional Hockey Group, Dover / Kent County MPO, Excel Business Systems, Eye Specialists of Delaware, First State Webfooters, G. Fedale Roofing & Siding – Lewes, Heritage Sports Radio Network, Hook PR & Marketing, Jonathan's Landing, LakeView Realty, Inc., myInstantTeam, New Image Inc., NorthNode Group Counseling, POLYTECH School District, Scentsy, Special Touch Card Creations, Stone Nation, Inc., TD Bank – Limestone, T-Mobile, Westside Family Healthcare, and WSFS Bank – Smyrna!

Thank you to our evening's food and beverage vendors: Fordham & Dominion Brewing Co., LaBaguette Bakery & Catering, Skyline Catering LLC, The Catering Company, and Woody's on Wheels!

The CDCC would like to especially thank Noble's Pond for providing a beautiful venue to gather, and for being such accommodating hosts! Thank you to the CDCC's volunteers throughout the event! We truly appreciate your time and help in making this event a success!

The M2M Expo is a semi-annual event, and the Sunset Business Mixer is a monthly event, both coordinated by the CDCC. To learn more about the next M2M Expo in January 2023, or about our monthly mixers, please call (302) 724-7513 or register at www.cdcc.net. Thank you again for everyone's help, attendance, and support of August's Member 2 Member Expo and Sunset Business Mixer.



Murphey School celebrates 100 years of youth service

Every child deserves a safe and loving home. Every child, whether 18-months-old or 18-years old, needs love, guidance, and support. It is important for us, as a community, to make sure that we have provided youth, all youth, with the tools that will help them launch into adulthood.

When you are without a home base and a trusting adult to guide you and help you move through these adulthood lessons, it can become incredibly difficult. Young adulthood is a precarious yet promising stage of one's development. Few among us at that age are ready to be entirely on our own at 18 or even 21.

The Elizabeth W. Murphey School has a rich history, dating back to the 1920s. In 1922, Sanford Sayre Murphey of Colorado focused his attention back on his hometown of Dover. He was a successful businessman working in the coal industry and founded the Elizabeth W. Murphey School, named in honor of his mother. His unusual choice of naming it a "school" was based on his beliefs that the education of children was a 24-hour job, not simply an activity that occurred within the walls of a classroom.

"I am devoting the means which I have been able to accumulate during a lifetime of active effort. It is my life's work. Through it I choose to honor the memory of my mother in the community where she lived and to render some service in the community in which I was born and spent my early life. It is my desire that this institution shall be a fostering home where children who would otherwise be neglected may have a happy childhood; and where they may have the fullest opportunity to develop toward useful and efficient lives."

"I wish the Murphey School to be free from those unhappy associations which so often have been connected with orphanages and children, and furthermore because I conceive the

rearing of children in all aspects as educational work.

The purpose of the School, therefore, is nothing less than a plan to meet, insofar as possible, the needs of every child in its care to the end that these children will be fortified to meet the problems of life in whatever manner they may present themselves. With splendid equipment to work with and an employee alive to its responsibilities, there should result in a type of citizenry of whom all will be proud."

—M. Murphey, Founder

Current Executive Director Mike Kopp, with over his 35 years of service at the Murphey School, always returns to the beautiful feeling of "watching children discover that life can be great" when thinking of his numerous fond memories of working here. When he sees children bask in the light of their first Christmas trees, he reminisces about what a "privilege it is to be a part of their lives."

This school has impacted the lives of so many children, many of whom have shared this legacy with their own children. Alumni often revisit the school for "farewell Tours of Dover," to relive their fond memories and pass them on to their children. Kopp shared a recent story of a woman who attended the school as child and often enjoyed the merry-go-round. She returned years later and took a photo on that same original merry-go-round and "cried like a baby." Two years later she passed away.

Murphey alumni often give back because they just "want more of this for somebody else." Central Delawar- eans should know that Former Mayor Hutchinson grew up at the Murphey School, along with the other two in his triplet, and now serves on the board of directors. The maintenance manager of the school, 80 years old, doesn't feel the need to be anywhere else but the Murphey School. Kopp recalls when he asked the man "When are you going



to retire?" and the man answered, "When they take me out in a box." It is clear that the Murphey School has a magnetic attraction to the hearts of many.

Children at the Murphey school are taught resilience and responsibility by their surroundings by obtaining ownership of their own personal rooms, learning money management techniques, and how to navigate transitional adult living. The Murphey school is excited to renovate their current facilities.

The Murphey School opened on Oct. 23, 1922. Now on Saturday, Oct. 22, 2022, they will celebrate their Centennial Year of Service to Children. A Carnival will be held on the grounds surrounding the school from 9 a.m. to 3 p.m. This weekend long celebration will host several free events for children: sand art, a fishing venue, food trucks, a miniature trackless train, and DJ music, to name a few

The school is seeking donations and sponsorships. On Friday, Oct. 21, a Surf-and-Turf Fundraising Dinner will be held at the Maple Dale Country Club, and a centennial magazine will appear in the Delaware State News Sunday Edition with more information. Please submit your advertising and logos prior to the publication by contacting Cindy, at the Murphey School at (302) 734-7478.



Member News



French-themed Outdoor Painting Event in Dover

The Paint Dover! “plein air” (outdoor) painting event and art competition in downtown Dover will begin on Oct. 4 with 20-plus regional artists arriving to paint downtown Dover including nearby historic areas. Related arts activities will take place throughout the month of October with paintings displayed in merchant windows and a virtual exhibit of all artwork created during three days of painting. This fourth-year art event (2022) is part of a commitment to providing high quality arts programming in downtown Dover, and featuring images of downtown through the eyes of talented artists.

From Oct. 4 to 6, the community is invited to watch amateur and professional artists from around the region take to the streets, parks, sidewalks and outdoor cafes to paint the outdoors. “Individual artists are inspired by different subject matter,” explained Diane Laird, DDP executive director. “Some are intrigued by architecture and building trim, some landscapes, garden and flowers, and other simply light to capture a movement of vehicles and pedestrians. Either way, artists must quickly capture changing light and shadows, and the “spirit” of downtown Dover.”

New this year, the Biggs Museum of American Art, an AAM (American Alliance of Museums) accredited mu-

seum, will host the opening exhibition from 5 to 7 p.m. on Thursday, Oct. 6 — creating a French “en plein air” theme, with music, French pastries and coffee on the lawn of the Biggs. This exhibition will take place rain or shine, with an alternate location to be announced, if necessary, by Oct. 5.

Then from 9:30 a.m. to noon on Friday, Oct. 7, artists and arts-lovers can pick up professional tips at the two-hour outdoor oil painting demo by regionally-acclaimed plein air artist Jim Rehak. Artists and arts lovers throughout the region are invited to attend. And while there is no cost to attend, those who plan to attend should pre-register.

Artists will compete for over \$1,500 in awards. Beyond Best in Show and other paintings selected as best works by Jim Rehak (who is also serving as artist judge), several of the awards presented in the art competition will recognize artists’ depiction of “Iconic Loockerman,” “Dover Heritage,” and the “THIS is Dover!” award for the image that best depicts the authenticity and diversity of downtown Dover. Other awards will include Dover Mayor’s Christiansen’s Choice and recognition of best Small Works (under 200 square inches) artwork.

A “People’s Choice” award will also

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Member News

Your Town. Your Voice.
Your News.



PAINTING EVENT

Continued from Page 7

be made at the end of October as the community casts their vote for their favorite piece on the night of the exhibition and through the end of Oct. virtually.

While in downtown for the Paint Dover! activities and extended visit in shop windows, community members are invited to view downtown merchant windows as they will again decorate their windows in the “Arts & Harvest” theme, in the hopes of winning “Best Downtown Dover Merchant Window Display” along with a \$100 prize. If you or your business/organization would like to formally judge this month’s windows, contact: Jordan@DowntownDoverPartnership.com

Paint Dover! is produced by Downtown Dover Partnership/Main Street Dover with generous sponsors including Bayhealth, Del-One, PNC Bank, as well as a grant from the Delaware Division of the Arts, in partnership with the National Endowment for the Arts.

To learn more about the art event, to view last year’s Paint Dover! virtual exhibition, or to register, email Diane@DowntownDoverPartnership.com, visit <https://tinyurl.com/doverart> or call (302) 678-2940.

The Downtown Dover Partnership is committed to driving an improved quality of life for the residents and visitors of Dover, Delaware, through collective collaboration, economic



development and promotion of downtown Dover’s unique historic properties. Call (302) 678-2940 or visit DowntownDoverPartnership.com.

Submitted by Diane Laird, Downtown Dover Partnership

Annual Central Delaware Economic Summit returns Sept. 13

The 2022 Central Delaware Economic Summit (formerly known as the Kent County Economic Summit), presented with the overarching theme of “Transforming the Workforce,” will take place on Tuesday, Sept. 13. The event will be held in a hybrid format, allowing attendees to participate in-person in the Del-One Conference Center on the

Delaware Technical Community College Terry Campus in Dover or virtually through Zoom.

Registration for in-person participants is \$30. Please note that in-person tickets are limited. There is no cost to attend virtually, but registration is required. Registration must be completed online at dtcc.edu/economicsummit.

Presented annually in partnership between the DTCC Terry Campus and the Central Delaware Business and Entrepreneurship Consortium, the economic summit brings together leaders in business, government, education, and the community to focus on improving the economic conditions and quality of life in central Delaware.

Doors open at 8 a.m. for networking and a continental breakfast. Welcoming and opening remarks begin at 9 a.m. The keynote address will be delivered by Paul Helton, executive director of the Louisiana Economic Development FastStart Program (LED FastStart), and is scheduled for 10 a.m.

the top-ranked workforce development program in the nation for 12 straight years. Recruited as a member of the program’s founding team, Helton provides oversight and direction for all LED FastStart project operations and workforce initiatives. As the leader of the program, he has helped to create a well-qualified and sustainable workforce in Louisiana for over a decade.

In addition to the keynote address, two panel discussions will be part of the summit program.

The first panel will focus on transforming the workforce and will feature Dr. Vilicia Cade, superintendent of Capital School District; Brian Horsey, director of

LED FastStart has been



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Member News

ECONOMIC SUMMIT

Continued from Page 8

Delaware Office of Work-based Learning at Delaware Tech; Scott Malfitano, vice president at CSC and chair of the Delaware Workforce Development Board; and Dr. Jonathan Wickert, state director of career and technical education and STEM initiatives at the Delaware Department of Education.

The second panel will reflect a local business perspective provided by Veronica Palomino from Eagle Group; Nick Polcino, vice president and general manager of Bally's Dover Casino



Resort; and Scott Rathfon, executive vice president of Delaware operations of Century Engineering.

Panelist and keynote biographies, as well as details on event sponsorship, are available on the summit website dtcc.edu/economicsummit.

GIFT AUCTION

Continued from Page 1

amazing large and small local businesses within our membership at the 2022 Holiday Gift Auction!

This year the CDCC is especially eager to present a new format to our devoted attendees. Guests will want to mark their calendar for the week of Oct. 14-21st for the online only silent auction portion of this event. We will all meet the following Wednesday, October 26th in person to mingle, eat, drink, and peruse the live auction items together at Maple Dale Country Club (180 Maple Dale Circle, Dover) from 5 to 7:30 p.m.! This is where the fun will continue! Wednesday, Oct. 26, will also be the CDCC's Monthly Sunset Business Mixer. We hope this hybrid event builds anticipation, encourages networking, and provides a doubly fun experience for all checking items off their Christmas lists!

The CDCC is now accepting, organizing, and collecting all Holiday gift auction donations. By donating an item, you are sharing a sentimental piece of your business for someone to remember long after this event and the holiday season ends. Central Delaware is the heart of the First State, and what better way to show that than by sharing a gift from the heart? This is a perfect and simple way to get your product/service into a cherished guest's hands and delight them for years to come. No donation is too big or small to make someone smile this holiday season! Increase your brand's exposure by donating a unique item to the CDCC's Annual Holiday Gift Auction – one of the Chamber's most attended and highly-revered events of the year!

If your business is interested in sponsoring this event, we have plenty

of opportunities to do so. Find sponsorship details online (www.cdcc.net/wp-content/uploads/2022/08/Sponsor-Packet-2022-2023-rev2.pdf)! We appreciate any and all support from our local community because it helps your CDCC to further support you and the place many of us call home – Central Delaware! Help us to live out this year's theme of Central Delaware being at the heart of it all!

We hope you consider attending our Annual Holiday Gift Auction — by bidding online in the Silent Auction (Oct. 14th to 21st) and coming in-person to the riveting LIVE AUCTION and Mixer-style event on Oct. 26, where you can pick up your Silent Auction winnings! Tickets for the live event are \$10. We are proud to continue this tradition with our beloved community by offering a platform for showcasing all of the incredible products and services our local businesses have to offer. We love getting to highlight the invaluable work our members do with fun events like this one, so ring in the holiday season with your CDCC community and friends at this year's hybrid Holiday Auction – happy bidding!

Registration for this event will be available soon online at www.cdcc.net/auction. Donations are welcome ahead of time by giving the CDCC office a call at (302) 734-7513 or by stopping by at 435 N. DuPont Highway, in Dover.



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Member News

Mike & Mel's Enters Hall's (Family Restaurant) of Fame

"Great Food, Great Service, Great Conversation – Guaranteed!" reads the motto of Mike & Mel's Family Restaurant, previously known as Hall's Family Restaurant, to the Camden-Wyoming and Central Delaware community. The food, service, and conversations held within the walls of this treasured hometown restaurant are a true testament to the strength and resilience of the Central Delaware Community. The CDCC sat down with Michael Wooleyhand, owner, manager, and CEO of Mike & Mel's Restaurant to discuss the new ownership, rebranding, and future of this long-standing establishment.

The Wooleyhands officially obtained ownership of the restaurant in 2020, just months prior to the COVID-19 pandemic wreaking havoc and bringing the world to a standstill. The world is fully aware of the stress, strain, and shifts the pandemic has placed on all industries, especially the hospitality industry. Mike & Mel's Family Restaurant was no exception. One of the biggest challenges that Mike & Mel's team had to face were staff layoffs. "That was the hardest thing we've had to do since we took over," remarked Wooleyhand. In addition to that, the couple had to be flexible in transitioning to 100% takeout orders,

battling rising costs, and maintaining product consistency, which is very important in this industry.

"The people carried us through that. We stayed open for takeout and fared well with the support of our customers and the community," said Wooleyhand.

Many residents of Central Delaware may know Wooleyhand as the current town manager of Wyoming and as a realtor at Keller Williams Realty Central Delaware. Now they have the chance to know him and his wife, Melissa Wooleyhand, as restaurant owners of this hometown hotcake hangout. Owing a restaurant runs through Mike's veins, since his grandparents and aunt also owned restaurants.

"The main reason we decided to purchase this restaurant was because, number one, we live right in town, we work in and for the town. We're here, and we didn't want someone to come in, buy the restaurant and end up changing everything," he said.

This is so important not only because of the history of the building, but most importantly for the patrons, guests, friends, and family who frequent the restaurant, sometimes multiple times a day. The rapport and relationships built with customers are priceless. It was of the utmost importance to the Wooleyhands to maintain this uniquely treasured and irreplaceable community bond with Mike & Mel's Family Restaurant.

The banquet room in the back of the restaurant was the first renovation made. It was very dark and gloomy prior to the new paint, new booths and tables, flooring, and lighting that is now taking its place. "We've also made renovations up front with all new lighting and new paint," said Wooleyhand. Mike and Mel's still proudly boasts the original booths of the restaurant; however, they are looking forward to refreshing them while keeping that historic hometown charm.

Although Hall's Family Restaurant has new owners, a new name, and a fresh look, Mike and Mel's assures that the recipes, quality, and service will remain exactly what their loyal customers know and love. "Just about everything we serve here is made here. About 95% of what we sell on this menu is made on the premises," noted Wooleyhand.

Mike and Mel's menu has home cooked favorites, such as their bestselling liver and onions, meatloaf, chicken & dumplings, catfish and more! Be sure to check out their daily rotating specials, cooked to order and to satisfy. The transition of ownership has been seamless, and the Mike & Mel team couldn't be more grateful to serve the community.

Mike and Mel's Family Restaurant is excited to continue to give back to the local community by participating in events such as the Police Derby and Wyoming Peach Festival. They are eager to donate to important organizations such as the Food Bank of Delaware and Meals on Wheels Delaware. Mike and Mel just want the public to know "that we are here for them, we're



here for the community." The team cannot wait to serve you a delicious home cooked meal with a hometown feel the next time you stop by.

For more information about Mike & Mel's Family Restaurant, feel free to stop by their location at 108 N. Railroad Avenue in Wyoming, Del., or give the restaurant a call at (302) 697-7448. Stay tuned for the launch of their new website — coming soon!

SUNSET MIXER

Continued from Page 1

Attend September's Sunset Business Mixer at Tomeka's Homestyle Eatery to learn more about her, her business, her success with Kent County Open for Business, and how she is serving her community – in and out of the kitchen! Find out how Tomeka is proactively working and living her dream of owning her own restaurant and how her and her team is "serving love on a plate" to Central Delaware and

those who have traveled far for her scrumptious, authentic, homecooked recipes. The CDCC is immensely excited to celebrate with Tomeka's Homestyle Eatery, as she and her team host this month's mixer. With your attendance, this mixer will be a true testament to hard work, perseverance, and a celebration of community – You don't want to miss this event!

Experience a positive atmosphere while broadening your professional and personal relationships here Central Delaware – otherwise known

as home for many! One of the best things about the CDCC's Sunset Business Mixer is that you never know who you may meet and where those new meetings will lead you and/or your business. This monthly event is known for bringing the community together in a fun way over delectable drinks, food, and fun!

Join the CDCC to learn more about each other, our business, and passions as we connect to form bonds that strengthen our homestyle community.

For more information about attending the September Sunset Business Mixer, please feel free to contact the Chamber at (302) 734-7513 or visit our website at www.cdcc.net to register. The Central Delaware Chamber of Commerce can't wait to see you at this upcoming Sunset Business Mixer, always on the last Wednesday of the month, Sept. 28, from 5 to 7 p.m. at Tomeka's Homestyle Eatery (1466 E. Lebanon Road in Dover).



Program of Work // 2022 - 2023

In an effort to keep you, our members, informed about what YOUR Chamber is up to, we publish our goals and objectives annually in our September Chamber Connections newspaper. In these next few pages, you will read all about what we have in mind as we work with you, our businesses during the 2022 – 2023 fiscal year. Next year, in July 2023, we will publish our Annual Report, in which you will be able to see how we did! We are confident that, as you read this, you will understand even more why this year's theme – "The CDCC: At the Heart of it All" – seems so fitting!

COMMUNITY

Cornelia Johnson
Vice Chair

Committees:

55+ Expo

Holiday Gift Auction

Special Projects/Events/ Membership Activities:

55+ Expo

Administrative

Professionals Contest

Awards for Excellence Dinner

Capital Holiday Celebration

Chamber Mini Masters

Golf Tournament

Christmas Party

Holiday Gift Auction

Home & Garden Show

Sunset Business Mixers

The Amazing Chase

Collaborations:

Downtown Dover Partnership

Greater Kent Committee

Liaison –

Community and Government

NCALL

Volunteers



f. Explore new marketing initiatives.

2. Administrative Professionals Contest. This contest is held in the spring to celebrate the "Best of the Best" Administrative Professionals in Kent County. After collecting nominations from their employers, the winners will be announced and presented with prizes on Administrative Professional's Day in April 2023.

3. Awards for Excellence Celebration. Hold this event in June 2023 to celebrate the Chamber's outstanding businesses and volunteers. The CDCC Chair will give the State of the Chamber Address, the Excellence in Business Award winners will be announced, the Leadership Central Delaware Class of 2023 Graduation is held, and awards and tributes are presented to CDCC partners and volunteers.

4. Capital Holiday Celebration. Help coordinate a community event to kick off the holiday season in Downtown Dover on Lookerman Street with the City of Dover to include the traditional caroling and lighting of the City's Christmas tree on December 1, 2022. Collect canned foods and distribute to local pantries.

5. Chamber Mini Masters Golf Tournament. This event will be held in conjunction with the Sunset Business Mixer on April 26, 2023. This mini golf tournament is focused on networking and fun!

6. Christmas Party. This year's Annual Christmas party will be held at Roma Italian Restaurant on December 6, 2022. The purpose of this event is to host a fun evening of holiday cheer and networking

for the CDCC members and their guests.

7. Holiday Gift Auction. Host the Auction to generate funds for Chamber projects while increasing the visibility of our members to encourage shopping locally. This year the event theme will be "The Beat of Business". The Live Auction will take place on October 26, 2022 at Maple Dale Country Club. We will expand our audience by offering a virtual platform for bidding on the silent auction again this year.

8. Home & Garden Show. This event will be held in February 2023 in Harrington. This two-day, expo-style trade show will showcase the goods and services of Central Delaware businesses with a special emphasis on home improvement and outdoor recreational needs.

9. Sunset Business Mixers. Continue to hold monthly membership Mixers at member businesses. Combine two Member 2 Member Expos with Mixers (one with our CDCC Showcase Mixer).

10. The Amazing Chase. This event will be held in Downtown Dover on October 5, 2022. Teams of three will race to complete challenges and solve clues at the participating business locations. It will increase exposure of downtown businesses from retail to law offices to historical sites and everything in between.

11. Calendar of Events. Continue to hold membership activities throughout FY '23, publishing the calendar of events in the Chamber Connections, Chamber E-News, Catchin' Up with the Community E-News and on the CDCC website.

12. Downtown Dover Partnership. Continue to work with the Partnership to improve the climate of the downtown business district by creating jobs, broadening the area's tax base through redevelopment of commercial and residential properties with programs like Unlock the Block; maintaining downtown's historic presence, and promoting events.

13. Greater Kent Committee. Continue to partner with this committee to strengthen support for economic development initiatives for both the businesses and residents of Kent County.

14. Liaison – Community and Government. Continue working with the City of Dover, Kent County Levy Court, Delaware Division of Small Business & Delaware Tourism, Dover Air Force Base, and other local government entities. Establish working groups when needed to address specific issues and interests (i.e. City of Dover Budget Review Committee; City of Dover Ordinance Review Committee; City of Dover Electric Group; DAFB P4 Initiative)

15. NCALL. Continue collaborating on the Restoring Central Delaware and Unlock the Block programs.

16. Volunteers. Continue the utilization of about 200 volunteers for the various programs, projects, and events of the Chamber.

a. Continue to work with the Retired Volunteer Seniors Program to do monthly mailings and assist us with the 55+ Expo by welcoming attendees and conducting surveys.

1. 55+ Active Adult Expo. This annual trade show, attended by over 1,500 people last year, focuses on the growing 55 and over market and Caregivers of all ages and is scheduled for April 4, 2023.

a. Explore new ideas for informational seminars provided by corporate sponsors.

b. Seek more screenings to include blood pressure, diabetes, skin cancer, hearing, etc.

c. Continue to promote the event statewide and regionally through a media sponsor.

d. Coordinate packaging for overnight visitors with Dover Downs.

e. Grow the Caregivers Support Network.



ECONOMIC DEVELOPMENT
Christina M. Lessard
 Vice Chair

Committees:

- Economic Development
- Tourism
- Infrastructure Committee
- AgriBusiness
- Special Projects

Ongoing Projects:

- Economic Forecast Breakfast
- e3 Emerging Employee Expo



1. Continue meeting with industry specific groups to address the needs of our members.
2. Meet regularly with current businesses to identify needs and work toward solutions.
3. Work closely with the Kent Economic Partnership (KEP) to advance the economic well-being of the citizens of Kent County by encouraging expansion of existing businesses and by attracting new business and industry. Continue to work on the development and marketing of the Kent County Business Incubator – Emerging Enterprise Center. Continue working to reduce regulations and restrictions by participating on committees such as the Master Planning for the Kent County Comprehensive Land Plan.
4. Work closely with towns of Dover, Camden, Harrington, Milford and Smyrna, as well as other communities in Kent County, to assist with business issues whenever it is deemed necessary. To serve as a resource for municipalities and to establish committees when needed to address specific needs. (i.e. Budget Committee – City of Dover; Ordinance Review – City of Dover; Electric Committee – City of Dover; Land Use Plans).
5. Actively support efforts to establish and expand air cargo transportation development in Kent County by working with KEP, DeIDOT, and the Delaware River & Bay Authority as well as with Dover Air Force Base to establish the Central Delaware Aviation Complex.

6. Partner with Kent County Levy Court, municipalities, Delaware Division of Small Business, and other agencies to attract new business to the area.
7. Work with area legislators to represent the interests of our members and monitor legislation which affects them at all levels of government (Federal, State, County, and Municipal).
8. Create partnerships with state-wide entities to encourage growth and development of the area such as the Delaware Prosperity Partnership.
9. Continue to work with the Universities and Colleges (Delaware State University, Wilmington University, Delaware Technical Community College, University of Delaware) to encourage Entrepreneurs coming to Kent County and to provide assistance for those already in business, as well as continually developing a skilled and well-trained workforce.
10. Continue to host and coordinate the Kent County Open for Business program on the first Thursday of every month at Kent County Levy Court. To continue our partnership with Delaware Center for Enterprise Development, DeIDOT-DBE/OE, DNREC, Delaware Division of Small Business, Delaware Libraries, Delaware Manufacturing Extension Partnership, Delaware Small Business Development Center, Delaware Technical Community College, Downtown Development District Grant Program, Downtown Dover Partnership, Office of Supplier Diversity (OSD) – Delaware Division of Small Business, Kent Economic Partnership, Launcher Business Resources, SCORE Delaware, True Access Capital, University of Delaware Procurement Technical Assistance Center, U.S. Small Business Administration, and USDA Rural Development, Business and Cooperative Programs to provide assistance to our members and/or those interested in starting a new business or growing an existing business.
11. Continue working with Kent County Tourism Corporation (dba Delaware’s Quaint Villages)
 - a. Kent County Tourism Corporation (dba Delaware’s Quaint Villages) is the official destination marketing organization for the country and its jurisdictions, whose mission is to generate incremental economic impact for the community through the attraction of visitors.
 - b. Destination marketing geared toward meetings, conferences, and reunions as well as leisure travel.
 - c. Serves as Kent County’s premier non-profit destination organization serving the meetings market, group tour, sports, and leisure travel.
 - d. Partners with business advocacy and tourism-related organizations such as CenDel Committee, Central Delaware Chamber of Commerce, Downtown Dover Partnership, and others.
12. AgriBusiness. Continue to develop a closer working relationship with the agricultural community whenever possible, primarily through the Delaware Farm Bureau, USDA, and the Delaware Department of Agriculture.
13. Work with the Minority Business Associations to encourage and serve minority businesses in Kent County.
14. Host an Economic Forecast Breakfast on January 31, 2023, to provide the leaders in the business community with an economic forecast for the upcoming year which will be presented by a selected specialist in the field. The forecast should be global and statewide, closing with a focus on Kent County.
15. e3 Emerging Employee Expo. Coordinate a rotating Job Fair program with our local colleges/universities to provide our members with an opportunity to showcase their business opportunities to the students. The goal is to keep our talented students here and grow our businesses with our trained workforce.

ORGANIZATIONAL

Jesse C. Keleher
Vice Chairman



Committees:

- Membership Services
- Accreditation
- Ambassador
- Association of Chambers of Commerce of Delaware
- Excellence in Business Awards
- Marketing
- Leadership Central Delaware
- Young Professionals' Group

Ongoing Projects:

- Central Delaware Resource Guide and Dover/Kent County Map
- Chamber Connections Newspaper
- Member Benefits
- Publicity
- Seminars
- Technology

Collaboration:

- Diversity, Equity, and Inclusion

application. Each section will be discussed, evaluated, completed, and the packet will be submitted. The next Accreditation is 2023.

3. Ambassador Committee:

- a. The goal of the Ambassador Committee is to welcome, engage, and retain new CDCC members. Ambassadors are assigned to new CDCC members as a mentor to help with this process and encourage them to become involved with the Chamber, its programs, and its existing members.
- b. Continue 5 Star Ambassador Program.
- c. Name Ambassador of the Year.

4. Association of Chambers of Commerce of Delaware:

Established in 1995, the CDCC coordinates meetings of the Association to enable all Chambers in the State of Delaware to participate in projects and legislation of mutual interest.

5. Excellence in Business Awards Committee:

Through membership nominations and voting, select the 2023 Small Business of the Year, Large Employer of the Year, and Young Professional of the Year.

6. Marketing Committee:

The committee purpose is to communicate the CDCC strengths and increase visibility within the community to current/new membership through a strategic marketing plan.

- a. Provide public awareness of the Chamber and its members through promotional videos, print advertising, and events.
- b. Develop marketing packages at discounted rates for new members and existing members.
- c. Develop new marketing campaigns to attract new members.
- d. Coordinate and implement the

CDCC Showcase event to acquaint prospective members and current members with the benefits of being a member of the organization.

5. Review publications in all mediums to make sure messaging is clear and concise.

7. Leadership Central Delaware: Janie Libby, Chair.

The scope of the Leadership Central Delaware program continues to be expanded to increase the value for participants. The mission of the program is to connect emerging leaders through diverse networks while enhancing leadership skills and community knowledge resulting in increased value individually and professionally.

- a. Seek individuals who would like to be more involved as leaders in the community.
- b. Encourage the current class of Leadership Central Delaware to participate in at least one Community Impact Project during which they volunteer, donate funds, or donate supplies to a local non-profit organization.
- c. Strengthen the LCD Alumni Association to help graduates stay connected and to continue to enhance their leadership skills.
- d. Encourage the LCD Alumni Classes to participate in Community Service Projects during which they volunteer or donate funds to a local non-profit organization.
- e. Encourage LCD Alumni Classes to continue their service and leadership to the community by having them compete for the "Best in Class" trophy which is presented at the Awards for Excellence Event.
- f. Seek new partnerships with Leadership Central Delaware

to extend the development of LCD graduates by providing them with options for a "next step."

8. Young Professionals of Central Delaware Networking Group.

The group's purpose is to provide members between the ages of 21 – 35 with networking opportunities and workshops for professional development while focusing on action-oriented projects with measurable, meaningful results.

- a. Promote the young professionals of Central Delaware and their businesses.
- b. Build business relationships and networking resources.
- c. Host Socials every other month and invite speakers to present on topics such as social media, leadership, time management, etc.
- d. Support community initiatives that impact the greater good of the business community.

9. CDCC Resource Guide: Cleo Bell, Editor

Publish and distribute 8,000 copies of the 2023-2024 Central Delaware Resource Guide and its companion piece, 10,000 copies of the Dover/Kent County Map, for distribution in July 2023. The CDCC Resource Guide will be printed in color and be available with advertising hyperlinks online. A CDCC membership directory will be included in the publication. This is the go-to resource for new and existing residents. The Dover/Kent County Map provides an easy access tool for people on the go and highlights businesses in Kent County.

10. Chamber Connections: Cleo Bell, Editor

Publish and distribute a monthly

ORGANIZATIONAL

Continued from Page 13

newspaper which provides information of importance to our members including educational programs, training classes, legislative updates, infrastructure developments, membership news, etc., as well as information regarding CDCC Events.

11. Membership Benefits:

- a. Offer Chamber members discounts on products and services. Benefits include free subscriptions to Delaware Today Magazine and Morning Star Business Report, health insurance, Chamber Club Card Savings Program discounts, CDCC Electric Cooperative Program with Affinity Energy, and Eye Specialists of Delaware discounts, and discounted Delaware State News advertising as well as Dover Federal Credit Union and Del-One Federal Credit Union offering our members the financial benefits of belonging to a credit union. The CDCC also provides every member with the U.S. Chamber Federation benefits, such as affinity programs with FedEx and MetLife.
- b. Continue to seek quality benefits to increase the value of Chamber membership.

12. Continue the health insurance program with Benefits Connection.

13. Continue the CDCC Electric Cooperative Program with Affinity Energy to provide companies with an alternative cost-effective electricity program.

14. E-News: Cleo Bell, Editor

Distribute an informative weekly newsletter highlighting Chamber programs and events to the members through email every Monday.

15. Catchin' Up with the Community E-News: Cleo Bell, Editor

Distribute an informative weekly newsletter with community news and updates to the members through email every Wednesday.

16. Business News & Company Kudos E-News: Cleo Bell, Editor

Distribute an informative weekly

newsletter with member press releases and company accolades to the members through email every Friday.

17. Continue publicizing and promoting our Chamber members and activities through print, radio, television, and social media outlets.

18. Radio Program:

Continue weekly radio programs of interest to local businesses on TomFM, WDOV, and WRDX Radio.

19. Newspaper Articles:

Submit a weekly column to Delaware State News for inclusion in the business section of the Monday edition.

20. Continue promoting the Member of the Month in the Chamber Connections and on the Chamber's website. (A business is selected from a drawing at each Sunset Business Mixer for this designation.)

21. Continue providing automated calls to the membership prior to major events through TCN.

22. Seminars:

Offer seminars covering topics that will be informative and useful to our members through the Coffee Coaching Program.

23. Computer Website:

Continue developing our website to provide easy access to information on the area and promotion of CDCC members. Provide members an opportunity to be accessed through the CDCC website through multiple avenues including hyperlinks, enhanced listings, and promotional programs. Keep improving communication through social media sites.

24. Develop and work towards the completion of a new Strategic Plan for 2023-2025 which gives guidance through critical goal categories and objectives which help plan the future course of the organization.

25. Diversity, Equity, and Inclusion (DE&I):

Implement policies, programs, and events that support diversity, equity, and inclusion in the organization.

- a. Continue the partnership with the Delaware Fusion Alliance.
- b. Serve on the Delaware Racial Justice Collaborative.



LEGISLATIVE

C. Scott Kidner Vice Chairman

Committees:

Legislative Affairs
Federal
State
County
Municipal

Ongoing Projects:

Legislative Luncheon
Candidate Interviews
Capital Reception
Congressional
Delegates Program

1. A Legislative Affairs Committee is in place to monitor and establish Chamber positions on proposed federal, state, and local legislation and regulations. The Chamber is being proactive by improving communications with our elected officials. We are lobbying effectively on actions that will impact the business climate. Future activities in 2023 we will actively monitor and lobby on are:
 - a. a. Legalization of Marijuana
 - b. b. Paid Family Leave
 - c. c. Retirement Programs (Delaware EARNs)
 - d. d. Earned Sick and Safety Leave
 - e. e. Climate Change Solutions
2. Work closely with House Small Business Caucus to provide input on business-related bills.
3. Continue to take measures to protect members and the business community from the enactment of specific impact fees and taxes.

4. Increase the awareness of Chamber members on proposed legislation at federal, state, and local levels by providing information through "Legislative Alert" and "Call to Action" Emails.
5. Work closely with cities and the County to revise Comprehensive Land Use Plans.
6. Host an annual Legislative Luncheon event with elected officials to share views and information on issues affecting business and to provide direct, open communication between our members and legislators.
7. Host candidate interviews focused on business issues which will be published in the Chamber Connections newspaper and appear on our website prior to the election to help educate members.
8. Meet with Congressional Delegates to discuss Federal Legislation and Regulations that impact our member businesses.
9. Host the Capital Reception. This business-friendly orientation will be held each winter to give elected officials the opportunity to get to know the Chamber and be educated on the issues of interest to the business community.
10. Meet with the Congressional Delegates to discuss Federal legislation that will affect the local economy.



MILITARY AFFAIRS

Evans Armantrading, Jr.
Vice Chairman

Committees:
Military Affairs

Ongoing Projects:

- Abilene Award
- Bluesuiters Golf Tournament
- First State Community Partnership (P4 Initiative)
- Friends of Dover AFB
- Military Affaire
- State of the Base Briefing
- Hosting for the Holidays/Adopt an Airman Program

Central Delaware Resource Guide and Dover/Kent County Maps to new arrivals at Dover AFB to promote community support and discounts.

5. Continue sponsoring the Bluesuiters Golf Tournament, the State of the Base Briefing, and the Military Affaire as annual events.
6. Submit a nomination package to the Abilene Chamber of Commerce in Texas based on documented achievements that support the relationship between Dover AFB and the community in the competition for the 2022 AMC Community Support Award.
7. Continue to support the First State Community Partnership (P4 Initiative).
8. Continue to support the Friends of Dover Air Force Base and Honorary Commander Alumni Association.
9. Continue to distribute our military coins to visiting dignitaries to Dover AFB.
10. Continue to coordinate the Hosting for the Holidays/Adopt an Airman Program. (this year or next year)



1. A Military Affairs Committee is in place to continue to nurture the successful relationship/partnership between Dover Air Force Base and the Central Delaware Chamber of Commerce and its membership.
2. Continue to support the needs of Dover Air Force Base.
3. Monitor BRAC discussions and developments.
4. Distribute Chamber Club Cards,



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Security is Top Priority at ABI

“In God we trust, all others are investigated and secured by ABI Security Group.”

As a former major crimes investigator for the Delaware State Police, Gordon Bowers had to reevaluate his career goals and aspirations when he was faced with the real estate crash of 2006. New endings lead to even greater beginnings. From his three years overseas in Iraq at an Internal Affairs for Defense firm to his time as a private investigator, Bowers has gained a lifetime of experience. All these steps have led Bowers to act out his biggest passions, protecting and serving people, now under his own control with ABI Security Group.

ABI Security Group is a professional private investigation group that covers all of Delaware. ABI is here to provide pre-marital investigations, infidelity investigations, child custody & support investigations, professional surveillance technical countermeasures & bug sweeps, background checks, pre-employment interviews, criminal & vehicle records, workers' compensation search and surveillance, and criminal defense cohabitation investigations. Bowers and his team at ABI cover all security issues, nothing is too big or too small to call.

Bowers can tell countless stories of people who he has helped gain security, peace of mind, and control over their lives again. ABI has saved their clients hundreds and thousands of dollars through successful investigations.

“The criminals are becoming more violent and brazen,” warned Bowers.

A common service he provides is a home audit. This is an essential home-based training and preparation seminar for the unthinkable. ABI will walk you through your home, assess your custom needs, and work with your household to prepare in case of an emergency.

“Every situation is different, so it is very beneficial for me to come into your house and train you based on what you have. My hope is that you make a habit of that training,” added Bowers. Bowers serves all people in various stages of life, from single moms, families with children, the

elderly, and more. Every home and family is different, and therefore each requires a close-eye, hands-on, inspection to create safety procedures for an attack, invasion, or armed burglary.

In an interview, Bowers shared an instance of a married couple and their two children in northern Delaware, east of Route 9. Due to where their county lines are located, when they dial 911, the call is dispatched to New Jersey (“That’s a waste of time,” said Bowers). In an any emergency, every second counts, especially in this family’s very rural location. Bowers completed a home audit to assess the level of protection their home currently had, and he taught the family to be proactive when calling 911 by directly asking for New Castle County, Del.

“911 operators are trained to ask you a gazillion questions, and that’s a lot of time. They hardly allow you to get a word in edgewise,” said Bowers. He taught the family how to be as concise and direct as possible when make such a nerve-wracking, and crucial 911 call to get help en route ASAP.

Bowers continued to answer the question of “How are you going to use your house as it is constructed now to protect your points of entry?” In this family’s case, it was their back sliding glass door, a common enemy entry point. Bowers assessed that their home could use their undetectable Anti-Burglary Window Films, highly effective in slowing down the burglar. This time allows the homeowner to enact the defense of their home as they were instructed/trained by ABI.

“One of my favorite parts of my job is that it is varied ... we handle anything and everything, and I like it that way. That’s who I am as a detective. That’s how I am running my business.” continued Bowers.

ABI services are extensive, having solved a variety of cases such as stolen dogs, plane wrecks, worker’s casualties, insurance frauds, false complaints in the workplace, homicides, burglaries, suspicious threats and even alimony and marital infidelity/cohabitation

disputes through private investigative work. Delaware’s first responders are overwhelmed and understaffed, and Bowers is relieving some of that responsibility by directly helping people with cases that the first responders do not have time or resources to handle. Bowers “just loves solving things for people,” and attributed this as his key motivator to keep up his incredible work. One local construction company was having a string of burglaries. DSP could not offer surveillance, so ABI stepped up. The burglars were caught in the act and turned over to DSP ... case solved!

The future of ABI security Group is bright. Bowers is currently looking to hire a couple detectives that are as passionate as he is about solving cases and equipping others with the tools and information to protective themselves.

His one piece of advice to the public is “don’t take injustice and think there is nothing you can do about it.” Contrary to popular belief, many people don’t think private investigators exist, especially in Delaware, nor do they know the extent of their services. Bowers wants those who are feeling helpless to know that they have someone to turn to and that “they don’t have to put up with that nonsense.” Also, there is a big difference between the work of ABI Security Group versus just hiring hourly security guards.

“Our training and experience are second to no one,” he said. “We are very professional and no nonsense PI and security firm.”

Bowers and his team are dedicated to “proving, then correcting wrongs” and genuinely find fun, joy, hope, and self-satisfaction in doing so. ABI Security is qualified, ready, and willing to take on any case, no matter the size



or complexity. They have experience in working residential/personal cases, as well as with big corporate companies and organizations. ABI Security Group is here to help Delawareans regain their peace of mind and move forward with their lives, whether the threat is impending or has already occurred because “problems don’t discriminate.” With the incredible work ethic of his father instilled in him today, Bowers wants the public to know that he is there for them – guaranteed!

Gordon Bowers and his team at ABI Security Group offer so much more than could be included in this article. For more information visit their website at www.abisecuritygroup.com or call (281) 906-1438.





Advertising with the CDCC

Looking for a great way to share your information???

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CDCC Direct is your Chamber's version of Direct Mail. If you want to promote your business, advertise a product or service, or invite members to an exclusive event, CDCC Direct a great way to reach 1,300+ members.

Standard Rate:
(Member provides 8.5 x 11 flyers, printed on one or both sides) \$190

All Inclusive Rate:
(CDCC will print flyers)
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Color: \$350 per side

For more information, please contact the CDCC Office at (302)734-7513

How can I let people know about our big sale?

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BROADCAST Your News through Your CDCC

CDCC Broadcast Email is a strong advertising tool when it comes to promoting your business. Reaching over 1,300 recipients, these emails are sent daily and can be scheduled with the CDCC.

Simply send us your PDF flyer and we'll help create your broadcast in a way that's sure to get everyone's attention!

Cost: \$100 per send
(that works out to be about 7 cents per recipient!)

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Advertising with CDCC Emails

Advertising through the CDCC's Email Broadcast system is a Member Benefit. Your company's information can be shared with over 1,500 recipients at no additional charge to you, our member!

"Catchin' Up With the Community" is broadcast every Wednesday at 9 am. This email is dedicated to sharing information about member's events and happenings (conferences, seminars, fundraisers, etc.) that are open to the public.

"Business News & Company Kudos" is broadcast every Friday at 9 am. This publication lifts up news about member businesses (moving, new products or services, alerts) and also congratulates those who win awards, celebrate anniversaries, complete community service projects etc.

To learn more about advertising through our the CDCC email system, or to send a message through this system, please contact Cleo at marketing@cdcc.net

CDCC joins Mindful Midwifery for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Mindful Midwifery at July 28. Chamber members and friends joined owner and founder, Katie O'Brien, to celebrate the Grand Opening of her new business, Mindful Midwifery at 254 Camden-Wyoming Avenue in Camden, Del.

Mindful Midwifery offers midwife taught classes in women's health issues across the lifespan. They are opening with prenatal classes, childbirth classes, support person classes and sibling celebration classes to begin serving families looking to start their parental journey with all the information and resources they need. Later this year, Mindful Midwifery will be adding gynecologic

topics for preteens through menopausal women. O'Brien makes it clear to the public that these classes are not meant to replace traditional healthcare but rather to supplement this care with provider-level health education so that women may be able to better advocate for themselves in their health journey.

Mindful Midwifery's goal is to merge the information gap between whole body wellness and clinical healthcare. Since our society has become continuously more online-based, O'Brien acknowledges the loss of sense of community in the process. Mindful Midwifery is taking back the power that lies in face-to-face connections with others of similar life experiences. What makes Mindful Midwifery different is that the education is coming from a provider, so it is up to date with current healthcare practices by certified clinicians. The classes will allow women to learn the full range of options they have in their health



needs and use the knowledge to make their visits with their providers more productive.

O'Brien and her team are passionate about three things: empowering women to advocate for themselves in their health journeys, educating women and their families in women's health topics, and forming community connections.

To learn more about Mindful Midwifery, feel free to stop by their office at 254 Camden-Wyoming Avenue in Camden. You reach them at (302) 922-6200 or www.mindfulmidwifery.net for more information and updates. Please join the Central Delaware Chamber of Commerce in congratulating Katie O'Brien and the Mindful Midwifery team on their Grand Opening!

CDCC joins Brain Love Neurotherapy for a Ribbon Cutting



The CDCC hosted a Ribbon Cutting Ceremony for Brain Love Neurotherapy on Aug. 4. Chamber members and friends joined owner, Lauren Haggerty, to celebrate the Grand Opening of their new location at 4092 N. Dupont Highway in Dover!

The mission of Brain Love Neurotherapy is to brighten the brain through consistent training to increase performance, memory, strength, and self-regulation. Brain Love employs state of the art equipment and education to achieve your best outcome! They strive to customize protocols based on your individual brain map that also address the reasons you are seeking brain training. Millions of people suffer from debilitating brain fog, loss of focus, and short-term memory loss. The team at Brain Love Neurotherapy is here to help those who have experienced these problems

or have suffered from a head injury or illness that has affected their brain. This is done by a certified and knowledgeable team of experts, equipped with cutting edge technology. Clients can expect a free initial consultation where a comprehensive and completely painless evaluation of their brain waves, also known as a Brain Map, or Quantitative Electroencephalography (QEEG).

The services of Brain Love include Neurofeedback Audio & Video Emersion Techniques, Pulsed Electro Magnetic Frequencies and Transcranial Alternating Current Stimulation. After your free initial consultation, Haggerty and her team will create a custom, comprehensive plan to rejuvenate and regulate your brain. A brain mapping by the professionals at Brain Love Neurotherapy requires that the individual be under "a 19-channel gap with each electrode filled with gel to gain the best connection to the scalp." This Quantitative Electroencephalography (QEEG) will provide a detailed electrical analysis, quantification, and measurement of brainwave activity during different activities. This can



then be a baseline for improvement and comparisons.

The team at Brain Love will repeat their protocols 10x to train your brain to pick up the new information. "Your brain is in charge- we just give it the information it needs to be more regulated and flexible," Haggerty added. This is how they address the speeds of your brain. They also use alternating and direct current stimulation to address the connections that are weak or absent.

Brain Love Neurotherapy is eager to give back to their community by continuing to be a vendor for the State of Delaware Traumatic Brain Injury Fund. They hope to further educate

those who may be able to access our services for free but are unaware of them. They also hope to meet other businesses in the area and get more involved with the strong community here in Kent County. Lauren and her team are excited to easily serve clients better with their more accessible northern Delaware location addition.

To learn more about Brain Love Neurotherapy, feel free to visit them on the web at www.brainloveneurotherapy.com or give them a call at (302) 278-7828. Please join the Central Delaware Chamber of Commerce in congratulating Lauren Haggerty and the Brain Love Neurotherapy team on the Grand Opening of their new location!

CDCC joins FCCB Bank for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for FCCB Bank on Aug. 16. Chamber members and friends joined branch manager, Myra Garcia, to celebrate their new acquisition of MidCoast Community Bank at their new location at 584 N. DuPont Highway in Dover.

In April of 2020, MidCoast Community Bank was purchased by First Citizens Community Bank (FCCB). This was at the beginning of the COVID-19 pandemic which until recently, has caused a delay in this in-person group celebration.

The mission of FCCB Bank is “to ensure our long-term survival as a highly successful independent community bank by consistently exceeding customer expectations, cultivating effective employees, delivering superior shareholder value and exhibiting social responsibility and good citizenship.” First Citizens Community Bank is a well-respected name in the financial services industry, which is something they have worked long and hard to

achieve.

This year, they celebrate their 150th anniversary. The consistent and profitable growth they’ve experienced since opening their doors in 1932 is a testament to the fact that they have the qualities consumers and businesses value in a financial services provider. High touch, convenient and error free service delivered by energized employees is at their core.

“In the end, it’s our ability to act as an educator and trusted advisor that creates the lasting bond with our customers. We believe that is the foundation for building relationships,” said Cristine Menser, vice president of small business banking.

Clients of FCCB Bank can expect traditional consumer and banking deposit products such as checking, savings, and CDs along with electronic/digital access to such accounts through online banking, mobile banking, and debit cards. Their business checking accounts are further enhanced with Cash Management services that improve cash flow and efficiencies

for people and business. Their Fraud Services help businesses protect their organization from loss. FCCB Bank also offers mortgage products and are especially known for “getting the tough deals done!” Not to mention, their Business Lending Team in Delaware is second to none in the market.

To complete their financial services, investment and trust management as well as estate planning and settlement investment & brokerage are also offered by the knowledgeable and helpful team at FCCB Bank Dover.

Prior to their Dover location, FCCB Bank opened offices in Lancaster County and then migrated to Delaware when the opportunity to acquire MidCoast Community Bank was presented. Since then, they’ve opened an additional office in Chester County, Pa., and have plans in 2022 to open another office in Ephrata, Pa., and their fourth Delaware office in the Greenville region.

FCCB Bank Dover is excited to continue to give back to their community by volunteering with local businesses,



non-profits, and participating in community events. FCCB would like to give back by continuing their involvement in the community and assisting local business when the opportunity arises.

To learn more about FCCB Bank Dover, feel free to visit them on the web at www.myfcb.com or give them a call at (302) 724-4826. Please join the Central Delaware Chamber of Commerce in congratulating the FCCB Bank Dover team on their new acquisition of MidCoast Community Bank!

CDCC joins Suds & Company for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Suds & Company on Aug. 17. Chamber members and friends joined owners Kim Adams and Dana Smack and the whole team to celebrate their Grand Re-Opening at Suds & Company at 231 W. Lookerman Street in Downtown Dover.

The From Home 2 You Corporation was started in 2011 by sisters Dana Smack and Kim Adams. It was formed as a small artisan manufacturer of all-natural body soap bars, hair, and skincare products. The idea was born by the need to use all-natural products for their children with sensitivity to additives and chemicals in health and beauty products. They believed what goes on your skin is just as important as what goes in the body.

After many rounds of trial and error, the sisters were able to formulate all-natural body and skin care products for their children’s skin sensitivities. What they found was great relief, success, and support from all to con-

tinue to produce and share their great creations. The beauty of it all, was the ability to customize the products to the needs of the end user, but still holding to the all-natural product foundation.

Suds & Company offers several lines of bath products such as whipped body butters, hand-made soaps, and exfoliating luffa bars. They even offer a men’s line full of beard products such as oils, cleansers, and beard butters. Customers can expect custom soaps, made of all-natural products. Suds & Company has the products you need to protect, hydrate, cleanse, and moisturize your skin the way it should be. Their products are available to purchase easily online to reach customers out-of-state and worldwide.

The Suds & Company team believes in revitalizing the Downtown Dover area. They want to bring the customers back to the Downtown area by providing the growing community with organic, all-natural beauty products options — something that isn’t currently available in Downtown Dover.



These options are safer, easier on the skin & better for the environment!

Suds & Company is excited to give back to their community by offering military, college student, and senior discounts to their customers. They will continue to donate some of their products to local shelters for those in need.

To learn more about Suds & Company stop by their store today, visit them on the web at www.sudsncompany.com, or give them a call at (302) 554-2912. Please join the Central Delaware Chamber of Commerce in congratulating owners, Kim Adams & Dana Smack, and the Suds & Company team on their Grand Re-Opening!

New Member Spotlight

Welcome the Food Bank of Delaware to the CDCC!



Are you aware that 1 in 10 Delawareans are food insecure, and 1 in 7 Delawarean children wonder if they will receive their next meal? The definition of food insecurity according to Merriam-Webster is “the fact or an instance of being unable to consistently access or afford adequate food.” The USDA extends this definition to mean when there is an abundance of processed, pre-packaged, calorie-dense foods, because these foods do not contain adequate nutrition.”

The CDCC is excited to welcome an organization whose mission is “to inspire hope in our communities by providing food to nourish Delawareans, while collaborating on long-term solutions to hunger and poverty.” That group is the Food Bank of Delaware!

In the last year alone, the Food Bank of Delaware distributed 15,536,834 pounds of food statewide, and about half of that in Kent and Sussex counties. The COVID-19 pandemic highlighted how close to home hunger hits and how important the need of access to quality, fresh, and healthy foods for all truly is. This pandemic also demonstrated how essential the food bank is to Delawareans, especially the vulnerable populations such as children, the elderly, and people with disabilities.

The Food Bank of Delaware operates out of two branches in Milford and Newark. Many people may know this non-profit organization for providing life-saving food to those in need and volunteer opportunities; however this is only the surface of what the Food Bank of Delaware offers.

Did you know that the Food Bank of Delaware offers on-site work-force

training, warehousing/logistics training, and employment opportunities for adults with diagnosed disabilities in the food service and hospitality industry? President and CEO, Cathy Kanefsky, refers to these programs as “Food for today and food for tomorrow.” These programs prepare people to successfully enter the workforce and start a career — it’s life-changing!

In the mindset of positive change, the Food Bank of Delaware is undergoing an exciting, necessary growth and expansion this September.

“In September, we’re breaking ground on a new 67,000-square-foot facility located on 11.5 acres in Milford’s Independence Commons, off Airport Road, adjacent to the Delaware Veterans’ Home. The project is expected to be completed in 14 months, assuming we do not encounter unforeseen supply chain issues.”

The Milford branch, which is currently on the market, is now operating at 163 percent capacity, running the volunteer room and culinary classroom programs. Space is lacking which has caused the organization to rent additional space to continue to provide their crucial services through their Healthy Pantry Center.

In addition to this project, the Food Bank of Delaware will open The Kitchen School: a new program offering specialized training designed to provide employment opportunities for adults with diagnosed disabilities in the food service and hospitality industry. The Kitchen School represents a partnership between the Food Bank of Delaware and the Delaware Restaurant Association.

“The 12-week curriculum has been developed to include group instruction and individualized training in our two Culinary School professional kitchens,” remarked Kanefsky. The Food Bank’s professional chef instructors and job coaches will train students to enter food-service workplaces; students will learn kitchen safety, some hands-on cooking skills, sanitation procedures, and earn a ServSafe Food Handler certification.”

Upon completion of their new facility in the fall of 2023, the Food Bank of Delaware in Milford will be able to mirror the services offered at their Newark branch. “We’ll have a café that will include culinary school students, a garden to grow fresh produce for sale and distribution, plus more classroom and warehouse space to better serve our community and our food-insecure

neighbors,” continued Kanefsky.

The Food Bank of Delaware is doing incredible work serving Delawareans and the CDCC couldn’t be prouder to be a part of their servant-leadership journey! The organization is pleased to be part of the CDCC. “We know we need each other to continue our mission,” said Director of External Affairs Chad Robinson. “We rely upon connection, collaboration, and communication with the community – and especially business leaders – to serve neighbors who need us. Thanks for the warm welcome.”

For more information about the Milford or Newark Food Bank of Delaware branches, please visit their website at www.fbd.org. Please join the CDCC in welcoming the Food Bank of Delaware into membership!

New Member Spotlight

Introducing Pristine Detailing, LLC!



There is something about stepping into a freshly cleaned car. Suddenly, you feel lighter, cleaner, clearer minded, and satisfied. Let Mr. Charles Robinson take that feeling one step further with a complete car detailing with his business, Pristine Detailing, LLC! Getting your car detailed is the reset you need to keep you driving in style.

Charles Robinson began his Pristine Detailing business because of his hard work, skill, and the gratification he receives when a customer is overjoyed sitting in their clean car that looks and feels like new! Pristine Detailing is a full-service detailing company, who knows what it is like to be a customer

and want the job done superbly along with caring, individualized customer service. Robinson is thoroughly trained and experienced in the autobody industry and is excited to service the busy working population of Dover, Delaware.

If you've never had your car professionally detailed before, or if it's been a while and it's nagging your mind, look no further for a quick and quality job from Pristine Detailing. When you bring your car to Pristine Detailing you are going to get so much more than an exterior wash and wax. A detailing of your vehicle is much more thorough including, exterior paint care, removal of mirror scratches, application of paint sealant, and complete tire shining and care. On the inside, customers can expect an in-depth vacuuming from top to bottom, shampooing of all upholstery and carpeting, pressure washing of floor mats, and coating care of all interior surfaces.

Robinson has all the professional

tools, products, and experience needed to get your car looking brand new. He can get to the hard-to-reach crevasses, nooks, and crannies to eliminate all crumbs, dirt, dust, and debris – including those dehydrated French fries that have been under your seat for months! He has all the industry-approved professional products to treat your car with the utmost care. Pristine Detailing is your one-stop-shop for your detailing car needs from a basic detail to steam cleaning, interior deep cleaning, paint correction services, ceramic coating treatments, and even a COVID cleaning.

Pristine Detailing is excited to be a part of the Central Delaware Chamber of Commerce to connect with other local businesses! Networking is especially important to Robinson in order to contribute to his community, continue to make a difference for his happy and potential customers, and continue doing what he loves: taking care of cars!



For more information about Charles Robinson's business, Pristine Detailing, LLC, please do not hesitate to call (302) 943-3669 or visit www.facebook.com/PristineDetailing302 for services, hours, location, updates, and more. Please join the CDCC in welcoming Charles Robinson of Pristine Detailing, LLC into membership!

Introducing Steven Roglen of ADT Commercial!



We, as a society, have come a long way from the first invention of the telegraph in 1809, which sent messages through gold wires placed in water, which were then deciphered by determining how much gas was released 2,000 feet away. Fast forward to 1874, when 57 district telegraph delivery companies united to create the American District Telegraph (ADT). ADT, as we know it in 2022, didn't begin expanding their services to include fire alarms and security systems until 1909 – saving many lives in the process!

The CDCC is excited to welcome Steven Roglen of ADT Commercial to the Central Delaware area! Technology has advanced exponentially just in the last few decades and ADT has made it a priority to keep up with the changing times to offer security, safety, and peace of mind, not only to people and families all over the country, but other commercial companies as well. Roglen is channeling his efforts at ADT Commercial to increase awareness of the plethora of services offered for commercial enterprises throughout Central Delaware.

"There is urgency in my role to create awareness that we exist as a brand. When people think of ADT, they tend to gravitate towards home security and don't realize that we have a fully capable commercial division," said Roglen.

Roglen wishes to be more familiar with the Central Delaware area since he has lived mostly in New Castle County, Wilmington, Middletown, and Elkton, Md., for several years. His wife, Laurel, two sons, and dog, Murphy, are ready to support their

father as brings the valuable services of ADT Commercial to the Capital of the First State, Dover, and its surrounding towns. Roglen will surely bring his expertise, degree, and experience in Business Management to the incredible businesses of Central Delaware. When he is not working hard at ADT, you can find him on the golf course, or at his practice setup at home!

ADT Commercial offers so many ways to secure your business. Their products and services include intrusion systems (equipment and monitoring), fire systems (equipment and monitoring), mobile security for worksites, camera systems, access systems, patient tracking, nurse call, signal boosters, gunshot detection and monitoring, threat/risk assessments, to name a few. ADT Commercial has a long-lived legacy to help secure what you need most, no matter the industry. ADT Commercial is a "single-source for your business security, fire, life safety, and risk consulting solution needs."

Roglen chose to join the CDCC due to the strong community network that

the CDCC has in place. "The Chamber is exciting because it gives us a direct line to businesses in the area and helps promote some more warm contacts as compared to the cold calls that it would otherwise take to get traction." The CDCC and Central Delaware thrive from the sense of community here that makes business a pleasure and helps us all to grow together

For more information about what ADT Commercial can do for your business, big or small, contact Steven Roglen at (302) 464-0458 or at stevengroglen@adt.com. Also, feel free to visit their website at www.adt.com/commercial. Please join the CDCC in welcoming Steven Roglen of ADT Commercial into membership!



Member of the Month



NAME: Mark Corea
TITLE: Indirect Lending Manager
BUSINESS: Dover Federal Credit Union
ADDRESS: 1075 Silver Lake Blvd. Dover, DE 19904

HOURS: 8:30 A.M. – 7 P.M.
PHONE: (302) 678-8000 ext. 3112
WEBSITE: www.doverfcu.com
EMAIL: mcorea@doverfcu.com



Tell us a little about your business/organization: how did it begin, what are your services/products, etc.

Dover Federal Credit Union was first chartered in 1958 by a handful of Air Force and civilian workers at Dover Air Force Base. Their goal was to create a member-owned financial cooperative, democratically controlled by its members and operated for the purpose of promoting thrift, providing credit at competitive rates, and providing other financial services to its members. Today we serve over 40,000 members, encompassing the military, Delaware families, and over 450 workplace partners.

Dover Federal offers a full line of financial products including mortgages, home equity loans and lines of credit; credit cards, several types of checking and savings accounts including business accounts; auto loans, both direct and indirect, personal loans, commercial loans, CDs, IRA accounts, youth savings accounts and money market accounts.

Tell us about your role in the business/organization.

As the Indirect Lending Manager, I represent DFCU for our dealer partners, which includes nearly every new car franchise in Delaware, from New Castle to Sussex County and several in Maryland.

I am a point of contact for the dealers with questions or any issues that may arise, which may include funding loans and loan decisions. DFCU has built and maintains strong relationships with our dealers to insure they and our members both existing and new have a positive experience with both the dealer and DFCU.

Tell us something that makes your business/organization unique.

Relationships are very important to us, building trust and being consistent with decisions, being available to assist with any issues that may arise in day-to-day business. We offer very competitive rates and terms, and we make it easy to do business with us.

What do you see for the future of your business/organization?

The finance world is steadily evolving, and we have overcome many issues through the pandemic, including rising auto prices, chip and inventory shortages. We strive to keep up with this ever-changing business. We will continue to offer great service to our dealer partners and members alike.

We will remain consistent with our services and make changes and develop new products as needed to continue our success.

How has the Chamber helped your business/organization grow?

CDCC helps give Dover Federal Credit Union exposure to the local community and helps us form and maintain relationships through networking within the community we serve.

What is your best advice to other businesses/organizations?

Be consistent, and build strong relationships in the community you serve.

Ambassador's Corner

Our Newest Ambassadors – Charles and Mary Ann Curry



The Central Delaware Chamber of Commerce is so excited to welcome our newest Ambassadors to the committee, Charles and Mary Ann Curry. The couple are currently celebrating 30 years of marriage. With family members located in Delaware, Florida, Texas, and Ohio, they find themselves with many travel destinations to explore in their retirement! Charles and Mary Ann have been members of the CDCC since June of 2019. In addition to traveling, they love to meet new people. They describe making connections with people with an allegory of reading a book that has many twists and turns!

The Currys' business is the popular fragrance company, Scentsy. Research indicates that a per-

son's sense of smell is closely linked to attitude ... a pleasant smell helps to form a pleasant attitude, an energetic smell can contribute to an energetic attitude, and the like. Scentsy offers over 100 fragrances in warmers, diffusers, wax, and much more. These amazing products are made to be used in customers' homes, offices, and cars. They even have products designed for the laundry and pets! As an independent consultant, the Currys are in the business of "making your world smell good – one room at a time." To learn more about Scentsy and all they have to offer, please visit them online at www.maryanncurry.scentsy.us/.

As our newest ambassadors, the Currys are eager to get started with assisting our newest

members on their journey to engagement with the CDCC. They are very excited to meet with members and talk about all the opportunities available for their businesses. They are happy to help as business members work to fulfill the requirements of 5-Star status and realize what a great return their chamber membership is on their investment.

"Being able to assist someone on their journey to the point of receiving their 5-Star pin will be fulfilling for them – as well as us," said Mary Ann.

Please join us in welcoming the Currys to the Ambassador Committee and in thanking them for their service to the CDCC!



Congratulations - You're a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2022 in the Chamber Connections. "Congratulations – You're a 10!" is designed to recognize, congratulate and highlight recently renewed members who are celebrating membership anniversaries in increments of 10.

50 YEARS



40 YEARS



30 YEARS



10 YEARS



Thank You for Your Renewal!

RENEWALS FOR JULY 2022

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
Dover Electric Supply Co., Inc.	51	Fordham & Dominion Brewing Co.	13
Edgewell Personal Care	51	True Access Capital	12
Ken Stockslager & Son, Inc.	51	Dover Interfaith Mission for Housing	10
Pratt Insurance, Inc.	51	Season's Hospice & Palliative Care of Delaware	10
Connor Strong & Buckelew	50	Shore United Bank – Dover	10
Jen-Mor Florist	50	Delaware Division of Libraries	9
C.F. Schwartz Motor Co., Inc.	49	Mountain Consulting, Inc.	9
City of Dover	49	Wealth Management Group, LLC	9
Dawson Bus Service, Inc.	47	Environmental Alliance, Inc.	8
Faw Casson	46	Monarcas Inc. – La Hacienda	7
Porter's Sand & Gravel, Inc.	46	Nephrology Associates, PA	7
Parkview RV Center	40	Brick Works Brewing & Eats	6
State Janitorial Supply Co.	40	CompleteCare @ Silver Lake	5
Town of Camden	40	The Golden Fleece Tavern	5
Caesar Rodney School District	36	Bangkok Thai Cuisine Corp	4
Barros, McNamara, Malkiewicz & Taylor, P.A.	34	Camden Wyoming Rotary Club	3
Capital School District	33	First Home Mortgage	3
Modern Maturity Center, Inc.	33	Steppin' In Style	3
Trader Funeral Home, Inc.	32	TAG Events	3
Luff & Associates, PA	30	Caruso Homes, Inc.	2
The Malmberg Firm, LLC	29	Hall's Family Restaurant	2
Dover / Kent County MPO	27	The People's Platform	2
Horty & Horty, PA – Douglas R. Phillips	23	Benvenuto, LLC	1
Elevations Unlimited	22	Delaware Senior Medicare Patrol	1
Payroll Management Assistance	19	First State Webfooters	1
Kent County Levy Court	18	Remax Horizons	1
Ray Hall	18	Spanglish Foods, Inc.	1
A Center for Mental Wellness, Inc.	14	UNITED Church	1
Central Delaware Habitat for Humanity	14		

New Members

All About Gutters, Inc.

Mr. Chris Koenig
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The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front pageheader changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly "Coffee On Us" contest.

If you recognize the location of the header picture on our front page, be the THIRD PERSON to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:



You'll also see your picture and your company name on our Facebook page – and, of course, you'll win bragging rights for the month!

The winner of the last "Coffee on Us" Contest was **Amy Zook of Chesapeake Utilities Corp.**, who correctly identified the Ferris Wheel at the Delaware State Fair. Congratulations, Amy Zook – and thank you for playing our game!

Please note that the same person is qualified to win the Coffee on Us Contest only twice per calendar year.



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