

# Chamber Connections

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[cdcc.net](http://cdcc.net)

October 2022



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## Giving Starts at the Heart!

It's been a long summer, but now summer is coming to an end. As much as we like to complain about it and say we wish summer would last forever, there's something invigorating about awakening from our summer slumber and starting afresh in the fall. The end of the summer signals that it's time to once again become productive and prepare for new activities to come, especially at the Central Delaware Chamber of Commerce (CDCC). One of the biggest of those is - you guessed it - the inevitable holiday rush. The holidays seem to arrive sooner every year. It

won't be long now until we all begin transitioning to one of the most important times of year for both families and small businesses.

So, this year, instead of letting the holidays sneak up on you, why not jump on things and start preparing early by participating in the 2022 CDCC 19th Annual Holiday Gift Auction - a highly revered and most attended event. This year's theme - Central Delaware at the Heart of it All - feels very near and dear to our hearts at the CDCC. We believe it fits because is the epitome of the generosity that starts



at the heart of the First State - Central Delaware! We are a community that leans on one another for betterment of our dear neighbors, and the Holiday Gift Auction is a fun and inviting way that allows the CDCC to continue

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## State of Base Briefing Breakfast - Coming Nov. 21!



The CDCC's Military Affairs Committee welcomes you, the community, chamber members and friends to the Dover Air Force Base's Annual State of the Base Briefing Breakfast on Monday, Nov. 21. It will be held from 7:30-9:30 a.m. at The Landings, 479 Chevron Avenue, Dover Air Force Base. Signature sponsor, Delaware Technical Community College, is proud to support this event to connect our civilians

and service personnel here in Central Delaware.

One does not need to be in Dover long to know that DAFB is an incredibly indispensable aspect of our community and has been for nearly 75 years. The hard-working military personnel stationed at DAFB not only impact and protect our nation, but also our immediate community here in Dover. The impact of their service creates ripple effects throughout Central Delaware that send waves of positive economic, cultural, and emotional change, long after their deployment. The CDCC is proud to have such a strong relationship with DAFB and those who serve our community and country.

The Annual State of the Base Briefing is just one of the many ways that the CDCC's Military Affairs Committee strengthens that relationship. The

mid-flight eagle Abilene Trophy soaring on in the CDCC office is a constant reminder of the pride, that not only the CDCC has in the relationship with our servicemen and women, but a reflection of the entire Central Delaware community as well. We could not imagine Central Delaware without the companionship and dedicated service of every single person at DAFB - the CDCC and your community thanks you for your service!

The CDCC community is encouraged to attend to meet, mingle, and learn in-depth about the wonderful acts of service the DAFB has completed throughout the year, and about plans for the future. Keynote speaker, Col. Matthew S. Husemann, 436th Airlift commander, will expand on the Base's

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# Dina's Digest



PRESIDENT  
DINA VENDETTI

## Calendar of Events

### OCTOBER

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

### NOVEMBER

- Thursday, Nov. 3**  
Leadership Central Delaware  
8 am – 5 pm  
Public Safety Day
- Thursday, Nov. 3**  
Kent County Open for Business  
8:30 – 10 am  
Kent County Levy Court
- Tuesday, Nov. 8**  
CDCC Board Meeting  
7:30 – 8:30 am  
Faw Casson
- Tuesday, Nov. 8**  
Young Professionals Social  
12 – 1 pm  
FCCB – Dover
- Wednesday, Nov. 9**  
Coffee Coaching  
8 – 9 am  
via Zoom
- Wednesday, Nov. 9**  
Marketing Committee Meeting  
10 – 11 am  
CDCC Conference Room
- Thursday, Nov. 10**  
Member Orientation  
12 – 1:30 pm  
via Zoom
- Tuesday, Nov. 15**  
LCD Steering Committee Meeting  
12:30 – 1:30 pm  
CDCC Conference Room
- Monday, Nov. 21st**  
State of the Base Briefing  
7:30 – 9:30 am  
The Landings, Dover Air Force Base
- WED, Nov. 30**  
Ambassador Committee Meeting  
4:30 pm  
Hilton Garden Inn
- WED, Nov. 30**  
Sunset Business Mixer  
5 – 7 pm  
Hilton Garden Inn
- THU-FRI, Nov. 24 & 25**  
Thanksgiving Holiday  
Office Closed

You don't have to know me for very long to know that I am someone who does not like to rush the seasons. I don't want to see Valentine's Day displays five minutes after we celebrate Christmas. There is no reason for Mother's Day and Father's Day to steal Easter's thunder. I do NOT want to hear about cooler temperatures and pumpkin-spice anything in August! Everyone should know that summer is not over until the 22nd of September ... And most of all, there is absolutely no need for there to be Christmas decorations in the stores before Halloween!

Having said that, I am going to go against all of that for just a moment because I don't want you to miss out on a really great opportunity. Holiday shopping can be a heavy lift and to do it well (and remain sane in the process!), one must listen, plan, and be strategic in its execution. While the benefits of holiday giving are wonderful, the idea of beginning the task can be daunting! Fortunately, your Chamber is here to help!

The CDCC's Annual Holiday Gift Auction will take place later this month! This event has become a very popular, well-attended, and much anticipated evening of holiday local shopping. The Holiday Gift Auction gives your Chamber an opportunity to showcase our business members and highlight the amazing and unique products and services that are available right here in Central Delaware. Our goal for this event is to show everyone that all their holiday shopping can

be done right here in Central Delaware with our CDCC members. The items are always of a high quality and the auction offers our shoppers an opportunity to make unique purchases for themselves or for the people on their holiday shopping lists. A wide range of items – from food to jewelry to clothing to experiences – provide a vast array of purchasing possibilities for our guests.

This year's event will be brought to you in two separate formats. The silent auction, which typically features over 100 items, will be presented completely online and will run from Oct. 14 through October 21st. The LIVE Auction, under the direction of auctioneer extraordinaire Steve Harrell, will be held in-person on Wednesday, Oct. 26, at a mixer-style event at Maple Dale Country Club. All items purchased on the silent auction will be available for pick up on the 26th at the LIVE Auction event.

The theme for this year's auction event is "The Beat of Business" and is designed to remind us that supporting our local business community is at the heart of it all when it comes to holiday shopping. Let's join together to support our local businesses as we head into the holiday season – and let's start that at the CDCC's 19th Annual Holiday Gift Auction!

o, without compromising a well-deserved emphasis on Fall, Halloween, and Thanksgiving, please join us for the start of the shopping season and all that follows – we look forward to seeing you soon!

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.



# PAM Support Groups to the Rescue!

The Central Delaware Chamber of Commerce is proud to shed light on three new support groups offered by one of our prized Cornerstone Members – PAM Health Rehabilitation Hospital of Dover! Since the company's founding in 2006, PAM Health is committed to providing high quality patient care and outstanding customer service, coupled with the loyalty and dedication of a highly trained staff, to be the most trusted source for post-acute services in every community it serves. One of the ways they are accomplishing this mission is by offering community support groups for those impacted by post-acute medical health issues.

Continue reading to learn about PAM's three different support groups currently offered right now. Please keep this information in mind for you, your loved ones, and for anyone who could benefit from the support of PAM's services.

## Kent County Delaware Injured Veterans of America support group.

PAM Health is hosting a Veterans support group for our community veterans designed to be an open and welcome place for our injured veterans of any age, their loved ones, and caregivers. This group is open to women and spouses alike.

This group was founded on the idea that no person is left behind. Facilitator and Veteran, Theo Jones was part of a larger group in the community. When they lost their leader/ facilitator to recent move Theo was introduced to Tiffani Taylor of PAM Health who helped to design a plan to achieve a better and more open forum for any aged veteran, loved ones and of course women are encouraged to attend as well. We look forward to offering a women's veterans group in the future. This meeting is held every 3rd Thursday of the month at PAM Health Rehabilitation Hospital of Dover 1240 McKee Rd in Dover.

For more information about this group, please contact Veteran and group facilitator, Theo Jones at 302-943-3701 or Tiffani Taylor with PAM Health 302-382-0867.

## Stroke Support - Kent and Sussex

Bayhealth and PAM Health are partnering to provide a Stroke Support Group for our community. It's designed for individuals who have had a stroke, and their care partners, to get the education and support they need for continued recovery and an improved quality of life after stroke. The meeting location will alternate between the Bayhealth Sussex Campus 100 Wellness way in Milford (odd-numbered months) and Bayhealth Out-patient Rehabilitation, Kent Campus, located at 560 S. Governors Avenue in Dover (even-numbered months).

The Stroke Support Group is free, and registration is not required. Virtual meeting options are also available. Visit Bayhealth.org/Stroke-Support for meeting details or call Tiffani Taylor at PAM Health 302-382-0867 or Bayhealth Neurology at 302-744-6592 for more information.

## Parkinson's Support - Milford

PAM Health and Parkinson's Education and Support group of Sussex are partnering to provide an in-person Parkinson's Group for our community. It's designed for individuals who Parkinson's, and their care partners, to get the education, and support they need for continued recovery and an improved quality of life with Parkinson's. Registration is not required. Meetings are held every 3rd Tuesday of the month. If you would like more information, please call Tiffani Taylor with PAM Health at 302-382-0867.

The team at PAM Health Rehabilitation Hospital of Dover is always open to feedback for support groups to accommodate the needs of the community. If you have an idea for a new support group or would like more information on the current support groups offered, please reach out to PAM Health Rehabilitation Hospital of Dover by calling 302-672-5800 or visit <https://pamhealth.com/facilities/find-facility/rehabilitation-hospitals/pam-rehabilitation-hospital-dover>.



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# The LCD Class of 2023 Opens Up to a New Adventure!



community.

Diversity in the workplace is about more than just hiring a variety of different people. It's about getting everyone on your team to have empathy for one another, to understand what others are going through (not just at work), and to work together effectively for the betterment of businesses. Leaders motivate us to go places that we would never otherwise go. They are needed both to change organizations and to produce results. In any business climate, good leadership is perhaps the most important competitive advantage a company can have.

This year, the LCD Class 2023 will develop a community awareness about the economic drivers, community awareness and business development of Kent County:

- » Agriculture & Agri-Tourism: The role and impact ag has on Kent County's economy.
- » Education: Exploring the many Kent institutions that serve the public's educational needs, plus their roles in providing an educational workforce for Delaware's future. Hear from leadership in both public and private schools.
- » Tourism: Learning about the attractions that bring visitors to Delaware's capital. Hear from state and local leaders in the tourism industry about the statistics and economic impact tourism has on the First State.
- » Energy and the Environment: Learn about advancements in energy production, including alternative forces of energy, that affect the business community. Discuss issues and regulations with DNREC leadership and see firsthand how energy is managed in our area by visiting local treatment facilities.
- » Government: Participate in candid discussions with local and state leaders about current legislative issues. Learn about the impact of state and local government. Participate in role-playing activities designed to help you understand the

That back-to-school feeling never fails to permeate the air and get under your skin – no matter how old we are. Even if you aren't forced to endure long lines at Staples for a seemingly endless list of school supplies, or scan sales for lesser-priced wardrobe essentials, somehow, somehow, many of us grown-ups invariably end up maintaining similar back-to-school style traditions of school shopping or buckling down at work come early September – even though we have long graduated from school.

A new class of industry professionals has sought out a wonderful opportunity to step outside of their comfort zone and step into their community like they never have before. A new year of learning and leading has begun for the 28 talented, professional, and enthusiastic members of the Leadership Central Delaware (LCD) Class of 2023. During the next 10 months, this class will engage in an exciting year of adventure to become the effective, dynamic, and knowledgeable leaders they aspire to be. The new class began on Sept. 15 and 16, with an overnight stay and retreat at Brighton Suites in Rehoboth Beach, focusing on diverse team building and leadership skills.

The Opening Retreat serves as a time to begin to bond, build relationships and learn about each other personally and professionally, while learning about their own leadership abilities and skills. Attending a retreat is a way of stepping back from ordinary living to take time to renew, reflect, and recenter one's life and prepare for the journey ahead.

Leadership Central Delaware connects emerging leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased value, individually and professionally. Participants gain an opportunity to develop resources and partnerships and an understanding of the roles of leaders in the community. Credible leaders emerge equipped through the "Diamond Program" of the Central Delaware Chamber of Commerce and are recognized as distinguished and influential forces in the

inner workings of our democracy.

- » Criminal Justice & Public Safety: Understand of issues faced by law enforcement. Meet with the leaders of agencies who are charged with maintaining public safety. Tour a police department and experience a police car ride-along.
- » Healthcare: Gain insight into the network of services available to ensure community health and well-being. Hear from panelists and enjoy a remarkable tour at our region's state-of-the art medical facilities.
- » Economic Development: Meet business leaders, civic officials, and those working to bring more business and jobs to Delaware. Participate in discussions about economic development strategies, the risk and challenges they present, the success they promise, and what all this means for the future. This is an interactive session on the importance and vitality of economic development in Delaware with a specific focus on Central Delaware.
- » Communication & Media: News media professionals representing the area's broadcast and print media outlets share a behind-the-scenes look at how news is gathered and delivered. Understand the role of the media in the

economy and the impact it can have on the business community and residents alike.

Leadership Central Delaware participants throughout the years give high remarks of their Opening Retreat experience, and the Class of 2023 was no different. The interactive exercises gave the leadership team members a real opportunity to interact, network, and team build, while exciting them for the days to come.

The CDCC would like to thank our very own leaders, Dr. Dina Vendetti, President, and Judy Diogo, past President and CDCC consultant, for sharing their expertise and their bright leadership spirits! Judy, thank you inspiring the class by sharing the secret ingredient of leadership. Dina, thank you for unpacking leadership in the best way for all to understand and apply to their daily lives!

Thank you, Tammy Ordway of Faw Casson, who guided the intriguing and educational activity: Lost at Sea. Tammy really engaged the class to consider what is most important in dire situations. The CDCC appreciates Tammy's time, expertise, and joyful spirit.

A special thank you to Bobby Jones, founder and owner of Bright Side Exteriors, for sharing his incredible story of resilience and hard work that moved the class to tears.

Thank you to our Class of 2022

**Thank you to our Sponsors!**

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alumni, Laura Garofoli, founder and owner of Lean on Me Caregiving LLC, and Lauren Webb from Dedicated to Women, for all their help in guiding and encouraging this year's class. LCD Alumni presence is always greatly appreciated!

The LCD Opening Retreat would not have been possible without our Opening Retreat Sponsor, Bally's Dover Casino Resort – A tremendous thank you to Bally's Dover for sponsoring this impactful event!

The CDCC would like to thank all sponsors of this amazing program: Bally's Dover Casino Resort, Bayhealth, Del-One Federal Credit Union, Delaware Electric Co-op, Delaware Municipal Electric Corporation, Delaware State University, Delaware Technical Community College, Delaware Solid Waste Authority, Faw Casson, Kent County Levy Court, Kent County Tourism Corporation, Parkview RV Center, Payroll Management Assistance, and Wilmington University.

Last but certainly not least, a big thank you to Chad Crawford and his accommodating and attentive team at Brighton Suites! The comfort and care that was given to the class was impeccable!

So here we are at the end of the retreat. So many "ah-ha" moments, so many new friendships and such great and kind people. We cannot wait to see where they are just a few months from now. The fires have been lit and the work is about to begin. The CDCC is proud to officially welcome members of the Leadership Central Delaware Class of 2023 as they begin their journey! Next stop: Agriculture and Agri-Tourism Day on Thursday, Oct 6!



## BREAKFAST BRIEFING

Continued from Page 1

plan for longevity and growth. In addition to the presence of Colonel Husemann, many Commanders that comprise his team will be present as well to engage with attendees and share their expertise.

The CDCC wishes to extend a heartfelt thank you to our signature sponsor, Delaware Technical Community College. We also wish to thank our platinum sponsors Century Engineering, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino,

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The State of the Base Briefing is open to the public. Admission to the event is \$30 per person and includes

breakfast. Participants must register in advance by Tuesday, Nov. 1. Due to security requirements for DAFB entry access, each attendee will need to provide their full name, date of birth, driver's license number and state of issue. To ensure the safety of all who attend, appropriate safety protocols will be in place.

To join us for this incredible behind-the-scenes look at the impact and accomplishments of Dover Air Force Base, call our CDCC Office at (302) 734-7513. We look forward to a morning of pertinent information and a celebration of TEAM Dover with you on Nov. 21 at the Landings.





# Young Professionals Join for the Master Plan!



The Young Professionals of the CDCC, ages 21-35 meet the second Tuesday, bi-monthly, for networking and educational experiences, from noon to 1 p.m. This lunch-and-learn allows those who are starting out in their careers to meet with others in similar stages to work through challenges and discuss goal setting over a delicious lunch, which this month was graciously hosted by the generous and accommodating staff at FCCB!

The September Young Professionals



Social was held on the 13th at the First Citizens Community Bank (FCCB) located at 584 N. Dupont Highway in Dover. The guest speaker for this event was Diane Laird, the Executive Director of Downtown Dover Partnership (DDP), a not-for-profit organization focused on developing and sustaining economic and cultural resources of Dover. She used the time to share information about Dover's Master Planning Process.

The Downtown Dover Partnership (DDP) encourages an improved quality of life for the diverse residents, downtown workers, students, tourists, shoppers, children, families, and seniors who spend time in downtown Dover. The Downtown Dover Master Plan was founded four years ago out of a need "to look at things from a new perspective, align [the City's] efforts, and make it happen."

Downtown Dover Partnership's vision is to have an increasingly vibrant and thriving downtown and a cultural, tourist, and retail destination for the region. In this vision, the DDP sees people of all ages visiting downtown to visit museums and cultural attractions, have a nice meal, shop at unique retail stores, and enjoy numerous, varied, and playful things to do both

inside and outside. Downtown Dover would be enhanced as a mixed-use area, which includes restaurants, retail shops, the arts, entertainment and nightlife, professional offices, government facilities, housing, convenience businesses, activities for children, convenient parking, a hotel, education, and outdoor space.

The Downtown Dover Partnership, working in concert with the City of Dover and multiple public and non-profit agencies, has engaged Mosaic Development Partners of Philadelphia, Pa. (an experienced, dynamic, and diverse professional planning consultant team), to develop a Strategic Master Plan for the downtown, and closely surrounding neighborhood area within the City of Dover.

The DDP is working closely with Mosaic Development Partners to create and execute a feasible revitalization plan for Downtown Dover over the next 8 years. New investment by young, successful entrepreneurs in Dover's historic commercial district is happening. Well-established businesses are now being complimented by a mix of newer retailers, and service providers.

The CDCC's Young Professional's involvement is a win-win investment

in our hometown. Working together, we can be successful in our efforts to develop the economic, cultural, and historic resources of Downtown and develop the commercial and residential potential of Downtown Dover, while retaining its rich history.

Diane Laird is using her experience in statewide interior design to work more locally with her community on a Master Plan such as this. She is inspired by the desire for change from the community and feels the "puzzle is falling into place." To work closely along the Central Delaware community is the most gratifying part of her profession, this [Master Plan] will come to life with an entire community gathering for a common goal – a sustainable future." Laird makes it clear that "this is and must be a unified effort to get everyone on the same page and excited while doing so."

The Central Delaware Chamber of Commerce is proud to work alongside the team at the Downtown Delaware Partnership as we work towards the common goal of continuing to make Central Delaware THE place to live, work and play. We are even prouder to have our Young Professionals invested and engaged in this process – You are the future!



## Congratulations to our new CDCC 5-Star Board Members

You have successfully completed your 5-Star Membership Journey! This program is designed to help you get the most out of your CDCC Membership by staying involved and engaged. This pin signifies your dedicated engagement to your local Chamber. 5-Star Membership shows that you've taken the opportunity, not only to see how your membership can serve you and your business, but you've also set yourself apart as a committed member of the Central Delaware Chamber of Commerce.



**Kevin Mills**  
Kraft Heinz Company



**Jesse Keleher**  
Harrington Raceway and Casino



**Charmaine Whyte**  
Delaware State University

## HOLIDAY AUCTION

Continued from Page 1

offering services to help our beloved community. Don't miss out on the opportunity to give from the heart this year. YOU are the heartbeat of your community!

Have a long gift list? No worries, we've got you covered with over 150 amazingly unique gifts from our wonderful large and small business members. You are likely to find cool items that you aren't going to see in chain stores or online retailers. We have something for everyone. Avoid the crowds and shop from the comfort of your home with our Online-Only Silent Auction part of the event. Mark your calendar for the week of October 14-21 where you will bid to your hearts delight, and then pick up your winnings at Maple Dale Country Club on October 26th. The CDCC encourages you to strategize with your colleagues, family, and friends to team up in order to get that most coveted item!

The fun will continue on October 26th at the Live In-Person Auction in a mixer-style event to be held at the Maple Dale Country Club from 5:00 to 7:30 p.m. Paddle numbers are just \$10. The CDCC invites you to come out and have a good time in a relaxed atmosphere! We will mix and mingle, eat and drink, and bid on fantastic gifts and packages from local businesses, just in time for the gift-giving season while checking items off our Christmas lists. Supporting local businesses is a win for you and for your community (not to mention the person receiving the gift). Items previously auctioned at our Annual Holiday Auctions have included: trips, weekend get-aways, airline tickets, spa days, wine and brewery tours, golf outings, dining experiences, sporting events and so much more!

The CDCC is now accepting Holiday Gift items, no item is too big nor too small to make an impactful memory. Our Annual Holiday Auction

affords local merchants the opportunity to showcase their brand, services, venues, and destinations, especially if they operate primarily online. Through our Annual Holiday Auction, funds are raised that allow the CDCC to provide services that help our members grow through networking events and educational opportunities throughout the year. We thank you in advance for your kind consideration and support and look forward to seeing you later this month on October 26th!

The CDCC would like to take this time to thank our event sponsors (as of 9/22/22) without whom this event would not be possible: Artisans' Bank our "Going...Going...Gone (Check-Out)" Sponsor, AHDTV Network, our Digital Media Sponsor, Del-One Federal Credit Union, our Bidder Registration Sponsor, G. Fedale Roofing & Siding, our Live Auction Sponsor, and WSFS Bank, our "Let's Make a Deal" Sponsor!

If your business is interested in sponsoring this event you can find sponsorship details online: [www.cdcc.net/wp-content/uploads/2022/08/Sponsor-Packet-2022-2023-rev2.pdf](http://www.cdcc.net/wp-content/uploads/2022/08/Sponsor-Packet-2022-2023-rev2.pdf), or simply give us a call.

Registration for this event will be available soon online at: [www.cdcc.net/auction](http://www.cdcc.net/auction). Donations are welcome anytime by calling the CDCC office at (302)734-7513 or by stopping by the office at 435 N. DuPont Highway in Dover. Help YOUR CDCC keep Central Delaware at the Heart of it All this holiday season by returning to center, giving from the heart, and connecting with your local community. The CDCC can't wait to ring in the glorious holiday season with our cherished community comprised of people like you. See you online October 14-21st and in-person on October 26th at Maple Dale Country Club in Dover from 5-7:30pm!

See you online Oct. 14 to 21 at

<https://secure.qgiv.com/events/cdccauction2022>

for some great prizes!

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# A TRIBUTE TO OUR HEROES

## HONORING ALL WHO SERVED

**This keepsake publication, featuring photos and recognition of local veteran's, publishes Sunday, November 6 in the Delaware State News on on our website BaytoBayNews.com at no charge to the veterans or their families.**

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# Member News

## Kent County Family Court Breaks Ground!

A groundbreaking ceremony was held on Thursday, Sept. 22, in Dover on the site of what will be the new Kent County Family Court building and Parking Garage at the corner of S. Governors Ave. and Water St., not far from the existing Kent County Courthouse

“This was a great day for the Family Court of the State of Delaware and all citizens of Kent County who access the Court. This building will provide a safe, dignified, and appropriately space courthouse for employees and litigants,” explained Dover Mayor Robin R. Christiansen. This new courthouse will be the fourth anchor for the Downtown Dover Revitalization plan, following the current new post office, the state office complex, and Delaware State University’s Downtown acquisitions.

The new 25 million dollar and 100,000+ sq. ft. project expected to be completed in 2.5 years, replaces an extremely outdated courthouse currently located at 400 Court Street. The city is currently at work demolishing the old Box Outlet and multiple other unused structures where the new courthouse will be erected. Two additional courtrooms will be added and a four-story parking lot, one of which will be a secure floor for judges, as well as designated waiting areas for children.

The existing courthouse is unsafe by modern court standards and can be

volatile and cause issues for litigants and court staff. The waiting areas and courtrooms in the current courthouse do not allow for adequate and appropriate distance between litigants, and court staff must share elevators and hallways with detainees, rather than each having their own secure areas. The new courthouse will be two blocks from the Dover Police Department and the Capital Police, and close to Lawyers Row on South State Street and the Attorney General’s Office.

Bill Lenihan, owner and principal of Tevebaugh Architecture, spoke and shared 3D renderings of the new project for all in attendance to marvel. He explained the significance of matching this new structure to fit in with the historic brick facades existing all over Downtown Dover. Lenihan brings over 20 years of professional experience in architecture and mentioned what a pleasure it has been to work on this project with many other Central Delaware leaders.

The parking garage will be available for downtown parking after business hours. Mayor Christiansen says, “One stop shopping. Better and safer conditions for people who have to use the building that will bring more people to downtown and provide much needed job opportunities. Downtown Dover will jump up and continue to thrive.”

This additional 425-space parking garage will offer the city a long-an-

ticipated resolution for Downtown accessibility. This will alleviate much crowding and invite guests for special events happening year-round in this historic vicinity.

In addition to Mayor Christiansen, members of the General Assembly, Family Court, and various news outlets were present to witness the ceremony and speak in favor of benefits of this structure, not only for Central Delaware, but for the entire state.

The demolition and construction have officially begun and is planned to be completed in late 2025. Join the Central Delaware Chamber of Commerce in celebration for this new endeavor! The CDCC extends great kudos to all involved with making this project possible for the betterment of Central Delaware!



## Congratulations to the Food Bank of Delaware on the groundbreaking of their new facility, planned to open in one year!



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## Member News

# The First State Webfooters Pass the Gavel

The First State Webfooters walking club is a member of American Volkssporting Association (AVA), a non-profit 501(c)(3) organization who promotes non-competitive sporting events that emphasize fun, fitness, and friendship. After four years as President, Kathy Kresko will be passing the gavel to Karen Kaufman, effective Nov. 1, 2022. The Passing of the Gavel signifies an orderly succession from one leader to another. Two taps of the gavel call every meeting to order.

The club is excited to see Karen take on this new role, as she has been a great supporter of the club, has helped to increase membership, and has shared many new ideas and perspectives. Karen's is retired member of the United States Air Force, a retiree from the U.S. Department of Agriculture, and currently holds position of AVA Atlantic Region Deputy Director and Chair AVA Membership Committee.

The First State Webfooters will be hosting their 32nd Annual Sea Witch triathlon at the Sussex Family YMCA, 20080 Church Street, Rehoboth Beach, on Saturday, Oct. 29, from 8 a.m. to noon. All are invited to come to the event where they will walk, bike and swim with the club. For more information or to register, contact Karen Kaufman (302) 233-6615.

Webfooters was established in 1981,

with 40 years serving the community with yearround, traditional and special walking programs. The Webfooters conduct and participate in walks usually either 5 or 10 kilometers (3.1 miles or 6.2 miles) in length. Distance may vary depending on the event and your capabilities. Their business meetings are held at the Deepwater Church Hall, 107 Broad Street, Wyoming, Del., at 6:30 p.m. on the first Thursday of each month. Meetings are open to the public. Membership is open to everyone regardless of race, religion, age, gender, or national origin. Persons under 18 must be accompanied by a responsible adult. Membership is \$10 a year.

The purpose of the club is to provide non-competitive, family-oriented outdoor events that promote fellowship, physical fitness, well-being, and the opportunity for people to achieve individual goals and earn awards as approved by the IVV, AVA, and this club. They are a Charter member of the American Volkssport Association (AVA).

Visit the website [www.mdvolks.org/FSW](http://www.mdvolks.org/FSW) or Facebook at [facebook.com/groups/416017270194872](https://facebook.com/groups/416017270194872) To learn more about the First State Webfooters or to join the club.

*Submitted by Kathy Kresko,  
Current Club President*



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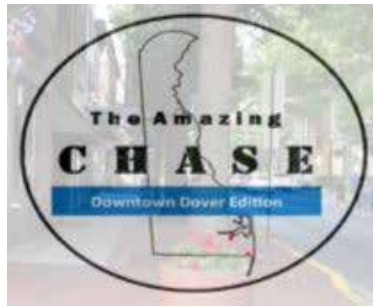
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# Discover the Downtown Dover Beat!

Who doesn't love a good chase? Whether we are seeking buried treasures, ancient artifacts, or chocolate-filled Easter eggs, we all get a thrill when we're challenged to chase something down or seek something out. We just can't get enough of that sweet, sweet, feeling of anticipation. That's one reason why scavenger hunts have the power to capture anyone's attention. They get people invested and engaged in the competition.

The CDCC invites you to experience the rush of mystery and the satisfaction of solving clues. The Amazing Chase is the perfect recipe for one memorable evening supporting local businesses.

The CDCC's Amazing Chase event will be held on the evening of Oct. 5 beginning at 5 p.m., in Downtown Dover. Each team will solve clues that lead to a merchant stop and into the doors of the great businesses that make up Downtown Dover. The Amazing Chase will bring joy and presence to the Downtown Community. These shared adventures promise to create a powerful impression of togetherness, while creating memories to last a lifetime with your team and community. They also give people a much-needed adventure in the midst of their day-to-day lives.

The last Amazing Chase was fantastic, everyone had a great time, and it totally exceeded our expectations. Each team will embark on fun, fast-paced, and downtown city-themed challenges as they race from merchant to merchant. Along the way, teams will engage in Downtown photo stops. The challenges will require your team to think outside the box to break your team out of their shells and interact with

teammates and strangers alike. This is the perfect activity for groups who are active, you set the pace and race to earn the most points for bragging rights and a cash prize!

The perfect candidate for the CDCC's Amazing Chase is able to move fast, be agile, and fun-loving, and most importantly someone who wants to connect with their community. The CDCC can't wait to see all the teams in their bright, color-coordinated costumes!

The CDCC welcomes the community, members, family and friends to spectate and cheer from the sidelines. Consider bringing the whole family, have fun and experience the Downtown Beat in the heart of Central Delaware.

Thank you to our participating merchants: Edward Jones, Golden Fleece Tavern, LLC, Grey Fox Grille & Public House, Homeside Financial, Hudson, Jones, Jaywork & Fisher, Kent County Tourism Corporation, Merry Maids, Mountain Consulting, Suds & Company, The House of Coffi, and Wesley United Methodist Church!

Thank you to our event sponsors: City of Dover and M&T Bank! The CDCC could not execute this event without your generous support!

We look forward to seeing you at The Amazing Chase 2022 – Downtown Dover Edition on Wednesday evening at 5 p.m. Please call the CDCC office for more information and to register as a team or merchant at (302)734-7513.

*If you missed out on the fun this year, no need to panic, just stay tuned as the CDCC plans for this annual event year and be sure to secure your team early!*



## THE AMAZING CHASE

OCTOBER 5TH, BEGINNING AT 5PM

**What's happening?**

Teams of 3 partner for an exciting scavenger hunt to highlight the awesome businesses that make up Downtown Dover!

Businesses will provide a clue and challenge at their location for the attendees to complete during the event

**Teams of Three - \$75/team**

- Strategize to finish first
- Build trust
- Work together to solve clues
- Support each other during challenges
- Work together - WIN together

**Participating Merchants - \$100**

- Increase awareness of your business!
- Increased foot traffic from the teams the night of the event.
- Company name/logo will appear on the event flyer.
- Company name/logo will appear on the CDCC website (45,000+ webpage views).

To register your team or become a merchant stop... Contact Cindy Friese at [cfriese@cdcc.net](mailto:cfriese@cdcc.net) or call 302-734-7513

Thank you to our Primary Sponsors!





# ELECTION 2022

## It's time to Meet the Candidates!



The transition into Fall welcomes a new season of change for Central Delaware. Change comes in many forms, and in preparation for this November 8th, the Delaware General Election, the CDCC would like to bring your attention to changes that could occur in our elected lawmakers.

The CDCC wants to remind all Delaware residents that your vote matters! Now is the time to study, review, and inquire about this year's candidates running for office in the General Assembly and Kent County Levy Court. The CDCC encourages everyone to get your voice heard by voting this year, and we want to help you make the most responsible and mindful decisions. The CDCC's Legislative Affairs Committee has taken the time to meet with and conduct interviews with the various candidates

whose interviews you will read below. Please use their responses to make your best judgment before going to the polls.

Be sure to note each candidate's stance on topics such as revenue, tax reductions, their top priority for the business community, and more. The CDCC is here to support the best interests of the local business community, and we hope you keep these important factors in mind as you read each candidate's responses and make an educated vote. You have the power to influence Delaware's business legislation for the future!

The candidates' full interviews will also be available on the CDCC website at [www.cdcc.net](http://www.cdcc.net) under the "Legislation" tab. Happy Voting!



Candidate

**Mark Pugh**

Senate 14th Dist.

### If elected, what is your top priority for the business community?

Bringing manufacturing back to Delaware is a number 1 goal of mine. We are ranked 24th in the country for education which is not where we want to be. As a state, we do not have good negotiating power with businesses. We have to get better with that if we expect to attract businesses here. I believe in the Educational Freedom Program and I have a link for it on my website. This program is designed for today's families. I believe that improving our educational systems is the way for us to grow.

### If you could do one thing to change the way our state government works with the business community – what would it be?

I would love to see more business-people in office so there is an understanding where businesses are coming from in our general assembly. Our government needs to understand the challenges business go through.

### Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

Yes to all.

### What is your opinion on how the state should utilize excess revenue?

Recently we have had access revenue, but that has not always been the case. First of all, we have to make sure the state is solvent. We need to keep our bond rating an "A" level. That helps all businesses and residents. We should never reduce the funding on our non-profits the way we did in 2016. Government is not in business to make money at the end of the day. In my opinion, we should not have access revenue if we are running the state properly.

### Why should a voter choose you?

I bring an experience that crosses many spectrums. I started my career as an electromechanical designer for big companies such as Playtex, DuPont, and Metal Masters. I understand the world of big business. Our family business has been around since 1945, and I have been in the business for 35 years now and have owned it for 12 years. I have different perspectives when it comes to work. I know how to work with my hands. I am a volunteer fireman. I am also President of my Rotary Club. I love Rotary fiercely. Over the years, I have gained really good experience through business and through the non-profits I work with. I also don't think as small businesses we think about our impact, but we do have one. So, I think I would be a good fit because I am well rounded the way many Delawareans are.



Candidate

**Eric Buckson**

Senate 16th Dist.

### If elected, what is your top priority for the business community?

I do not pretend to know. I think a lot of mistakes are made by elected officials acting like they know better than the businesses. I will go to the businesses. I will ask what the businesses need. I am sure some of the answers will be fixing or changing processes and procedures. I think there are some obvious things that happen like setting burdensome regulations. I think I can always look and learn. You have to do better at understanding. So, my thing is to listen and understand the experts who have been working on business issues.

### If you could do one thing to change the way our state government works with the business community – what would it be?

Better communication is a must. I don't think bureaucrats should be sitting at tables making decisions without talking to businesses. I also think you have to be open to a diverse business group. We need to hear it from different businesses, small businesses and large. It is not easy to access our government environment. I also

understand that the pandemic was an abnormality, but we still need to ask the questions about what businesses need, no matter what the situation. We need to be asking why certain decisions were being made and get answers. I do not think anyone deliberately was making bad decisions, but they were just making uninformed decision. We need to change that.

### Would you support: a Gross Receipts Tax Reduction, a Transfer Tax Reduction, or a State Gas Tax Reduction?

From a Republican running and seeking approval especially from the business community, the easy answer is yes. My opinion, as a senator you have to separate yourself from the politics. You have to separate yourself in order to understand all the ramification. You have to understand the whole picture. I would definitely suggest looking at the gas tax, but it tells me that is and could be a very detailed issue. Also, I have to say, right now, I am not sitting at the table, so I need to learn the other side. I think that there are some decisions being made like the \$300 refund I just received in the mail that are just political. We may right now be in a good economic time, but as we all know that can change. I would say yes to reducing the transfer tax; however, we also need to know that when you reduce taxes other services could be affected – you have to look at that and that is why I think there is not an easy answer.



# ELECTION 2022 Meet the Candidates

There are details that have to be looked at. If looking at gross receipts tax, you have to ask if a reduction there adds a burden to residents. When taxes get reduced you have to find a way to make up those funds. We all know that!

## What is your opinion on how the state should utilize excess revenue?

Wisely, not politically! I will always look for big ticket items that are long lasting. In my opinion, you can't look at one-time ventures. Of course, there are some things that are obvious, such as our failing infrastructure because that is one of the things that benefits all of us: bridges, roads, etc. These types of ventures also put people back to work which I think is critical in today's world. It appears our government does not have a money problem right now. I also have concern allocating money to programs that run long-term. When we do that, we have to know that program can fund itself when the one-time money is gone.

## Why should a voter choose you?

Specifically, I think people need to look at my background and my history. I have a history of getting things done. I have been with Kent County Levy Court for 16 years and I have had a good run. Voters can see my accomplishments. I have also worked in a body of government that has been predominantly one-sided, but I was still able to get things done. I was placed in leadership positions because I could work with everyone. I also don't care about who gets credit for what is done. I also feel that our democracy never intended people to stay in their offices for years and years. We have to cycle people out. We have to have fresh approaches and fresh ideas. You need new and different perspectives. From the beginning, our government was put in place to serve the people. We have to constantly look at the best way to do that.



Candidate  
**Trey Paradee**  
Senate 17th Dist.

## If elected, what is your top priority for the business community?

If I am back as Chair of Joint Finance, it is my job to craft a responsible budget that makes Delaware a great place to have a business. In order to do that, we need to continue to make smart investments in projects that create jobs and benefit Delaware in some degree. Serving on the Joint Finance Committee really takes up a great deal of time, but that will be my number one priority – building the budget that keeps Delaware a tax friendly state.

## If you could do one thing to change the way our state government works with the business community – what would it be?

I think I would have to say streamlining our permitting process and also getting enough manpower in state agencies to facilitate what the businesses need. For example, our Public Health Department has 35% of their positions unfilled and that is why we have situations where people are waiting 3 months to get a permit for a state-of-the-art food trailer. As Joint Finance Chair, I think it is critical that we get these agencies funded so we can expedite the applications of our business community. Where we are now is just ridiculous. The state agencies are clearly suffering from same labor shortages that our businesses are suffering from. We are near a crisis level. We have to fix it!

## Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

In regard to the Gross Receipts Reduction, that is a quick and simple no. The reason for that is because that tax is a really significant piece of our revenue mix. It is probably close to one of the top 3 revenue streams and that is difficult to replace. You have to know where you are going to go to

replace that shortfall. We cannot just wave a magic wand and make it appear. Someone has to pay for it. In the long run other taxes will then have to come into play. The first \$100,000 to over \$1M in gross revenue is exempt. And in reality, the rate is a tiny fraction of a business' revenue. Also, the reality is that a great number of businesses are not affected by Gross Receipts Tax. Small businesses with fewer than 10 employees, some with fewer than 20, are not paying gross receipts. It really falls to larger businesses. But again, the revenue would be difficult to replace, and the alternatives would not be popular among the consumers.

In regard to the Transfer Tax, I am open to making some changes that would benefit first time homebuyers and perhaps home purchases that are below a certain price threshold or perhaps making accommodations for people living on fixed incomes. The reality with this tax is that we have a tremendous number of people moving here from other states who have higher taxes than we have, and we are asking very little from them. They contribute very little because of our tax structure. Therefore, the Transfer Tax is the only tool we have to really capture tax revenue from these new folks moving here. When we have tremendous growth, there are costs involved such as our infrastructure, roads, bridges, etc. These are critical infrastructures for all of us, and it is the Transfer Tax that helps us secure some of those funds. So, I would not support a reduction. The realtors have had two of the best years on record. The idea that we need to cut this tax to help realtors is ridiculous. We have to remember in Delaware our economic growth is tied to our construction industry which right now is doing really good.

Looking at our State Gas, I believe right now, our tax is still below our surrounding states. I think we are at a competitive rate. I also believe we have to have money to repair our roads and bridges to make improvements especially with our rate of growth. It is a constant need. Again, that money has to come from somewhere. I think it is important that we keep at a level that is the same or close to our surrounding states.

## What is your opinion on how the state should utilize excess revenue?

I think we are going to have a lot of discussions in the upcoming budget year regarding teachers' pay. I believe Maryland passed a law or resolution boosting their teacher pay to a minimum of \$60,000. We directly compete with our surrounding states for teachers. We will need to do something there. And as I said earlier, we need to fill the key positions in our state agencies, especially those that support small businesses. We will have to make some investments in personnel, and it is also critical that we continue to put money into our budget smoothing account because inevitable we will have a recession and we will need it, and we are required to have money in our Rainy Day fund and I very much support that.

## Why should a voter choose you?

Because I really care, and I work really hard. As you can tell, through the course of this interview I am passionate about my community. We have to protect our quality of life. We have to continue to create opportunities for businesses, and for our young people. I am a huge supporter of both DTCC and DSU. They are so critical to our community and our businesses if we want to see our community thrive. I want people to be successful. I want this to be the best place to live and work. I feel I need to give back to the state that has given so much to my family. I am effective in this role. I am effective in facilitating people and connecting people. In my opinion, that is how we really succeed – by connecting people!



Candidate  
**William Bush**  
Representative  
29th Dist.

## If elected, what is your top priority for the business community?

There was something I left off with last session which were Bills to advocate for Ready in 6. It is very import-



## ELECTION 2022 Meet the Candidates

ant to me to get Ready in 6 in place. I have been advocating and fighting for it for some time. I have been on the Delaware Prosperity Partnership, and have worked with a number of organizations who support Ready in 6. I really have been and will continue to work extensively in trying to bring businesses to Kent County. For some businesses, it could be a 3 year wait for some permitting processes before they can even get a shovel in the ground. I have been working with stakeholders such as DNREC, DELDOT and the Governor's office to get these processes changed. Last session I had two Bills that I thought were going to go through but did not. One dealt with the Plus Process and the other dealt with Entrance Permits. Neither got through, but I will bring them back next session. In total, there could be as many as 6 bills that will come out next session to help further the Ready in 6 initiative. We have to make changes to be competitive with our neighboring states. It is frustrating. I have also worked on the reduction of the real estate transfer tax. It is good for the residents, and it is good for businesses.

### If you could do one thing to change the way our state government works with the business community – what would it be?

As I said, my one big thing is the permitting process. Our process terms need to be changed in many of our state agencies, DNREC, DELDOT and even Public Health. We have restaurants who need help now and we need to expedite these processes. Again, I just have to say for both our residents and our businesses we have to make changes in order to keep businesses here and get new businesses to come here.

### Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

Yes, I support Gross Receipts Tax Reductions And yes, as I said, I support the Transfer Tax Reduction. When it comes to the Gas Tax Reduction, I have to say I am not sure about that one. I do not know if the benefits would be as good as we think. I am not sure if that is the right way to go. I have advocated

for it, but I think we need to look at how to reduce the cost of manufacturing gas. I also worked on another tax last year that dealt with providing a \$10,000 deduction for those who have businesses, especially multiple businesses. That will come back next session too.

### What is your opinion on how the state should utilize excess revenue?

One thing I believe in is giving it back to people by doing tax reductions as we just talked about. Obviously, I believe in economic development. I always have supported and will continue to support the Site Readiness Fund, The TIF Fund and there are others, but we need to make sure they are fully funded. The future concerns me and I hope we can make sure we are constantly growing our economic development funds. Gross receipts tax reduction, transfer tax reductions and personal income tax reductions, I think there are ways to give reductions that could benefit our residents, our businesses, and our overall economy.

### Why should a voter choose you?

The real reason, everything we do on the legislative front is important. I believe in constituent service. You call me, I call back. I listen. I advocate for them.



Candidate  
**Marcus Wiener**  
Representative  
29th Dist.

### If elected, what is your top priority for the business community?

I have always and will always be focused on small business. Any legislation that comes my way I will vote to support small business. Sometimes, I think the larger businesses do not always serve the community the way they should or the same way as the smaller businesses do. My father was a pharmacist, so I am firmly entrenched in the small business community. I was a member of the New Castle Coun-

ty Chamber of Commerce with my IT business, and my wife was also a member with her businesses. I am an IT guy by trade, and I have seen what Microsoft did when they became a large corporation. They pushed small businesses out. I also saw it in the drug trade with my father when he was in businesses. Small business needs to catch a break. Large businesses have a way of getting favors they need monetarily. They can work around issues. Small business owners cannot. They do not have a work around. They need a champion. I would be that person.

### If you could do one thing to change the way our state government works with the business community – what would it be?

Get out of it. Stay as far away from businesses as possible. I believe the government's job is to stay out of the way of individuals and individual businesses. I think we need to let businesses do what they do best – run their business! We need to stop creating regulations. We need to stop taxing businesses unnecessarily. We just need to stop getting in the way of business.

### Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

Yes, I would support a reduction in the Gross Receipts Tax. Again, there is a game with this tax. Businesses have gross and net revenues. Larger companies can hide net, but small businesses cannot.

As far as the Transfer Tax, I have to say I am not that involved in that one. I do not profess to be an expert in that area. However, from a personal standpoint, if I were to sell my house, I do not think the State should have a tax on it. Again, the government needs to just get out of the way of commerce.

In regard to the Gas Tax, the state of Delaware has \$1Billion in access. \$500M of it was placed in the Rainy Day fund. We have \$750M that needs to be spent before next year. We have so much money that is ear marked for special interest projects or gifts and favors. One thing I think we should do in regard to the gasoline costs is if you have a Delaware license plate you

get 20 to 25 cents off each gallon of gas you purchase. I think that would be great. We could provide some cost relief to our drives. That is just an idea I had, however, getting back to the question, yes, I would support a State Gas Tax Reduction.

### What is your opinion on how the state should utilize excess revenue?

A number of things: I will go back to the gas reduction. The way I figured it out was if they gave 20 to 25 cents off each gallon of gas bought by Delaware residents, we would still have a big chunk of the surplus left. I also think we need to develop a program to give small businesses a break. For the past couple years, our small businesses have seen utilities bill increasing, material cost rising up, and they have suffered through supply chain shortages. Big businesses can weather storm. Maybe we take less from small businesses. We need to give more money to small businesses and those looking to start a business. It is a fact that when you first start a business the first two years, you lose money. The state could help with that. They could not tax businesses for the first two years. Also, I am all for the environment, but some of these pet projects that are getting money, I think that money should to go to the businesses. We also have a homeless problem, and a big one. We need to find ample housing for our homeless and we need to train them, and we need to help them find a job. Those are a few of the places I think we should use our excess revenue.

### Why should a voter choose you?

There are a number of reasons why I believe people should vote for me. As I go door to door, I tell people I am running to be your State Representative. I tell them my job will be to echo your voice in the Dover. That is what is missing right now. Some of our elected officials have lost sight of that. Looking in, it is like no one has any concept of how the bills being passed are affecting the residents of the 29th District. I will represent the voice that is missing. They will not be disappointed if they give me a chance. I am going to run once maybe twice, but I do not intend to be there forever.



# ELECTION 2022 Meet the Candidates



Candidate  
**Cheryl Precourt**  
Representative  
32nd Dist.

## If elected, what is your top priority for the business community?

I would like to see a combined effort to gain greater understanding of what our businesses are about and what they need. I feel legislators do not understand what it is to run a business. What it is to make payroll, to keep supplies on hand, or to hire employees. Some of the Bills that have passed in the recent sessions have not been for the good of the business community such as the minimum wage bill or the FMLA. Legislators need to have a hands-on approach with our business community. They need to get out in the community to see what the businesses need.

## If you could do one thing to change the way our state government works with the business community – what would it be?

As I said, I don't think our legislators know what the business community needs. There is such poor communication with businesses. Again passing the FMLA may seem like a good thing but they do not understand the impact that is really going to have on the businesses. I feel they are stepping in where they do not have the right. Government is not business, and they should not tell businesses what to do.

We need to also slow down our process when it comes to passing legislation. We need to have good discussions and better communication with the people or businesses that the legislation is going to affect. I have a lot of concern with FMLA. It appears like it is starting like Social Security. Businesses are not part of the government. I believe businesses should have say in how their businesses run. Even the Earns Act has cost implications for businesses. There just appears to be such a great divide between our businesses and our government. The government needs to remember they

have ways of raising funds that businesses do not.

## Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

I would support the of elimination of the Gross Receipts Tax. The Gas Tax I would need to look at a little more because I need to understand what we are funding with it. As far as the Transfer Tax goes, I believe Delaware has one of highest in the nation. We say we want affordable housing, but as a state government are we helping to have that with this tax?

## What is your opinion on how the state should utilize excess revenue?

With the excess we have now we need to understand that most of it is coming from the federal government which means we don't always have a say in how it is used. I have said it time and time again, our small businesses are our backbone. They need infrastructure in place to run their businesses. We need to make this an inviting atmosphere for businesses. We need people to come here because of our businesses. We need to help them. Our government and our businesses should not be at odds. I would be willing to do whatever I could to help bridge those gaps. When new businesses come in, it appears they make it difficult for them to get started. It appears that it is more costly, especially for the small businesses coming in. We all know we need to streamline the processes we have in place. It has to be easy to get started here and be a business here so that when someone has the next new thing, we can welcome them, help them and have them grow here.

## Why should a voter choose you?

For what I stand for. I truly believe I represent everyone in my district, not just those who vote. I believe residents need representation. I think you can always come to some type of agreement on each and every issue, you just have to be willing to work at it. If someone has a need, we need to step in to help.



Candidate  
**Adewunmi Kuforiji**  
Representative  
34th Dist.

## If elected, what is your top priority for the business community?

I think as a government we need to work with the business community to help them and understand how we can promote growth. I also think we need to keep bringing businesses to our area. I know we have a county department that does this, but I think we need to work together to bring businesses in: government, businesses and organizations. Another area that is a priority is education, I work in education (CFO with Capital School District) and we need to produce graduates who will work with our businesses. We need to create partnerships with our businesses and with our graduates. We need to do better at making sure students are career ready.

## If you could do one thing to change the way our state government works with the business community – what would it be?

I do not have direct access with economic development and businesses right now, but I do believe we need to make sure the services the state offers to our businesses are streamlined. I know the state has a developed a One Stop Shop, but I am not certain it takes care of everyone. I think we have to do better with our services from registering with corporations to finding opportunities for growth. We need to develop and build a site that really helps businesses.

## Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

For something like this, it is hard for me to take a stand right now. I am not working within state government in that aspect. I need to understand the impact and result on things like this before I make a decision. I do not know the context of the Gross Receipts Tax and I would need to look at the

data and have more facts.

In regard to the Transfer Tax, I need to see what the impact would be to lower the Transfer Tax. I would need to look at the history of the tax. I would need to look at changes in the revenue if it were to be reduced. Are we having a hard time selling houses because of it, or are we not? Is it negative for the community as a whole?

For the State Gas Tax, I need to look at where we are – what is the history of the tax. What is the impact of the tax? Services that come from tax also have to be looked at. I need more information to make a decision.

## What is your opinion on how the state should utilize excess revenue?

Make sure our rainy day funds is set at a level so that when it is "raining" we have what we need to tap in to. We need to have reserves. I think we put a lot away, so we have money in the future instead of raising taxes. That would be my top priority then - it would be to fund capital projects such as state buildings, infrastructure, and economic development.

## Why should a voter choose you?

If they want someone who thinks about people. I am the one. I think we need to live up to the promises of our country. We need a balance for both our businesses and our people. I have some experience in state government working with the school, but I am not the expert. I know how the system works. I make decisions with knowledge and understanding of impacts. I believe we have to make sure the people's needs are met. If that is important to them, I am their person.



Candidate  
**Lyndon Yearick**  
Representative  
34th Dist.

## If elected, what is your top priority for the business community?

I have served now for 8 years, which is 4 terms and my priorities are the same as they were in 2014: neighborhood safety, improving our educational



## ELECTION 2022 Meet the Candidates

systems, and economic development. I think it is very important that as legislators we help foster a better environment for businesses to operate within which will result in better paying jobs for our residents. In regard to economic development, I serve on the board of the Delaware Prosperity Partnership. I was appointed by the Governor when the Partnership started. As part of this group, we just took a trip to Louisiana to meet with an economic development organization to see how they retain, grow, and maintain their businesses. Some of their ideas and programs were very interesting and I think they could be used here. As a matter of fact, the keynote speaker for the Economic Summit at Del Tech in September, is with this organization from Louisiana. It is very important that we as legislators look at what we do with our legislation and our regulations. We have to ask, are we supporting business, are we supporting a good environment for labor and are we helping to retain businesses?

### If you could do one thing to change the way our state government works with the business community – what would it be?

I don't know if there is one singular thing that we can do that will be a tipping point for the business community, however, we all know we need to continue to look at our educational systems to make sure we are providing the best opportunities for our students which will provide workers for our businesses. Acquisition of talent is one of the biggest priorities we see across our entire nation right now. We all know we need to grow and keep our talent. Retaining good talent helps all levels of our business community and even our non-profits.

### Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

Gas Tax reduction, I advocated for that in the most recent general assembly. I have introduced legislation to try to cut costs especially for the working individuals. I think we have had some success with that which helped to result in the \$300 rebates we are

now seeing. We have looked at this for more than 6 months. We also have to remember here in Delaware we have a Transportation Trust Fund that provides support for DELDOT which has been very advantageous for our state. Helping the people who work needs to be a priority.

In regard to the Transfer Tax, I also sponsored legislation to roll back our tax from 4% to what it used to be back in 2016. Right now, we have one of the highest rates. This particular tax has far exceeded the Governors' expectation. We have seen about \$240 million from this program in the past years. We are now seeing home values starting to come down so hopefully we will work together to get this done next session. The legislation I proposed rolls it back in increments.

As for the Gross Receipts Tax, that is our back door sales tax. I did co-sponsor the Bill to roll this back. Actually, I have advocated for a number of tax reductions for the past few years because we have money, and I think it is important to give back now to our residents. You cannot always do that, but right now we can and we should.

### What is your opinion on how the state should utilize excess revenue?

As I said earlier, I have advocated for tax cuts and one I really support is tax cuts for individuals. We have had large surpluses for the past two years which gives us the opportunity to give back. We have seen \$1 Billion in surpluses each year for the past 2 years. We have invested in capital ventures which is always important, and I support that as well. But my individual tax cut bills, especially this year, were for working families. We need to support tax cuts to help our working poor.

### Why should a voter choose you?

I will say it has been a privilege and honor to serve the people of the 34th District. I think I have done a good job representing my constituents. For me it is about communicating with them and respecting them. You have to be with your constituents on a regular basis to know what they need you to do and that is why I host the Town Hall meetings. You also have to realize you

cannot please everyone but you do the best you can. It is also important what we, as legislators, do outside the building. You have to be involved and work in your community. Two organizations that I have enjoyed working with are Meals on Wheels and the Interfaith Housing Initiative. You just have to be part of your community. You have to help make it a better place.



Candidate  
**Bryan Shupe**  
Representative  
36th Dist.

### If elected, what is your top priority for the business community?

I have already done a lot of work on my top priority which is the reduction of the Gross Receipts Tax in Delaware. It is a hidden sales tax. It increases prices on the final sale of products to our consumers. It is an inflationary rate. I have worked with Rick Geisenberger (State Secretary of Finance) to determine who pays and how much so we have the data and research needed to really understand this tax and it's impact. I think it is going to take education to get it changed. I can say the tax is hurting small businesses. As a small business owner, after they make \$10,000 a month you have to start paying. And we don't have the chance to make a profit when that first \$10,000 is taxed because we have rent, utilities, and personnel costs. If it is eliminated it will help small businesses and consumers.

### If you could do one thing to change the way our state government works with the business community – what would it be?

Overall, without saying one piece or another piece of legislation. We need to change and improve the attitude of how we work with business owners to get them up and running. We need to have an environment and culture to help businesses solve their challenges, especially small and private owned businesses. I understand that DNREC and DELDOT have requirements and regulations that are needed but they do

not help businesses to find solutions. I think we should really focus start to focus on businesses who have been in place for between 7 and 10 years because you are able to support your employees and as a state, we need to start helping those business owners to get them to next level. Then we start to see growth.

### Would you support: A Gross Receipts Tax Reduction, A Transfer Tax Reduction, or A State Gas Tax Reduction?

Yes. I would actually like to see Gross Receipts Tax eliminated. Not many states have it. I believe we are in the bottom quarter of those states that still have it.

I have supported a reduction of the Transfer Tax in the past and I will continue to support it. It is my goal to talk with other legislators to find a unique way to address it, and I think we have to go after a specific part of the tax. For example, if a person who already owns property is moving to another property, say they need a bigger house for their family, or for those who are downsizing, provide them with a discount on the tax or remove it for one property then we are helping people and not penalizing them for staying here. I am hoping to move in that direction with something specific and that may help us move forward and get more support from both sides of the aisle.

For the Gas Tax, I think everyone is in favor of a reduction with the rising gas prices we have been experiencing. If you talk to DELDOT they say there are 10's of thousands of dollars that are put into the rehabilitation of roads so we need to find other ways to replace that funding for instance putting impact fees in place for developers moving here. That could be an alternative to the funding. I think we are going to have to present a revenue neutral bill. That would be more favorable.

### What is your opinion on how the state should utilize excess revenue?

I have two opinions that parallel: first, we should definitely be doing budget smoothing, and I have to say I commend the Governor for putting



# ELECTION 2022 Meet the Candidates

half of the surplus into budget smoothing. I would like to see 100% instead of 50%. We are going to see a recession very soon and those funds will come into play so that we can avoid tax increases on our residents. We also need to set fiscal policy that says once you receive a certain amount of money, then the surplus goes back to tax payers. We all know that some individuals pay a fair share, and some do not pay any due to their income level. We need to formally determine what that is. However, this is not something that can be done during an election cycle.

### Why should a voter choose you?

As a small business owner, former Mayor of Milford and a Representative for 3 years, I have a track record they can look at to see what issues I have supported in the past. I have also been very active in the communities I represent. I have volunteered with the Boys & Girls Club of Milford and the Milford Little League, just to name a few. I listen to residents when they have challenges and my constituents feel comfortable coming to me. We

talk out their problems and we work together to create a holistic plan for solutions to their issue. When you are asking for someone's vote, people need to look at your experience. Deciding who you are going to vote for is like a job interview. I think it is important to be able to prove you can find solutions for issues and challenges.



Candidate  
**Robert Scott**  
Kent County  
Levy Court 4th  
District

### If elected, what is your top priority for the business community?

Economic growth. We have to have it. I also believe in, and am somewhat bias to, public safety. That is important to everyone. I am currently a sitting fire chief for the Houston Fire Company, and we have work to do with our public safety.

### If you could do one thing to change the way our county government works with the business community – what would it be?

Streamlining the process for permits. There needs to be a change. I know from personal experience that the process needs to move faster. Possibly having things submitted in a digital format is something we need to do. We need to figure out what works best for contractors. For those people in construction, time is money, so by going digital we may be able to cut the time frame down. I also think we need to look at land rights and property use. I have heard a lot of different opinions about that in the recent weeks.

### What is your opinion about the County's planning and permitting processes? If given the opportunity what top 3 things would you change?

As I said, streamlining the process would provide huge benefits to both our residents and our businesses. And, we have to look at land rights for property owners. I realize some of our regulations are a necessity, but we have to look at them and figure out what needs to stay and what needs to go. I would need to learn a little more once I win to see what we can do to change. But one thing I know for certain is that times are changing, and we need to change with them, or we will fall behind.

### What can Kent County do to recruit and retain a quality workforce?

That is a big question. I think it comes back to economic growth. You have to help businesses sustain and grow. I also wonder about events like Firefly coming to town, why can't we create events like that to bring people in. We also need to create programs to help businesses. Let's explain to them why things are the way they are and let's work with them to find a different way if we need to. We need to adapt our policies to fit our businesses. I have been in business for 20 years and I know how hard it is. I had a store front at one time, but now I do only on-line sales.

We need to put a friendly face on Kent County Levy Court. We need to help our businesses to make them succeed.

### Why should a voter choose you?

Experience and knowledge. What answers I don't have I will find. I have 30 years of answering the phone at all hours of the day and night, and I am willing to serve the county. You have to be willing and able. I want to take the next step. I have gotten up at 11 p.m. to change batteries in a smoke detector for someone who could not. Serving makes you feel good.

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## Mix It Up: CDCC Members and Friends Feel at Home!

The CDCC offers their members a monthly Sunset Business Mixer, a networking event with excellent opportunities to meet colleagues, develop business contacts, and build lasting relationships with a wide variety of professionals. This is a good way to encourage diversity and mixing between people who do different types of work, who otherwise may never have the chance to cross paths.

This month's Sunset Business Mixer on Wednesday, Sept. 28, was hosted by Tomeka Crawford and her hard-working team at Tomeka's Homestyle Eatery, nestled in the Liberto Plaza Shopping Center at 1466 East Lebanon Road in Dover. CDCC members in attendance were treated to delectable cuisine from Tomeka's eatery and drinks as they mingled, exchanging business cards, information, advice, and contacts, all while having fun. Members participated in a 50/50 raffle and won cool door prizes, too!

Tomeka's Homestyle Eatery is a freshly renovated restaurant featuring dine-in and take-out options. Crawford is famous for her macaroni and cheese and serves other home-cooked soul food options. Seafood lovers will want to make Tomeka's a regular stop. Customers travel from near and far to taste her wonderful cuisine. Her eatery is a culmination of hard work and her realization of a dream. It is also a tribute to her mother who passed away, and who instilled in her an entrepreneurial spirit.

Crawford and her team are "serving love on a plate." This mixer was a true

testament to hard work, perseverance, and a celebration of community. The experience offered a positive atmosphere that broadened professional and personal relationships here in Central Delaware. You never know who you might meet and where those new meetings will lead you and/or your business!

Crawford dreamed of opening a restaurant. She came to Kent County Open for Business – a free business development service offered to the community by the CDCC and their resource partners. Kent County Open for Business events are held the first Thursday of every month. They are a one-stop shop for growing a business, getting connected to Delaware organizations, and partnering with agencies whose sole focus is to help business professionals advance in their ventures.

The CDCC is proud to consistently offer this event because of driven professionals like you who attend. Feel free to contact the CDCC office at (302) 734-7513 to register or for an upcoming mixer, always held on the last Wednesday of the month. Crawford attributes a lot of her success to the support she has received from the CDCC and other organizations. Her story is a wonderful success story, and we applaud her and are so privileged to witness her journey in Central Delaware. We thank Tomeka and her amazing team for their gracious hospitality and for welcoming in their community at this month's Sunset Business Mixer!





## CDCC joins Roma Italian Restaurant for a 50th Anniversary Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Roma Italian Restaurant Thursday, Sept. 8. The event was held at their location at 3 President Drive in Dover. Chamber members and friends joined owners Joe & Kristin Garramone, and their team, to celebrate their 50th Anniversary!

From its humble beginnings as a casual pizzeria to the full-service upscale experience it offers today, Roma Italian Restaurant has become part of the fabric of Central Delaware. Today, the restaurant is a premier, special occasion, white linen eatery that has continued to earn various awards and accolades.

The incredible tale of this restaurant began with a small-town man from Southern Italy: Giuseppe Garramone, who, after saving for two years for his passage, moved to New York with \$8.25 in his pocket to develop his culinary skills as a chef. After 16 years of honing his craft, he brought his passion for the culinary arts to Central Delaware. He came to Dover and obtained his restaurant license in 1972. In 1973, Roma was opened as a pizzeria,

housed in the center room of today's restaurant. Sadly, Giuseppe Garramone passed away in 2020. He will be remembered for building his own brand, his mentorship, and his recipes, which will be passed down from generation to generation and strictly kept in the family. Chef Garramone always aimed for the excellence and authenticity that are best described in his own words, "You're only as good as your last meal!"

In 1999, the operation of Roma Italian Restaurant was handed over to son, Joseph Garramone, who has been working in the kitchen since he was 10 years old. With his father's drive and blessing, Joe focused on maintaining the quality of food and service that built the Roma name. Keeping with the tradition his father started, Joe Jr. was ready to add his own mark on the company. He teamed up with long-time industry professional and wife Kristin, and the two have added their own twist to the restaurant.

Part of that twist was the addition of the Sul Tempo Cocktail Lounge, which opened in 2015. This was Dover's first cocktail lounge. The bar placed an emphasis on house fusions, boutique cocktails, small plates, and craft beers.



The refined aesthetic of the facility was nothing that Dover had seen before. The stone veneer and upscale décor of the restaurant and lounge are designed to make guests feel at home, even part of Roma's extended family.

Roma Restaurant and Sul Tempo Cocktail Lounge offer customers' classic Italian favorites such as parmigiana, lasagna, stuffed shells, française, and picatta, as well as new twists on other Italian favorites. Guests can be assured that their meals are freshly made to order with authentic, in-season, ingredients. Check out their menu online at [romadover.com/menu](http://romadover.com/menu) to be sure to find a dish to delight your tastebuds!

Joe, Kristin, and the Roma Italian

Restaurant team are excited to continue evolving as they serve their beloved Central Delaware community, and the CDCC can't wait to see what the next 50 years of Roma Italian Restaurant will bring to Kent County! Congratulations to Joe and Kristin Garramone on achieving this incredible milestone and thank you for allowing us to celebrate with you!

*To learn more about Roma Italian Restaurant, feel free to visit them on the web [www.romadover.com](http://www.romadover.com) or give them a call at 302-678-1041. Please join the CDCC in congratulating the Roma Italian Restaurant team on their 50th Anniversary! We wish you all the best as you embark on the next 50!*

## CDCC joins Boot Barn for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Boot Barn Friday, Sept. 16. Chamber members and friends joined store manager Thomas and the Boot Barn team to celebrate their Grand Opening at their location at 1265 N. Dupont Highway in Dover!

Boot Barn is a company that strives to offer "a piece of the American spirit." Boot Barn has become the largest western and work wear retailer in the country since 1978. Boot Barn proudly offers the broadest selection of cowboy boots, work boots, western wear, workwear, western-inspired fashion, and outdoor gear! This company is guided by the values of the Western world and lifestyle and considers it an honor to support the "varying lifestyles of the people who make our country so great."

The Boot Barn Story began in 1978 with just one store. Today the company

has grown to over 250 stores across the U.S., and now here in Central Delaware! Boot Barn acknowledges the important role their customers play in their success: "We say that our customers feed America, build America, and protect America" and the company has an uncompromising desire to support the local communities they serve through their products and more.

Peruse the official Boot Barn website to shop their endless pages of high-quality, industrious, and fashionable apparel, footwear, home décor, and items for your furry friend! Boot Barn has multiple lines to support the varying lifestyles of their customers from the iconic American cowboy to the avid, thrill-seeking outdoorsman. Boot Barn caters to men, women, children, and pets through their durable and fashionable products. There is something for the whole family at Boot Barn! Companies and other

businesses will be pleased to know that Boot Barn supports workers nationwide with large quantity orders, customized programs, and a one-source supplier.

Boot Barn was founded on the values of the West such as "honesty, hard work, ingenuity, and perseverance." The Dover Boot Barn team is excited to serve the Central Delaware community and to also give back to local nonprofits, including veteran outreach programs. Boot Barn proudly supports rodeos and local community events throughout the nation and is eager to do the same in Central Delaware.



*To learn more about Boot Barn, feel free to visit them on the web [www.bootbarn.com](http://www.bootbarn.com) or give them a call at 302-608-6060. Please join the Central Delaware Chamber of Commerce in congratulating the Boot Barn Dover team on their Grand Opening!*



# New Member Spotlight

## Introducing John Rowley of Angle Mortgage Network – Your local resource to a Mortgage Broker!



The housing and property world can be very intimidating to many who are unfamiliar with the process. This is where a mortgage broker can really help alleviate the guesswork for such a big task and help guide you to making the best possible decision.

Angle Mortgage Network is here to come to the rescue with services such as: residential, investment and commercial mortgages. This includes conventional, FHA, VA, JUMBO, USDA, one-time close construction, 2-time close construction, renovation, non-qualified mortgages, HELOCs, SBA, business acquisition, business funding, fix-n-flip, investment portfolio, rental, low credit score, 100% financing, LITE documentation, DSCR and bank statement loans. The goal of all these services is to win the lowest

fees and rates wholesale.

John Rowley is a central Delaware native, Dover High School alumnus and Wesley College graduate who is highly familiar with the local market, the local community and its needs, which is very beneficial to have in this industry. He is also involved with an affiliate business, Angle Financial & Business Services, and therefore he is your trusted source on both ends of the spectrum. He lives happily with his wife, Kim, who works in the insurance field, and both enjoy the Delaware beaches.

John Rowley joined the Central Delaware Chamber of Commerce (CDCC) because he is looking forward to helping fellow chamber members & families with financing needs.

“My goal is to help 200 Delaware

families a year while giving back to Wounded Warrior, Homes for Heroes and K9s for Warriors. Achieving our goal will help to donate back to heroes, not only military but law enforcement, teachers, EMS, 911, firefighters and healthcare workers.”

The CDCC is excited about this intent and are even more excited to help meet this goal of helping heroes in our community!

*For more information about John Rowley and Angle Mortgage Network, contact John by calling 302-264-9888, or texting 302-745-8599. Visit their website at [www.AngleMtg.com](http://www.AngleMtg.com) or apply directly at [www.BuyOrRefiNow.com](http://www.BuyOrRefiNow.com). Please join the Central Delaware Chamber of Commerce in welcoming John Rowley of Angle Mortgage Network into membership!*

## Introducing Purposefully Transforming Lives!

Purposefully Transforming Lives, Inc. is a non-profit organization that seeks to cultivate and empower communities by providing the resources and assistance needed to ignite change in individuals who are ready to become the best version of themselves. Their mission is to positively impact the lives of others in transition from all walks of life. They inspire change by mobilizing their community to enhance their quality of life through life skills, services, and assistance.

They provide services such as aiding clients in setting core life goals, job placement, interviewing techniques, homeownership guidance, identifying emergency financial resources, accessibility to their We Care RV mobile for personal hygiene and local community outreach services.

Meet one of the co-founders of Purposefully Transforming Lives, Inc., Jasmine L. Calhoun. She is a Delaware native with a driven determination to encourage everyone she encounters. She enjoys building a rapport with others and learns how to guide those willing to find their greatness by aiding them to believe they can achieve anything. In addition to sharing her wealth of knowledge, she is no stranger to showing random acts of kindness. Jasmine is not unfamiliar with opening

her home to those in need, all while counseling and offering them ways to transition from lack to surplus. Jasmine alongside S. Powell and Si' Ani Stevenson, unite their passion of serving others in the form of this non-profit. They also are supported by an amazing Board of Directors who bring a wealth of knowledge, experience, and willingness to serve their community.

Jasmine has used her trials and tribulations as opportunities to catapult her into helping others learn and grow. Twenty years ago, she experienced the kindness of a stranger doing the unthinkable by letting her family into their home. This ignited Jasmine's ongoing passion for helping others discover the greatness inside of them.

When asked “why do you care so much?” Jasmine responds, “I naturally love everyone with no strings, and I want others to feel the love in action, so they are empowered to excel without limits knowing that they can, and will, achieve any goal set before them.”

With 17 years of financial industry experience within various Leadership roles, Jasmine holds a Business Management & Accounting Degree, and is currently enrolled at Wilmington University pursuing a Human Resource Management Degree. With her continuous personal success, her benevolence

meets the needs of those she encounters. The overflow of her knowledge, time, and compassion helps to enrich those ready to transform into a better version of themselves.

The Central Delaware Chamber of Commerce (CDCC) is supportive of its members and seeks to provide continuous resources to propel its members to service their target audience with excellence. Purposefully Transforming Lives, Inc. is elated to be a member of the Central Delaware Chamber of Commerce because “it will enable us to continue raising awareness of our non-profit organization to further reach those who can benefit from our services by connecting, learning, and growing with other CDCC members. We look forward to being another instrumental asset to our Central Dover community!”

*The CDCC is grateful and excited to have Jasmine and the Purposefully Transforming Lives team in membership! Please join us in welcoming Purposefully Transforming Lives to the CDCC! For more information about Jasmine Calhoun or Purposefully Transforming Lives please visit their website: [purposefullytransforminglives.org](http://purposefullytransforminglives.org), give them a call at (302) 359-2391, or reach out via email at [purposefullytransforminglives@gmail.com](mailto:purposefullytransforminglives@gmail.com).*





# New Member Spotlight

## Introducing the MBI Team!



**Mike Maupin**



**Chuck Carlin**



**Ken Price**

Marketing and Business Integration (MBI) is here to solve all your technology solutions for you and your business, big or small! The team at MBI begins with an in-depth understanding of their clients' businesses. MBI is dedicated to offering a holistic, systematic approach to resolving your technology needs so that you can run your business as smoothly as possible!

Founded by Michael Maupin in 2002, MBI has grown from its beginnings as just an IT reseller. Today, MBI offers many products and services for many companies. Maupin continues to use and build upon his 20 years of experience as a sales representative at IBM in the Information Systems Industry. Later he served as a business unit executive responsible for a \$300 million sales organization. His team covered Vanguard, Capital One, AOL and several other large IBM customers in the Mid-Atlantic region.

In 2001, Maupin's team closed a \$1.2 billion outsourcing contract with Nextel. He published "The Billion Dollar Deal," his book detailing the sales techniques used on the Nextel and other large deals. In 2002, Maupin started MBI as a reseller of IT products. He has continued to grow MBI by adding staffing, business development, and other consulting services.

Originally from Charlottesville, Va., Maupin is a graduate of Virginia Commonwealth University. He bought a vacation home here in Slaughter Beach, Del., over 10 years ago and

liked it here so much, it is now his permanent residence. Maupin happily resides here in Central Delaware with his wife Lela, who is an executive with a Fortune 50 health and personal care company. They have two children, Brittany and Dean, both recent graduates of Georgetown University and New York University, respectively. When Maupin isn't busy working, he is an avid golfer and continually aspiring musician.

With the growth of services offered by MBI, Maupin grew his team to better serve his clients. Ken Price is MBI's Chief Operating Officer. He started his first business partnership over 35 years ago in Newark, Del., at Black Oak Computer Services, in which he worked directly with several Central Delaware businesses, including the old General Metalcraft, Kraft Heinz, International Playtex (now Edgewell Personal Care), ILC Dover, Bayhealth, and Burriss Logistics just to name a few. Price is responsible for working with Mike Maupin in growth planning, accounting, and to solidify processes in sourcing and hiring in MBI Staffing practice.

The team is also fortunate to have Chuck Carlin, MBI's Director of Business Development, who grew up in Dover and is a proud graduate of Caesar Rodney High School and University of Delaware alum. A 25+ year sales and business development professional, Carlin has helped clients both large and small in a number of different markets. Having held positions

in the largest of multinational corporations like Microsoft and the smallest of bootstrapped startups, Carlin has deep knowledge of businesses and how successful companies get projects done. Through his success in hardware sales to enterprise-wide COTS application software (CRM, ERP, Financials and Human Resources) to custom-built point solutions (using .NET, Dynamics, Java, Python, etc.), to the cloud (Azure, AWS), Carlin understands the strategic importance of the right talent and best technologies to exceed expectations.

As you can infer, the MBI team is more than qualified to help with informational technology, hardware, and staff augmentation problems! Having recently moved their headquarters to Dover, the CDCC couldn't be happier to welcome the team at MBI into membership with us and is excited to witness their journey here.

"We wanted to be connected immediately with the community and look forward to actively participating in the fantastic events the Chamber puts on for its members."

*For more information about MBI and their products and services, please visit their website at <https://mbius.net> or call Chuck Carlin directly at 703-407-2451 or email [ccarlin@mbius.net](mailto:ccarlin@mbius.net). Please join the Central Delaware Chamber of Commerce in welcoming MBI to Central Delaware and into membership!*

## Introducing the Kent County Theatre Guild!



Lights, Camera, Improv! – Are you looking for a place to express yourself? Do you ever just want to pretend to be someone else for a while? Are you someone looking to expand your imagination and have fun while doing it? Well, look no further than the Kent County Theatre Guild (KCTG)!

This is one of the area's best kept hidden gems – but not for long! For over 70 years, the cast and crew comprised completely of passionate volunteers have been running the show and providing a place for people to act themselves, or in this case, someone else! The Kent County Theatre Guild is a full theatre equipped with stage, lights, 90-plus audience seating, props and a cash bar for those of age! Located at the Patchwork Playhouse, 140 E Roosevelt Avenue in Dover, this non-profit theatre has been entertaining the community, and now hopefully YOU, for decades! The KCTG is

celebrating their 70th anniversary this year – stay tuned for more exciting news on that in the upcoming November issue of the Chamber Connections Newspaper!

The Kent County Theatre Guild is an award-winning theatre that consistently orchestrates mainstage plays throughout the entire year. You'll want to mark your calendars to be sure not to miss these spectacular upcoming shows directed by Patti Gatto, volunteer treasurer and lifelong theatre advocate. Catch Neil Simon's "The Odd Couple" Female Version playing on Sept. 30, Oct. 1, 7, 8, 14 and 15 at 8 p.m., plus Oct. 9 at 2 p.m. There are plenty of showtimes to choose from!

Seasoned fans and new fans alike will surely take delight in the live radio play "Vintage Hitchcock," written by Joe Landry and directed by Kevin Smith, which will be running on the following dates: Oct. 28 and 29 at 8 p.m. and Oct. 30 at 2 p.m. Indulge your senses in actors and actresses, sound effects, lights and audience engagement!

And that's not all – "A Nice Family Gathering," written by Phil Olsen and directed by Bill Hartung will be available for the public on the following dates: Dec. 2, 3, 9, 10, 16 and 17 at 8 p.m. and Dec. 11 at 2 p.m.

These actors, actresses and everyone in between are hard at work to provide much needed entertainment to the community and safe space for artistic expression. The Kent County Theatre Guild is a place that is free of judgment and cultivates a sense of community. (A CDCC representative had the chance to experience an improvisation show first-hand at the KCTG one evening a couple of weeks ago and will definitely be back once she's done laughing – HAHA!)

The KCTG hosts FREE monthly playwrighting competitions called "POP" (Patchwork Original Plays) in which anyone can bring in a written short script, and names are drawn for actors/actresses to execute. All are welcome to attend and bring in their original plays with no sign-up necessary. The audience will then vote on the play they enjoyed the most that night. This is a fabulous way to test the water with

your original writing or performance skills – no experience required! The upcoming "POP," on Friday, Oct. 21, at 6:30 p.m., will be extra fun because it will also be a costume party for adults with a cash bar.

The KCTG also holds "POP" for teens on Sundays. Share this information with any teen you know to have fun on Oct. 23 at 3 p.m.!

*You don't want to miss all that the KCTG has to offer in the next months! For more information about the Kent County Theatre Guild, or to purchase tickets, please visit [www.kctg.org](http://www.kctg.org), email [kctgtickets@gmail.com](mailto:kctgtickets@gmail.com), or stop in to see a show at 140 E. Roosevelt Ave. in Dover! Please join the CDCC in welcoming the Kent County Theatre Guild into membership!*





# Stars celebrate excellent service in Delaware contest

Story and photos by Laura Walter / Delaware State News



Stars of Delaware awardees celebrate their 2022 win.



Stars of Delaware awardees celebrate their 2022 win.



Michael Kopp, left was named the Stars of Delaware 2022 Person of the Year for service to the community, as introduced by Tonda Parks of Delaware State News.



What’s the best place to get a good burger? Or Mexican food? The best spot for a sunset, for a birthday party, date night, clothes shopping or car hunting? These answers and more are found in the 2022 Stars of Delaware, hosted by Delaware State News.

“It is the most comprehensive readers’ poll in the state,” said Publisher Darel La Prade. “It’s really a five-star contest, consisting of more than 550 winners in 188 specific groups. All are nominated and then picked by our readers.”

From thrift shops to travel agents, from childcare to community outreach.

This is the contest’s third year, and the second year in which the Stars converged on Delaware State Fairgrounds to celebrate on Sept. 1.

The open-air party featured great food, the Vanderwende’s ice cream truck and live dance music by Club Phred. Sponsors include Chesapeake Utilities, Delaware Municipal Electric Corporation (DEMEC) and the Upper Cut Aveda Salon + Spa.

A special highlight is the Stars of Delaware Person of the Year award, celebrating good deeds in the community. Michael Kopp was named the 2022 Star for serving the Elizabeth W. Murphey School youth home, where children generally live in foster care. After 37 years as executive director, he works beyond the office walls.

“You can find him mowing the grass, meeting with community leaders, writing grants or going fishing with the kids. No task is too big or too small for him,” read the nomination.

“If I can give a few minutes of my life to children ... seeing them happy makes me happy,” he responded. “You gain a lot of energy from helping other people. Serving yourself doesn’t get you very far.”

LakeView Realty celebrate their 2022 Stars of Delaware wins.



These are “tremendous children, who too many times [have had] a poor hand dealt to them, and so the opportunity to work with them is a privilege,” and Kopp welcomed the community to the 100th Anniversary celebration, with a fundraising dinner and free festival day on Oct. 21 and 22.

Finalist Lucinda “Luci” Kitching is co-owner of WiggleButts dog training and walking, but most of her off-hours are also dedicated to helping shelter animals.

“I’m passionate about volunteering overall. If dogs aren’t your thing, then go mentor a teenager, go knit something for a baby ... make a difference by doing it on the side. These nonprofits could not exist without volunteers,” Kitching said. “It doesn’t have to be hours ... it can be 20 minutes a couple times a week.”

Finalist Katie Mitchell goes above and beyond to serve the public, as the owner of Claws and Paws Pet Sitting in Dover, plus medical director at the First State Animal Shelter and SPCA.

“I love helping elderly and people that are unable to get to the veterinarians,” such as some clients who have limited mobility. “I’ve become very close to them personally and in a business setting — if they need help around the house, if they need a plumber, I try to give them my knowledge in every aspect, whether it’s life or their kitties,” she said. “It’s all about relationships to me, it’s not about the money.”

*For a full list of winners and finalists, plus Person of the Year interviews, read the Stars of Delaware 2022 publication online at [baytobaynews.com/specialsections](http://baytobaynews.com/specialsections). Event photos are at [baytobaynews.com](http://baytobaynews.com).*



Jesse and Janella Sapp grin in the Shasta Shutterbug photo booth.



Club Phred rocked the hall with popular and rock music all night.



Heather Cregar of Delaware State News announces Best Dressed and Loudest Table.



Dana Armantrading grins with her first bite of Vanderwende’s cookies & cream.



Stars of Delaware awardees celebrate their 2022 win.





## Member of the Month

**NAME:** Nancy McCoy

**TITLE:** Executive Assistant and Community Outreach

**BUSINESS:** Bally's Dover Casino Resort

**ADDRESS:** 1131 N. DuPont Highway, Dover, DE 19901

**HOURS:** 8 a.m. – 4 a.m. MON-THU; and 24 hours on THU 8 a.m. – Monday 4 a.m.

**PHONE:** (302) 857-3219

**WEBSITE:** BallysDover.com **EMAIL:** nmccoy@ballysdover.com

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

Bally's Dover Casino Resort is a premier horseracing, gaming, dining and hotel experience in Delaware; starting over 50 years ago for racing and over 20 years ago with Slots coming to Delaware. One stop destination for a fun filled adventure. In addition to our beautiful hotel rooms, we have Jerry Longo's Meatballs and Martinis and the Sugar Factory restaurants you don't want to miss. Harness racing begins again in October, Gladys Knight will be here October 8 – always something fun and exciting at Bally's!

### Tell us about your role in the business/organization.

I started with Dover Downs, now Bally's, in January of 2018 and have been very happy in my position here. I am the assistant to the General Manager and Vice President of Bally's Dover, Nick Polcino. My main role is to assist Nick daily, of course, and to find answers to any and all questions/issues that may arise throughout the day. Calendar management is another large part of my role, along with assisting all our property Executives in any way that I can. One of my favorite roles over the past year is Community Outreach. We have assisted so many local organizations over the past 18 months since the Bally's CREW program has begun. I have been

volunteering for most of my life and now have a way to combine it with work on a near daily basis. I love that we can help throughout the community, and it is fun for me to find new ways and projects for our team – we have a great group of people here at Bally's.

### Tell us something that makes your business/organization unique.

There are only three casinos in the State of Delaware, so we are often held to a higher standard than regular entertainment venues. That keeps us on our toes and helps us to provide the best service and experience to our customers. As one of the larger employers in the county, we know that it is our responsibility to give back to the community and help where we can. I feel that having resources to help, also makes us unique, and Bally's Corporation encourages all our properties to do the same.

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

Bally's Corporation will continue to grow throughout the country, which will help all our properties with setting standards of the brand throughout our network. Which is great for our customer experience. At our property level here in Dover, we will continue doing our best to keep the property up to date and "fresh" with our gaming, retail and hotel areas.

### How has the Chamber helped your business/organization grow?

Networking and being around other companies throughout the CDCC have helped not only on the business side, but also with our Community Outreach efforts. For example, it is nice to be able to pull up the CDCC business directory and choose one of the member businesses to assist with catering for one of our outreach programs. Nick Polcino is also on the Board, and I believe that helps him keep in touch with all the latest news in and around Central Delaware to be able to disseminate to our team.

### What is your best advice to other businesses/organizations?

Personally for me, it will be to help within the community when you can, there will always be some way you can make a difference to those in need (even though staff and time are stressed for many businesses – it's important). Participate in the Chamber activities when you are able to do so. You will not only meet some great people, but again, the networking between companies is invaluable. If you can recommend a team member to the Leadership Development Class, we suggest doing that as well – we have done this for years now, often sending 2 people each session. What they learn will stay with them throughout their career.

## Ambassador's Corner

### Ambassador Corner – Sarah Patterson

I'm thrilled to begin my second year as a CDCC Ambassador. After graduating from Leadership Central Delaware in 2021, I first joined the Ambassador Committee as a way to continue to meet new people and stay active in the chamber; however, serving on the committee has turned out to be so much more than that. Providing support to new and existing businesses in our community has been extremely rewarding. I've made some great connections with both CDCC members and fellow Ambassador committee members, and I have a front-row seat to the multitude of events hosted by the chamber.

For those who are unfamiliar with this committee, you should know that each Ambassador is usually assigned 1-3 new CDCC members each month. Duties include welcoming these new members, informing them of the benefits of their membership, and encouraging them to attend chamber events. We also can answer their questions about the chamber and in general help them

become active members, getting the most out of their membership. My favorite events are Ribbon Cuttings: whether they are held to celebrate a new business opening in Central Delaware or recognizing a significant anniversary, they are always joyful events with lots of energy. They are a great way for businesses to get publicity and are included as part of their chamber membership! If your business is interested in scheduling a Ribbon Cutting, contact Cleo at the CDCC office.

Ambassador Committee meetings are only once a month, usually held before the monthly Sunset Business Mixers, which make them very convenient to attend. Committee members take turns attending Ribbon Cuttings and other activities, so duties are flexible and can work with most schedules. The CDCC staff is wonderful to work with and they understand when other commitments – like tax season for me – take you away from Ambassador tasks. Others on the committee are happy to fill in when needed, as well. If you are interested in becoming more

involved with the CDCC, joining the Ambassador Committee might be a great fit for you. Contact Cristel at the CDCC office for more information.

When I'm not volunteering for CDCC, I'm a CPA and Manager at the Faw Casson, specializing in tax services for small businesses. Faw Casson's tax department is engaged in ongoing research, planning and consulting services for businesses and individuals. The combination of technical skills, continuing education, and creativity of their tax professionals helps clients to survive and prosper in an increasingly complex environment. To learn more about Faw Casson, please visit our website at fawcasson.com and check out our podcast, "Accounting and Accountability" wherever you listen to podcasts.



## Congratulations - You're a 10!

The Central Delaware Chamber 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.



DELAWARE STATE NEWS





# Thank You for Your Renewal!

## RENEWALS FOR AUGUST 2022

| NAME of COMPANY                                   | # of YEARS | NAME of COMPANY   | # of YEARS |
|---|------------|---|------------|
| Bally's Dover Casino Resort                       | 51         | FCCB  | 13         |
| Raymond F. Book<br>& Associates, PA, CPAs         | 51         | NCALL Research, Inc.                                    | 13         |
| Carroll Properties, LLC                           | 51         | Pizzadili's Deli and Catering/Winery                    | 11         |
| Chesapeake Utilities Corp.                        | 50         | Delaware Department of Labor<br>– Employment & Training | 9          |
| Delaware State News                               | 50         | Harvest Ridge Winery                                    | 9          |
| Delmarva Power                                    | 48         | Bright Side Exteriors                                   | 8          |
| Procter & Gamble                                  | 48         | First State Military Academy (FSMA)                     | 8          |
| Dover Post Co.                                    | 47         | Friends of Delaware Veterans, Inc.                      | 8          |
| George & Lynch, Inc.                              | 46         | Red Wing Shoes  | 8          |
| JBA Greentree Properties LLC                      | 36         | New Image Inc.  | 7          |
| Delaware Today Magazine                           | 33         | Beaverdam Pet Food, Inc.                                | 5          |
| Westside Car Wah/Clean Car, Inc.                  | 31         | CenDel Foundation                                       | 5          |
| Lawrence A. Louie, DMD                            | 28         | My Salon Suite  | 5          |
| Quality Builders, Inc.                            | 28         | Residence Inn, Dover                                    | 5          |
| Jefferson, Urian, Doane<br>& Sterner, PA          | 27         | Saladworks  | 5          |
| POLYTECH Adult Education                          | 27         | Chaiyo Sushi & Thai Cuisine                             | 4          |
| Hampton Inn - Dover                               | 26         | Delaware Indoor Advertising<br>Network, LLC             | 4          |
| Smyrna Opera House                                | 19         | Rooah! LLC  | 4          |
| Taylor & Messick, Inc.                            | 19         | Jonathan L. Parker & Associates, LLC                    | 3          |
| WBOC & Fox21                                      | 18         | Wattay Accounting - Milford                             | 3          |
| La Baguette Bakery & Catering                     | 15         | ABI Security Group, Inc.                                | 2          |
| M&T Bank – Dover Main                             | 15         | Homeside Financial                                      | 2          |
| Eden Hill Medical Center                          | 14         | Senior Home Help LLC                                    | 2          |
| Eagle Hospitality Group, LLC<br>– Mainstay Suites | 14         | Bella MediSpa   | 1          |
| Ocean Marine Nav Inc.                             | 14         | Money Transformation Coach                              | 1          |
| Stick It! Gymnastics                              | 14         | Skyline Catering LLC                                    | 1          |
|   |            | The Catering Company                                    | 1          |

## New Members

### Applied Technology Services Inc.

Ms. Danielle Burnett  
11615 Crossroads Circle, Ste. J  
Middle River, MD 21220  
410-344-1256

### Boot Barn

Mr. Thomas England  
1265 N. DuPont Hwy.  
Dover, DE 19901  
302-608-6060

### Kent County Theatre Guild

Ms. Nancy Nassau  
140 East Roosevelt Ave.  
Dover, DE 19901  
516-633-6887

### Koenig LLC

Mr. Chris Koenig  
18276 Dupont Blvd.  
Georgetown, DE 19947  
302-500-8252

### MBI

Mr. Michael Maupin  
555 S. Bay Rd.  
Dover, DE 19901  
610-269-6900

### Patriot Auto & Truck Repair Inc

Ms. Kathy De Angelis  
497 S. DuPont Hwy.  
Dover, DE 19709  
302-257-5715

### Purposefully Transforming Lives

Ms. Jasmine Calhoun  
PO Box 22  
Smyrna, DE 19977  
302-359-2391

### Smyrna Pediatric Dentistry

Dr. David Delgado  
51 Huntfield Drive, Ste. 100  
Smyrna, DE 19977  
302-508-0037

### Willow Construction

Ms. Jessica Mumbulo  
8649 Commerce Dr.  
Easton, MD 21601  
302-444-2145

# Coffee On Us!

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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 **The First Lady of the City of Dover, Cindy Christiansen**, who correctly identified the Elizabeth W. Murphey School. Congratulations, Cindy Christiansen – 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.\*\*\*



# BUSINESS CARD BULLETIN BOARD

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