

# Chamber Connections

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November 2022



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

## Festive First Friday in the First State!



'Tis the season to be in Downtown Dover for the highly anticipated Annual Capital Holiday Celebration! On

Thursday evening, December 1st, from 5:00 to 8:00 p.m., Downtown Dover on Lookerman Street will hold a festive, fun-filled event for the whole family! The City of Dover is always excited to offer an opportunity for the community to come together to celebrate the holidays with their loved ones. All are invited to join in the fun!

The event marks the start to the city's holiday festivities by getting everyone in the holiday spirit. The evening's festivities will include caroling by local dignitaries, and a special ceremony

led by Mayor Christiansen to light the City's tree, which will begin at 5:30 p.m. in front of City Hall. Expect activities and treats for the kids and adults to bring smiles to many chilly faces! The event is for all ages with free cookies and hot chocolate. Be sure to keep your eyes, ears, and cameras ready for a visit from Santa! Good girls and boys are invited to write and bring their letters addressed to Santa. There will be

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## Mark Your Calendar for the CDCC's 2022 Holiday Party!



The Central Delaware Chamber of Commerce is so excited to announce this year's Holiday Party occurring on Dec. 6th, 2022, at Roma Italian Restaurant, from 5-7:30pm! Save the date for delicious food & drinks and friendly faces as we celebrate the holiday season together in joyous merriment!

Mark your calendars now so you don't forget to

purchase your tickets for only \$35.00 each! Your ticket includes 2 drinks tickets and heavy hors d'oeuvres. Secure your spot soon now, registration is open, and this event is sure to sell out the entire floor of Roma Italian Restaurant! Join us and your local community for a fun and relaxing time to socialize and celebrate the year as we get closer to the holidays together!

This holiday party wouldn't be

Continued on Page 6

## Sunset Business Mixer: Checking in at the Hilton Garden Inn!



It's that time again to reconnect with fellow business leaders, engage in conversations over delicious refreshments, and share your business story with other business owners in your area! Mark your calendar for The Central Delaware Chamber of Commerce's premier networking event, the Sunset Business Mixer!

This month, we will be meeting at the beautiful Hilton Garden Inn, located at 1706 N. Dupont Highway, in Dover, on Wednesday, November 30th, from 5:00 to 7:00 p.m. The CDCC's Sunset Business Mixer is always on the last Wednesday of the month at varying

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# Dina's Digest



PRESIDENT  
Dina Vendetti

## Calendar of Events

### November

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

### December

- Thursday, Dec. 1**  
Leadership Central Delaware  
8 a.m. - 5 p.m.  
Tourism Day
- Thursday, Dec. 1**  
Kent County Open for Business  
8:30 - 10 a.m.  
Kent County Levy Court
- Thursday, Dec. 1**  
Capital Holiday Celebration  
4 - 8 p.m.  
Downtown Dover
- Monday, Dec. 5**  
CDCC Executive Committee Meeting  
8 - 10 a.m.  
CDCC Conference Room
- Tuesday, Dec. 6**  
CDCC Holiday Party  
5 - 7:30 p.m.  
Roma Italian Restaurant
- Thursday, Dec. 8**  
Member Orientation  
8:30 - 10 a.m.  
via Zoom
- Tuesday, Dec. 13**  
CDCC Board Meeting  
7:30 - 8:30 a.m.  
Faw Casson
- Wednesday, Dec. 14**  
Marketing Committee Meeting  
10 - 11 a.m.  
CDCC Conference Room
- Tuesday, Dec. 20**  
LCD Steering Committee Meeting  
12:30 - 1:30 p.m.  
CDCC Conference Room
- Dec. 23 - 31**  
Christmas & New Year's Holiday  
Office Closed

## Take Care of the HEART this Holiday Season!

As this edition of the widely read Chamber Connections Newspaper hits your mailbox, the leaves will be over, the wind will have picked up, Thanksgiving will be around the corner, and the season of holiday preparations will be underway! The commercials are already playing on television and many of the stores are starting their "Black Friday" specials early – so the rush is definitely on!

Holiday shopping can be loads of fun – but it can also be a source of great stress as we work diligently to purchase just the right items for the people in our lives who mean the most to us. Sometimes it's difficult to find that one unique "something" that no one else thought of or that no one already has. We want our gift-receiver to open their package with wide-eyed wonder as they unwrap a present that truly grabs their heart. We long to hear those telling words: "It's exactly right!"

Your Central Delaware Chamber of Commerce is here to remind you that the HEART of our business community is SMALL business. We are fortunate enough to have the most talented, amazing artisans and the most unique, incredible shops and boutiques right in our own back yards! Shoppers will surely delight in the one-of-a-kind items that can be found in the small businesses throughout Kent County. From clothing to jewelry to day-to-day items to experiences and more, Holiday shopping close to home can be just as fun as receiving the presents! In fact, the hardest part about local holiday shopping is to resist the temptation to just buy things for yourself instead of the people on your list!

Holiday shopping is important! Buying local products is an amazing way to support the community. When we shop locally, we create local jobs, we get better service, we experience the joy of buying from sellers we know, and we walk away with items that show the character of our hometown. Buying local goods is even good for the environment as delivery transportation is decreased, as well as a decrease in packaging materials often made of paper products. Local shops are a bountiful source of creativity and charm where customers are likely to receive "a special touch!"

For those of us who are now used to purchasing products online, shopping local doesn't always mean having to show up in person. Many of our area's store and boutiques are now using eCommerce to create online platforms!

In today's world, the big box stores and online shopping venues promise to make shopping easy. Their methods of easy payment and lightning-speed delivery go a long way to ease our minds (and sometime wallets) when making sure that the perfect gift can and will arrive right on time. These kinds of experiences have a definite place in society and in our lives – and they bring a service to consumers that is wanted and needed.

All we ask is that you think about shopping locally FIRST. Go to the small businesses, seek out original and innovative ideas for gifts, support your community... FIRST. If, after that, you find yourself needing a few more items or suddenly need a gift in the last minute, then do whatever you need to do.

Let's make this shopping season not only filled with gifts for our loved ones, but also a gift for the HEART of our community... SHOP LOCAL!

And besides being fun, LOCAL

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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## Thank you to the CDCC Cornerstone Members!

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

CREDIBLE

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# CORNERSTONE MEMBERSHIP

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## Weather the Winter Efficiently

It pays to be proactive about preparing your home to weather the elements during the colder months ahead. Weatherization, the low-hanging fruit of strategic home energy planning, can offer substantial savings to consumers. Weatherization involves making relatively easy, low-cost modifications to a structure and its systems to reduce energy use and improve overall efficiency.

### Save energy and money.

According to energy.gov, 10%–20% of the annual average cost of energy in the United States is wasted due to drafts, air leaks around openings and outdated heating and cooling systems.

Heating-related costs make up nearly half of average household energy expenses, which emphasizes the need to ensure your home is properly sealed to keep the warm air in and the cold air out.

Don't let heated air or money escape — stay warm and comfortable while reducing heating costs with these 10 weatherization tips:

1. **Seal air leaks.** Treat areas around floors, walls, ceilings, windows, doors and fireplaces with caulk, door sweeps, spray foam and weather stripping. A gap as tiny as 1/8-inch around a door can let in as much air as a small window open a few inches. The potential energy savings from reducing drafts ranges

from 5% to 30% per year.

2. **Change your air filter.** ENERGY STAR® recommends changing your air filter at least every three months, or as needed if it's dirty. Installing a new furnace filter on a regular basis improves indoor air quality and helps your heating and cooling system work more efficiently so that it uses less energy. It also extends the life of your system and reduces repairs and maintenance.

3. **Add insulation** to exterior walls, ceilings, attics, crawl spaces or basements to help maintain a comfortable temperature for less energy. Choose the correct insulation for your climate zone (consult this map). Insulation with a higher R-Value is more effective in preventing heat loss.

4. **Install an energy-efficient hot water heater.** Water heating is the third largest home energy expense, typically accounting for about 12% of the average utility bill. Natural gas water heaters can heat up to twice the amount of water in the same amount of time as an electric model—which means you're less likely to run out of hot water when you need it. Also consider using less hot water, turning down the thermostat on your water heater and insulating your water heater.

5. **Insulate windows.** Heat can escape through windows, even when

they're closed. The Energy Information Administration estimates that as much as 33% of heat loss occurs through leaky windows and doors. To prevent this, cover existing windows with a plastic insulating film. Available at hardware stores and online, this film insulation seals windows and eliminates condensation, cold drafts and heat loss.

6. **Set ceiling fans to rotate clockwise.** Ceiling fans can be adjusted to rotate clockwise and better circulate heated air in the winter. Flip the lever or switch located near the motor housing in the opposite direction to change directions. This setting enables the fan to pull cool air upward and push warm air downward.

7. **Weatherize pipes and water heaters.** Basements, garages and crawl spaces are prime spots for uninsulated pipes, which can burst in cold weather. Water heater tanks also may require more energy to heat the water when colder seasons arrive. Pair water heater tank insulation blankets with pipe insulation to decrease energy loss and protect against water damage.

8. **Upgrade your furnace.** Typically, 43% of a home utility bill goes to heating and cooling. Most new high-efficiency natural gas furnaces have an Annual Fuel Utilization Efficiency (AFUE) rating of 95 percent or higher. The higher the AFUE, the more efficient the unit — and the more



money you can save.

9. **Install and set programmable thermostats.** Save energy by automatically regulating your home or building's temperature. Programmable thermostats store and repeat multiple daily settings that can be manually reset without affecting the rest of the daily or weekly program. According to energy.gov, homeowners can save as much as 10% a year on heating and cooling bills by simply turning the thermostat back 10% to 15% for 8 hours.

10. **Consider natural gas appliances.** The American Gas Association documented that households using natural gas for heating, cooking and clothes drying save an average of \$1,041 per year compared to homes using electricity for those applications.

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

## Welcome, G. Fedale Roofing & Siding, into Cornerstone Membership!

"Where can I find professionals specializing in home exterior remodeling near me?" G. Fedale has a well experienced team you can rely on to get the job done right the first time. When you choose to work with them, you can feel confident knowing your project is being properly installed to ensure warranties remain intact. G. Fedale is a local, family-owned, and operated business serving all of Delaware, Southeastern Pennsylvania, Eastern Maryland, and Southern New Jersey. Glenn Fedale started the company over 25 years ago out of his garage in Northern Delaware and it has since grown to over 100 employees and five locations: three in Delaware and two in Pennsylvania. They earned the 2022 Top Workplace Award and the 2022 First State Favorites South Award in multiple categories: Roofing and Home Improvement/Home Remodeling.

Michael joined the company in December 2020 as Head of Marketing after 23 years in the financial services as a marketing director, overseeing

15+ groups. Currently, at G. Fedale, Michael oversees the Marketing Department, managing a team of 6, including Brand Ambassadors, a Digital Marketer, and a Marketing Specialist. His primary goal is to drive business for the company by ensuring they deliver clean, correct service you can trust. In an industry where people are challenged to receive calls back or even have a company show up, G. Fedale's phone center is open 24 hours a day, 7 days a week... and they return calls and show up for appointments. The company also offers 24-hour emergency service with a dedicated storm restoration team including HAAG Certified Specialists. Their mission is to work with local communities to provide the best value and craftsmanship to their customers, treating your home as if it were their own home.

G. Fedale is active in multiple chambers of commerce in both Delaware and Pennsylvania. They stay in touch with the local communities to better understand how G. Fedale

can better serve them as well as to drive business to other members of the chambers. Giving back to the community, they have partnered with entities like the Children's Beach House of Lewes, by donating and installing a new roof on their gazebo for their children to be able to enjoy and participating in their yearly Christmas celebration and toy give-away. Through a partnership with Energize Delaware they give away free roofs to local community members in need through the Roofs from the Heart Charity. Individuals nominate someone they know who is in need of a new roof and may not have the means to pay for one. As this charity continues to grow, G. Fedale will continue to support the community in this way.

"We decided to become Cornerstone Members based on a strong partnership with the CDCC and the local community," commented Michael. Since joining the CDCC, we've attended many mixers and Member-to-Member Expos, and all have been great

opportunities to connect with the local community and understand the needs in the area and how we can best help meet those needs.



G. Fedale promises to be there for you the next time you ask, "Where can I find professionals specializing in home exterior improvements near me?" For over 25 years, G. Fedale has built their home improvement business on the principle that delivering a superior service at a competitive rate will grow satisfied repeat business and referrals. These principles serve to strengthen their employee morale and the pride they show in their work. Please join the CDCC in welcoming G. Fedale into Cornerstone membership. We thank them for their service to the community and dedicated engagement to the CDCC!

*For more information about G. Fedale Roofing & Siding, please visit their website at [www.gfedaleroof.com](http://www.gfedaleroof.com) or give them a call at (302) 518-1781.*

# LCD Agriculture & Agri-Tourism Day

The members of the newly appointed Leadership Central Delaware (LCD) Class of 2023, embarked upon their first class on Thursday, October 6, 2022, with Agriculture & Agri-Tourism Day, meeting first at the Harrington Raceway and Casino for a continental breakfast in the Bonz Restaurant. They were welcomed by LCD Alumni-Class of 2017 and Co-Chair of the day, Amber Startt, Senior Credit Analyst at Dover Federal Credit Union. Kudos to Amber for accompanying us through the day and making outstanding arrangements for a successful day, as well as Kendra Friel, of DEMEC, also an LCD Alum, Class of 2020.

Agriculture is a very important economic sector nationally and it makes a notable contribution to the overall economy of Delaware. "Delaware agricultural producers are some of the best in the country," said Secretary of Agriculture, State of Delaware, Michael T. Scuse, a lifelong Delawarean and farmer of wheat, soybean, and corn farm that has been in his family for generations. He led the discussion on The Impact of Agriculture in Delaware.

Agriculture is the number one industry in Delaware. We need to consider three main components of agriculture when we think of the contribution to agriculture to the economy of Delaware. The first is the market value of products sold from the production on the farm. The second component is revenue from the processing and other economic sectors within Delaware. The third component uses an econom-

ic modeling analysis to estimate the economy-wide multiplier effects of all agricultural-related expenditures and employment.

With highly productive soil and generations of skilled farmers, Delaware is a significant producer of soybeans, field corn, watermelon, lima beans, sweet corn, and potatoes. Agriculture and farming have been a way of life in Delaware ever since the first settlers arrived more than three centuries ago. Farmers form the backbone of Delaware's economy. Corn is the top crop, watermelons are the leading fruit crop and broilers (poultry) are the most valuable agricultural product. Other important agricultural products include wheat, barley, apples, peaches, grapes, peas, and dairy.

According to Secretary Scuse, "I can't name a field that doesn't tie to agriculture. Covid has more people buying locally, and farmers markets are increasing. Production will have to increase with population. Three-fourths of a billion people go to bed hungry. The U.S. leads in food waste roughly 30% nationally. There are supply chain issues, and a lack of truck drivers. If it doesn't look good, Americans are not going to buy it. Climate change is coming. We have to show young people that farming is very profitable." When asked about his leadership style by a classmate he shared, "Just treat people with respect. Pay attention to the details. Don't ask people to do jobs that you wouldn't do."



Land preservation, Delaware's advantageous geographical location, and production rates were shared with the class by Secretary Scuse. The Department of Agriculture announced 20 million dollars in funding to secure open land for agricultural purposes in Delaware this Spring 2023. It takes 15 years for a new product to come to market after meeting industry standards. Biotechnology has helped to increase crop productivity by introducing such qualities as disease resistance and increased drought tolerance to crops. Now, researchers can select genes for disease resistance from other species and transfer them to important crops.

Following Secretary Scuse's informative presentation the class enjoyed a panel discussion on Being in the Business of Agriculture. This panel was Don Clifton, Executive Director, Delaware Farm Bureau; Bobbi Jo Webber, Webber Family Farms; and Curt Fifer, Fifer Orchards.

The mission of the Delaware Farm Bureau is to promote and protect agriculture through education and advocacy to ensure a quality of life for farmers and their families and their consumers. Don Clifton brings a variety of farming and agribusiness into his new (May 2022) position as Executive Director, Delaware Farm Bureau. The Clifton Family has grown grains and soybeans, and processed vegetables in northeast Sussex County since the 1920's. Clifton explained that his vegetable processing experience required a grasp of federal FDA regulations. He has been the point man for dealing with all things regulatory, both on the farm and the processing plant. This experience helps in his new position, working on behalf of Delaware farmers.

Bobbi Jo and Matt Webber have managed 1,500 acres of cropland and an organic poultry operation in the Chesapeake Bay watershed for the past 22 years. A watershed is the land area that drains to a stream, lake, or river, and affects the water quality in the water body that it surrounds. The Webbers worked with the USDA Natural Resources Conservation Services (NRCS) and the local conservation district to build upon their current level of stewardship to

further improve the health and productivity of their corn, soybean, and wheat operation.

The Webbers manage eight poultry houses in which they grow organic chickens for Perdue Farms. They utilize a suite of conservation practices for their poultry headquarters which not only benefits the soil, water, and air, but saves time and money. The Webbers believe that implementing conservation practices is synonymous with farming. "We try to be a steward of the land - to make it better than you found it," said Bobbi Jo. "It's just not many of us left out there and we've got to try to do the best that we can."

Curt Fifer, Fifer Orchards Farm and Markets, is part of the 4th generation of the Fifer family members who work diligently to preserve the legacy of Charles Frederick Fifer and the proud family tradition of growing high-quality fruits and vegetables. The Fifers grow asparagus, strawberries, tomatoes, sweet corn, blueberries, apples, peaches, nectarines, plums, apples, pumpkins, flowers and more. Fifer fruits and vegetables find their way to a diverse customer base. Fifer Orchards is a grower, packer, and shipper of 2,500 acres of fruit and vegetables. Celebrating 100 years from 1919-2019, the family farm is harvesting 110% of their energy from 2,000+ solar panels on their farm near Woodside, Delaware. Renewable solar technology is producing clean, sustainable energy for the farm and the community for many years to come.

The next stop was a tour at 302 Aquaponics at 665 Simms Wood Road, Dover, Delaware, where the class met Doug and Katie Wood. Aquaponics is the largest commercial Aquaponic greenhouse in Delaware. Doug Wood designed his own 15,000-square-foot greenhouse to grow acres of lettuce and harvest a large amount of tilapia to share with the community. The Woods learned about aquaponics, a food production system that combines aquaculture - raising aquatic animals such as fish - with hydroponics, cultivating plants in liquid nutrient solutions rather than soil. Wood begins the process with guppies weighing one gram each and feeds them non-GMO aquaponic



food purchased from Purina. As they grow they are transferred to one of twelve 800-gallon tanks, each holding up to 300 fish. Nine months later, they are ready to harvest. Water from the fish tanks is passed through filters, and it's the waste that fuels the agriculture, in this case, the many varieties of lettuce. The nitrate-rich water from the fish tanks is pumped into low tanks with floating rafts which contain the lettuce seedlings.

First, the lettuce seedlings are placed into a bed of rock wool, a man-made product that looks like a doormat. There are holes in the blender rafts, which are placed in the water, allowing the plants to draw up the nitrate through their roots. The lettuce water is pumped back into the fish tank, and the process begins all over again. The Wood's lettuce is chemical-free from all pesticides and as clean as you get. Katie Wood said, "Sussex County is our fastest-growing market. We are successful at all farmers markets, and once they sample our lettuce, they see we have a premier product. We really want to get our products into local restaurants, and we encourage tours." When visiting their locale be sure to bring an empty receptacle to purchase "Tilapia Tinkle," which is nutrient rich and will help your potted house plants thrive year-round.

With all this talk about food, class members were getting hungry. Fortunately, Fifer's Farm Kitchen is now open for lunch daily serving fresh local burgers, chicken tenders, pulled pork and weekly specials right on the farm. There's always room for dessert, local ice cream, soft serve, cider slushies and homemade seasonal treats. The LCD class thoroughly enjoyed a variety of menu items, and wishes to thank Fifer's for their hospitality, and hayride tour. The weather was beautiful and the ambiance outstanding.

Giddy up! The class was off to the races, for a harness racing overview and paddock tour led by Jeff Startt, horse owner, and his horse trainer, Martin Davis. Harrington Raceway is a harness racing track located at the Delaware State Fairgrounds. Harrington Raceway has established itself as a top track on the national harness racing circuit. The track regularly hosts several important live harness racing stakes events from April to June and from August to October. Harness racing is a form of horse racing in which the horse races at a specific gait, pulling a two-wheeled cart called a sulky occupied by a driver.

The LCD class was given a tour of the horse paddock by Amber & Jeff Startt, as well as Matt Sparacino, Assistant General Manager of Harrington Raceway & Casino. In horse racing, a paddock is an enclosed area where horses are saddled before a race. It is

also where the drivers mount. Trainer, Martin Davis is an expert in racehorse care and maintenance. He ensures the horses are fit to race, teaches them racing skills, manages staff, select races, and communicates with horse owner, Jeff Startt. The trainer will decide the horse's training regimen and is primarily responsible for the care, condition, and health of the animal. His duties include knowing the racing rules for any track on which he has a horse running.

Now you have an inside view of A Day in the Life of the LCD class - Agriculture and Agri-Tourism edition. The class experienced just a glimpse inside the world of Agriculture and Agri-Tourism in the State of Delaware. They received a change of pace from their typical day and learned about how the different gears, and people, of Delaware's robust Agriculture Industry are working collectively day and night to put quality food on our tables and secure the economic prosperity of our great state! We extend a thank you to our sponsors, without whom this day wouldn't be possible. Next Stop: Education Day!



### HOLIDAY CELEBRATION

Continued from Page 1

a special mailbox that will deliver them right to the North Pole just in time for the big day!

In addition to Santa's appearance, there will be exciting dance demonstrations in front of the Dover Public Library. You won't want to miss the all the wonderful holiday cheer this season!

Community members are asked to bring a non-perishable food item to the library for the food drive to benefit local pantries. There will be a truck in front of the PNC Bank in Downtown Dover to accept all donated items.

Many of the downtown merchants will be open for evening shopping until 8:00p.m. It'll be the perfect time to take advantage of the discounts offered through the Capital Key Card visit [www. https://www.downtowndoverpartnership.com/DowntownDover\\_CapitalKey.pdf](https://www.downtowndoverpartnership.com/DowntownDover_CapitalKey.pdf) to learn about this program). Consider shopping small this holiday season by supporting small local businesses in the Downtown Dover area as they

are the backbone of your business community here in Central Delaware. Find something unique for everyone on your list as you ring in the holiday cheer with your community at this year's Capital Holiday Celebration!

Mark your calendars, gather your friends, and bundle up with your local community as we celebrate the start of



the joyful season of giving here in the heart of the First State – Downtown Dover!

This event would not be possible without the CDCC getting the opportunity to partner with these crucial organizations: The City of Dover, The Delaware State News, City of Dover Parks & Recreation, The Dover Public Library, The Downtown Dover Partnership, and WBOC 16. Thank you for your help in making this event a success again this year and showing support for your community!

Loockerman Street will be closed at 4:00 to 8:00 p.m., from just east of City Hall to Governor's Avenue, creating a "safe zone" for pedestrians. This amazing event is just the beginning of the Season's festive fun in our downtown. Be sure to check out the Downtown Dover Partnership's website at: [downtowndoverpartnership.com/](http://downtowndoverpartnership.com/) for more holiday events to keep you smiling all month. We are excited to see all of you at this fun, family friendly, start to the holiday season – Happy Holidays!



### HOLIDAY PARTY

Continued from Page 1

complete without lively music - Don't miss jazzy renditions of your favorite Christmas carols by the one and only, highly talented, Joe Baione Trio!

Thank you to our event sponsors (as

of 10/26/22): Artisan's Bank, CNU Fit, Hilton Garden Inn, Horty & Horty, PA, SUMURI, LLC, and WSFS Bank for your generosity and support of this cheerful event!

If you are interested in sponsoring this event, please do not hesitate to call the CDCC office at (302)- 734-7513.

To register, please visit our website at [www.cdcc.net](http://www.cdcc.net) under our Calendar of Events. We cannot wait to see your

smiling faces (and Christmas sweaters) this year at our Annual Holiday Party!



**CDCC Holiday Party**

Tuesday, December 6, 2022  
Roma Italian Restaurant  
5:00 pm - 7:30 pm

*Save the Date!*  
*Registration to be open soon!*

# 2022 State of the Base Briefing & Breakfast



Dover Air Force Base is home to the Department of Defense's largest aerial port and approximately 11,000 Airmen and joint service members, civilians, and families. Its personnel are responsible for global airlift aboard assigned C-5M Super Galaxy and C-17 Globemaster III aircraft. Additionally, the 436th Airlift Wing hosts key partners, such as the Air Force Reserve's 512th Airlift Wing, Air Force Mortuary Affairs Operation (AFMAO), the Armed Forces Medical Examiner System (AFMES) and the Joint Personal Effects Depot (JPED), jointly responsible for the solemn dignified transfer of fallen American service members who have given their lives in the service of the country, and care, service, and support to their families. Together these units are referred to as TEAM Dover due to their cooperative mission requirements, and they accomplish this seamlessly.

Additionally, the Dover Air Force Base transports troops to various installations around the world, delivering supplies

or assisting in evacuations after a natural disaster, supplying much needed equipment to military personnel down range. On the base, they safely fix and fly aircraft, prepare and deploy Airmen and move cargo.

The State of the Base Briefing Breakfast, presented by the Central Delaware Chamber of Commerce (CDCC) Military Affairs Committee, is designed to provide an opportunity for the Central Delaware community to receive a briefing from Dover Air Force Base regarding their various projects, construction, and activities. Each year there are many projects happening at the DAFB that have a significant impact on the community. Guests at the briefing will hear an in-depth briefing by Colonel Matthew S. Husemann 436th Airlift Commander, in which he will describe the past year's base activities and projects that have been completed to prepare the base for long-term viability. He will also share information about future projects being planned. In addition, participants will meet many members of the Colonel's team, and have the opportunity to celebrate the many accomplishments of the base's personnel. In addition, Delaware's Congressional Delegates, Senator Tom Carper, Senator Chris Coons, and Congresswoman Lisa Blunt

Rochester are invited to share with the community a briefing on governmental issues that could affect the area and the Dover Air Force base.

This year's event will be on Monday, November 21st, 7:30-9:30 a.m. at The Landings, 479 Chevron Avenue, Dover Air Force Base. Signature sponsor, Delaware Technical Community College (DTCC), is proud to support this event to connect our civilians and service personnel here in Central Delaware. The CDCC especially thanks DTCC for their continued support of this event.

For nearly 75 years, the Dover Air Force Base has been an integral part of our Central Delaware community. We are proud to be home to all the men and women who make up the workforce at the base. The men and women of the DAFB for the duration of their time here, are members of our Central Delaware Community. They are our neighbors, our colleagues, and our friends, their presence here has a significant positive impact on our community. This event will provide a wonderful opportunity to show them our support and our gratitude!

The CDCC also wishes to thank our platinum sponsors: Century Engineering, Chesapeake Utilities



Corporation, Dover Federal Credit Union, G. Fedale Roofing and Siding, Harrington Raceway & Casino, Kraft Heinz, PAM Health Rehabilitation Hospital of Dover, Pratt Insurance, and R & R Commercial Realty. Thanks also to our Supporting Sponsors: Air Force Association Galaxy Chapter, C.S. Kidner Associates/Capital Strategies, CNU Fit, LLC, Dover Behavioral Health Systems, Dover Motor-Speedway, First Command, George and Lynch Landmark Science and Engineering, Tidewater Utilities, Inc. and Wilmington University. Thank you to all our sponsors for making this event a success again this year!

*For more information, please call the Central Delaware Chamber of Commerce at (302) 734-7513. We look forward to seeing you at the event to share breakfast and to celebrate the accomplishments of TEAM Dover!*

## SUNSET MIXER

Continued from Page 1

locations.

The Hilton Garden Inn sits conveniently off Route 1 and 13, within 5 minutes of Bally's Dover Casino Resort, Delaware State University, and tax-free shopping at the Dover Mall, and just one hour away from beautiful Rehoboth Beach! Guests of the Hilton Garden Inn can enjoy amenities such as swimming in the indoor pool and hot tub, dining at their restaurant and lobby bar, free Wi-Fi, and in-room kitchenette. Please join us to experience

just a glimpse of the hospitality offered at the Hilton Garden Inn in Dover.

This networking opportunity offered by the Central Delaware Chamber of Commerce is just one of the many benefits that accompany your membership. Mixers provide a great opportunity for CDCC members and their guests to spend time together at the end of a workday in a casual setting, collecting qualified leads, and making business partnerships and connections to last long after the night is over. Be sure to bring your business cards to share with other attendees and to enter our Member of the Month drawing!

Be sure to bring cash to enter our 50/50 raffle and to hopefully leave with more money than you came!

The CDCC cannot wait to see you mixing and mingling with your local community of likeminded individuals to grow Central Delaware and have fun while doing it! You truly never know who you might meet at a CDCC Sunset Business Mixer. Thank you to our devout attendees for your continued participation and to our new attendees as well - hopefully you! We couldn't make this a fun and inviting event without your consistent engagement. Let this event be an

opportunity for you to get out of your office and into the community with delicious drinks and refreshments. Large and small employers remember to invite your employees to attend this mixer, as your membership covers your entire team!

*To register for this event, please contact the CDCC office at (302) 734-7513. You can also sign up through the website, [www.cdcc.net](http://www.cdcc.net) by clicking on the Calendar of Events. We look forward to seeing you on Wednesday, November 30th at the Hilton Garden Inn for this month's Sunset Business Mixer!*

## 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.



**Nick Polcino**  
Bally's Dover Casino Resort



**Scott Connell**  
Connell Carey Associates Merrill Lynch

# Member News

## The Woman with A Plan – Meet the City of Dover’s New City Planner

### Edward Jones



**Christopher Smith**  
Financial Advisor  
CFP®, AAMS®

**302.735.8770**

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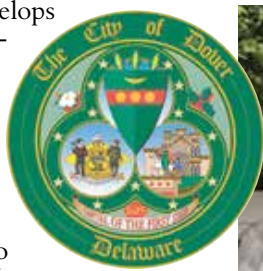
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Dover Post  
Smyrna/Clayton SunTimes  
Middletown Transcript

# GANNETT

A city planner develops short-term and long-term land use plans and programs for a city or municipality. As a city planner, one’s primary focus is determining the optimal use of land and resources to maintain communities, accommodate population growth, and revitalize outdated or inefficient physical facilities. City planners may choose to specialize in certain areas of development, such as transportation, code enforcement, or community development. The job duties may involve conducting research for zoning and landscaping laws, evaluating regulations, and drafting legislation.



Welcome home! Mary Ellen Gray, AICP, is the new Director Department of Planning, Inspections and Community Development, City of Dover, as of July 18, 2022. She comes equipped with 30+ years of experience working for, and with, the governmental sector dealing with planning and environmental regulatory issues at local, state, and federal levels. Gray has a master’s degree in Urban and Environmental Planning from the University of Virginia and is a certified planner by the American Institute of Certified Planners providing the only nationwide, independent verification of planner’s qualifications. Certified planners pledge to uphold high standards of practice, ethics, and professional conduct, and to keep their skills sharp and up to date by continuously pursuing advanced professional education.

Gray is an active member in the Delaware Chapter American Planning Association (APA). The Delaware Chapter works to involve planners in the APA in Delaware and the region. They serve as a local source for networking and professional development. APA is a non-profit public interest and research organization committed to urban, suburban, regional, and rural planning. The need for planners to shape a community has never been greater. The APA brings together thousands of people, practicing planners. Citizens, and elected officials, committed to making great communities happen. Gray is a volunteer chairperson for the Camden Planning Commission. The Planning Commission is responsible for engaging in a continuous planning program that will promote efficient and harmonious growth and development in the city. Gray is deeply rooted in advocating for diversity, equity, inclusion, reform, and justice in all



communities. She carries that tradition on through innovative planning, programs, and research designed to reflect America’s diversity.

Gray’s goal for the first city and first state is to, “see Dover come to life, blossoming to its full potential, poised to do great things.” She is thrilled to work with the great minds focused for success behind the Dover Downtown Master Plan, Downtown Dover Partnership, the Central Delaware Chamber of Commerce, Kent Economic Partnership, Habitat for Humanity, NCALL Research, Inc., and Delaware State University (DSU) Downtown. The influx of students (roughly 1200) in classes at the DSU Downtown campus is a major opportunity for redevelopment. Delaware State University’s Innovation Center is a wonderful idea for students and helping new businesses with great business models to get on their feet. A tremendous redevelopment job is currently being worked on to build four new homes on New Street and Gray is elated to be a part of the growth.

Her list of priorities in her new position includes modernize old ordinances and codes, including zoning, building, and maintenance codes, and attracting new diverse businesses. The most challenging aspect of her job is the balancing act, making sure everyone’s needs are met in an equitable and fair way, working with limited resources, ensuring the glass ball doesn’t shatter. The most gratifying part is knowing a constituent, or a member of a community is helped and better for it. Gray loves to see her staff recognized when they shine with a thank you letter for a job well done. It’s gratifying when a resident gets a new roof or gets their property cleaned up through code enforcement.

Gray resides in Camden with her husband, Paul, and her teenage sons Maxwell and Zachary who attend Polytech High School. She loves her 5–7-minute commute to work, having previously worked 5 1/2 years in Newark, DE, as the



Director, Department of Planning and Development. Experience, a sense of calmness, process-oriented, transparency, fairness, and equity are just some of the attributes Gray brings to her new position with the City of Dover. “A good planner plans what is best for everyone,” she remarked. Gray wants physically challenged people to be independent and have mobility according to American Disability Association (ADA) standards including but not limited to transportation, and compliant sidewalks, curbs and ramps. A recent event brought to her an experience worth sharing. She took an opportunity to get in a wheelchair and experience what it’s like to attempt navigation through a neighborhood. Gray commented, “You cannot walk in anyone’s path unless you listen to people’s stories.”

As a firm believer of self-care, Gray is a 1st degree black belt in Taekwondo. Her children started taekwondo through an after-school program at Yoon’s Martial Arts, Dover, at ages 8 and 10, receiving their black belts. Although it was out of her comfort zone, she promised them she would try taekwondo too, and she kept that promise. It helped her to get over her fears, practice mindfulness, and be totally present. Practicing mindfulness involves breathing methods, guided imagery, and other practices to relax the body and mind and help reduce stress. Gray has always been athletic,



# Member News

## Oorah to 101!

Living a complete century plus a year is a different kind of achievement that only a few of the luckiest individuals on earth will ever manage to experience. For any individual, celebrating their 101st birthday would be a close competition with celebrating their 100th. A person with 101 years in his/her arsenal is no less than a priceless asset because of an accumulation of profound life experiences and timeless wisdom that enrich it. Happy 101st Birthday to Marvin "Marv" A. Skeath, Jr., United States Marine Corp, Retired, born on October 20, 1921, who celebrated his "101st-and-a-day" birthday on October 21st at Westminster Village Senior Living in Dover, Delaware. Wendy Nerad, Executive Director of Westminster Village, gave a warm welcome and birthday wish to Marvin, "Westminster Village is certainly a family," she proclaimed, and it was evident by the joyful energy of guests in the room.

Among his many guests were the representatives from U.S. Marine Corps, Senator Dave G. Lawson, Eugenia 'Gene' Thornton, Board of the Friends of Delaware Public Archives, his life-long friend, Joan - who organized the birthday celebration, friends, and staff. Senator Lawson began, "It is an honor to be in your presence," while presenting him with a Governor's Proclamation for 24 years of service. His daughter, Kelly Rouse, a past journalist for WBOC, did a phenomenal job hosting the event. Marvin blew out the candles on his birthday cake, as they served the sweet treat, followed by drinks and coffee. When given the opportunity to speak into the microphone Marv jokingly added, "I've been told the first 100 years are the hardest...of course single malt scotch always helps," to which the room erupted in laughter. Behind Marv, a slide show displayed clips and photos documenting historic events of his life and conveying the essence of who he is and the amazing things he's seen and accomplished.

Marines never salute unless wearing a cover, and thus, almost all Marines do not salute when they are indoors. However, the US Marine Corps representatives gave Marvin a standing ovation and salute, to which he replied, "WOW" as he humbly motioned them to sit down. As a tribute to their history in the armed forces, challenge coins are used by the Marine Corps today as a way of identifying both active and

retired personnel. A coin was presented to Marvin by the US Marine Corps, followed by a serenade of the official Marine Corps Hymn.

Marvin enlisted in the US Marine Corps on May 4, 1942 - October 1, 1966. He enlisted in the regular Marine Corps and was discharged in August 1943 to accept a commission as a Second Lieutenant in the USMC Reserve. During World War II, he served with the Fourth Marine Regiment, Sixth Marine Division, and participated in the invasion of Okinawa and the initial occupation of Japan. He served with the Fifth Marine Regiment in Korea and was awarded the Bronze Star Medal with Combat "V." At the time of his retirement, he was the Marine Corps Deputy Director with the Electromagnetic Compatibility Analysis Center in Annapolis, Maryland.

After retiring from the US Marine Corps in 1966, he was employed by the Westinghouse Defense and Space Center until February 1969, when he began employment in the US Air Force Civil Service. He served as a Special Projects Deputy Director with the Electromagnetic Compatibility Analysis Center until his retirement on November 1, 1983. For several years during that period, he served as the Department of Defense Representative to the NATO Electromagnetic Compatibility Advisory Group. Marvin was married to Anna Mary (Kelly) Skeath who passed away in 2003.

Marvin served valiantly in WWII and the Korean War. He shared a heartfelt story about his service in Okinawa that captured the room. The floor was open to birthday guests to share their stories and remarks about their relationships with Marvin.

"I've got an extra Army cap for you," joked a fellow veteran and great friend.

"Thank you for the many puzzles every day, some of them are very hard!" exclaimed another guest.

The impact, appreciation, and celebration of all the guests in the room was a clear indicator of the kind of person Marv is - well loved and admired!

The CDCC thanks Marv, Kelly, Joan, and the Westminster Village team for allowing the CDCC the privilege to witness and celebrate this incredible milestone! Please join the Central Delaware Chamber of Commerce in

wishing Marvin A. Skeath, Jr. a very Happy 101st Birthday and many more.

We honor you and thank you for your service -- Oorah!



## Young Professionals Social

Join other young professionals (ages 21-35) for a bi-monthly networking and educational experience. Each session will focus on a different topic related to workplace development and overcoming challenges young professionals face. Lunch is included!

**\$5/CDCC member \$15/non-member**  
**Please Bring Cash**



The Young Professionals Social of the Central Delaware Chamber of Commerce, 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, relevant local topics, and discuss goal setting over a delicious lunch. Involvement in the CDCC Young Professionals is a win-win investment in our hometown. Our Young Professionals are the future, and they are invested and engaged in the process. The group's purpose is to provide members between the ages of 21-35 with networking opportunities and

workshops for professional development, while focusing on action-oriented projects with measurable, meaningful results. Guest speakers present on topics such as social media, leadership, time management, and community initiatives that impact the greater good of the business community.

*The November Young Professionals will be held on November 8th, 2022, at the First Citizens Community Bank (FCCB) located at 584 North Dupont Highway in Dover. We look forward to seeing you at the next Young Professional's Social! Please call the CDCC office to register at (302)734-7513 or on our website at [www.cdcc.net](http://www.cdcc.net).*

## Member News

# Jen-Mor's 51st Holiday Open House!

Jen-Mor Florist, which has been known as "Dover's Florist," has been a beloved and trusted family business from its inception in 1971, celebrating 50+ years in business. Four of six Zimmerman siblings continue to run the flower business together. Each of them lends their own expertise to the company. Gina takes care of the accounting, ordering and computer aspects of the business. Mike serves as the master designer. Susan is also a master designer, working mainly in weddings, funerals, and events. John is the general manager, taking care of the day-to-day operations of the business. Most of their 20 staff members, which they describe as extended family, have been with the company for many years, there is very little turnover at Jen-Mor Florist.

Jen-Mor Florist is a proud member of the Central Delaware Chamber of Commerce and have established a legacy of giving back. They love to sponsor activities and events, especially those involving children. "It's important to support them, that will be our future," John explained. This year they are collaborating with the USO, ASPCA, and local charities. Currently, plans are in the works for Jen-Mor Florist's Annual Open House. The Open House features the long-awaited unveiling of the special Holiday Room in the greenhouse featuring Fall and Christmas themes. Prior themes were



western, Italian, 1st Christmas, pirates, sports, and under-the-sea. Gifts will be available for purchase and refreshments will be served, cider, home-made cookies and their Mother's Legendary Special Punch made by Susan, with door-prizes, too. Santa will be dropping in for two hours for photo taking opportunities.

Jen-Mor Florist provides flower and gift delivery to Dover, and all surrounding areas, they send flowers for any occasion in any budget. They offer a wide variety of flowers and plants and same-day delivery. Customers love coming in to buy flowers for friends and family, or centerpieces for holiday tables, about 70% of the shop's business is delivery. Using flowers from local growers whenever possible, as well as flowers from around the world, the team at Jen-Mor Florist works diligently to deliver beautiful bouquets and smiles

all over Kent County and beyond. Today (2022), there are about 15,000 real retail florists in the U.S., forty years ago there may have been about 40,000. Central Delaware is fortunate to have this incredible resource in our area.

Susan shared, "It's bittersweet to let go of traditions, times are changing, but in a positive way, we are inspired by our parents' legacy. We are still here, and it's important as a local family business to continue to carry on time-honored traditions, and not let people down, Mom and Dad were never tired, and Mom was so creative." Today the sisters are holding on to the family's tradition of a Christmas Open House, followed by a family dinner. They are grateful to all their loyal customers and staff and



**51st** Jen-Mor's  
**Year Celebration**  
**and Holiday PREVIEW EVENT**  
**Saturday, November 19th**  
 10 am to 4 pm  
**Jen-Mor Florist**  
 Refreshments  
 Free gift to the first 200 people.  
 Santa from 11 am to 2 pm!  
 302-697-3273 • [www.jenmor.com](http://www.jenmor.com)  
 2109 S. Dupont Hwy, Dover, DE 19901

look ahead to meeting new ones. They love talking with customers, hearing their feedback and comments, and getting to know them.

The Christmas Open House will be held on Saturday, November 19th, from 10am to 4pm, at 2109 S. Dupont Highway, Dover, DE. For more information about Jen-Mor Florist, visit them online at [www.jenmor.com](http://www.jenmor.com) or call them at (302) 697-3273.

## Member News

# The road to TedX Wilmington

The Ironic Conversation | Jessica Moyer | TEDxWilmingtonSalon

*The article and photos have been submitted by Jessica Moyer of the Icehouse Wellness and Community*

If you had asked me a few years ago if I would be speaking on the TEDx stage, I would have said never. But this past year something lit inside me that I needed to share my message of self-care on a larger stage than just my wellness studio.

I knew this would be scary and uncomfortable, but I am so passionate about this message that I had to get out of my own head that I wasn't good enough or who would even care to hear what I had to say?

This time last year I reached out to the event coordinator Dr. Dan Young and asked

him what the process was to become a TEDx speaker. With his guidance and coaching, I followed the protocol and got to work. I read "Ted Talks: The Official Ted Guide to Public Speaking," I studied several other speakers, I attended a speaker training and started to craft what would become my "talk" after many edits. I don't want to give away the talk, but my Dad and my son Steven were the inspiration behind it and it was quite the emotional process to construct. I practiced for what seemed like 200 hours plus and today I am proud to share the finished product.

Never give up on your dreams, always believe in yourself and ask for help if you

need it!

Please watch and share your feedback!

<https://www.youtube.com/watch?v=CZ1EzSw19fg>



## 'Gift of Lights at Dover Motor Speedway' to bring holiday spirit to Monster Mile from Thanksgiving through New Year's Day

*The article and photos have been submitted by Michael Lewis of Dover Motor Speedway*

- Drive-thru light presentation to be open every evening through holiday season.

- Displays to be set up in Woodlands of Dover Motor Speedway.

- Buy tickets now at [GiftOfLightsDover.com](http://GiftOfLightsDover.com)

DOVER – The holiday season will be merry and bright at Dover Motor Speedway as the "Gift of Lights at Dover Motor Speedway" drive-thru event comes to the Monster Mile.

The inaugural Gift of Lights event runs every evening from Thanksgiving through New Year's Day, with more than 60 scenes and 3 million lights set up along a 1.5-mile pathway winding through the Woodlands of Dover Motor Speedway - the Monster Mile's largest camping lot during its NASCAR weekends as well as the home of the annual Firefly Music Festival.

Gift of Lights is produced by Winterland, Inc., a holiday services firm headquartered in Marion, Ind., with more than three decades of experience, along with support from partners including Kent County (Del.) Tourism, Grotto Pizza, Dover Behavioral Health Systems, Delaware Tourism, Delaware Office of Highway Safety and Garrison Energy Center.

The tentative schedule for the in-car experience is as follows:

**Thanksgiving through Thursday, Dec. 8**

- o Sunday-Thursday: 4:30-9 p.m.
- o Friday-Saturday: 4:30-10 p.m.

**Friday, Dec. 9 through Monday, Dec. 26**

- o All days: 4:30-10 p.m.

**Tuesday, Dec. 27 through New Year's Day**

- o Tuesday-Thursday: 4:30-9 p.m.
- o Friday-Saturday: 4:30-10 p.m.
- o New Year's Day: 4:30-9 p.m.

Tickets can be purchased online at [GiftOfLightsDover.com](http://GiftOfLightsDover.com) or upon arrival. No advance reservations are required. Vehicles will enter the display via Persimmon Tree Road and exit on Leipsic Road. Follow area traffic signs for directions and up-to-date messaging.

"We're very pleased to be able to offer this drive-thru holiday light display to all families in the region," said Mike Tatoian, Dover Motor Speedway's president and general manager. "Dover Motor Speedway has been the location for magical memories for more than 50 years and the 'Gift of Lights' show brings a whole new chapter to that history. We look forward to seeing



everyone take part in this event during the holiday season."

*Keep track of all of Dover Motor Speedway's events by following on Twitter and Instagram or become a Facebook fan.*

# CONGRATULATIONS

Congratulations to all our Kent County grant recipients! Thank you for taking the time and initiative out of your busy schedule to apply for the Central Delaware Chamber of Commerce's Kent County Small Business Grant! Thank you for your patience and continued hope as we navigate our ever-changing world together. Thank you for trusting the Central Delaware Chamber of Commerce and know that "YOU are at the heart of it all." Thank you for allowing The CDCC to continue to be THE essential resource for the development of businesses in Central Delaware!

The grant portal closed on March 31, 2022, and the CDCC welcomed new and familiar faces of Central Delaware's small business community as they came in to pick up their grant checks. Kent County Levy Court officially voted to assist small businesses by using American Rescue Plan Act (ARPA) funds to provide \$3 million in grants within the county. The CDCC is proud to have had a part in dispersing \$2.413 million, through 148 grants, putting revenue back in the hands of local small businesses who needed it the most! Hearing some of the applicants'

stories and directly seeing the impact the grant checks were going to have on their businesses is something the CDCC will never forget. The journey was worthwhile and further solidified the essential purpose of the CDCC: to connect businesses with what they need to be successful. These grants were a welcome gift for businesses that are struggling to keep their businesses alive post-pandemic.

The CDCC, along with Kent County Tourism Corporation (KCT) and Kent County Levy Court, has been fortunate to be a part of the process of rebuilding and supporting members of Central Delaware's business community who have suffered great loss due to the COVID-19 pandemic, the effects of which are still being felt to this day. Elizabeth Walter, former CDCC Administrative Assistant, Judy Diogo, CDCC Consultant & Past President, and Dr. Dina Vendetti, current CDCC President did a phenomenal job in facilitating this process, running it as smoothly as possible for all applicants. Thank you for trusting Your CDCC to be "THE essential resource for the development of businesses in Central Delaware!"



# to the *CDCC's* Kent County Grant Recipients!



## Member News

# Food Bank of Delaware breaks ground on new 67,000-square-foot facility in Milford

The Food Bank of Delaware officially broke ground this morning on a new 67,000-square-foot facility in Milford. The facility will replace the current 16,000-square-foot Milford branch on Mattlind Way.

Thanks to an initial \$365,000 donation from the Swank Family Foundation, the Food Bank of Delaware purchased 11.5 acres from the city of Milford in July 2021 to build the new facility. Construction of the new facility is anticipated to cost approximately \$34 million and take 14 months.

“This is a great day for Delaware,” said Food Bank of Delaware President and CEO Cathy Kanefsky. “The pandemic magnified what we already knew – the Milford Branch is operating significantly beyond capacity, and as a result we are renting space. We cannot effectively serve our community’s most vulnerable in our current building on Mattlind Way. This campaign is more than bricks and mortar... it’s about building hope for a better tomorrow. So many come to the Food Bank of Delaware feeling hopeless, but leave hopeful. We are transforming lives.”

The new facility will enable the Food Bank of Delaware to:

- Expand cold storage and warehouse space to distribute an additional 3.7 million pounds of fresh foods and 6 million pounds of nonperishable food;
- Create dedicated space for a Healthy Pantry Center to directly serve those in need of food assistance;
- Construct a 5,000-square-foot volunteer room that includes orientation space and a safe, welcoming working environment;
- Create classroom and hands-on training space for training programs in culinary and warehousing/logistics;
- Plant a 3.5-acre garden to grow fresh foods for Delawareans in need and provide a tranquil spot for residents of the neighboring Delaware Veterans Home;
- Open an on-site café to provide employment and additional training opportunities to graduates of the culinary training program, while providing a place for members of the public to buy breakfast and lunch.

The organization also announced this morning that it has to raise \$10



million more to fund the construction project. To date, \$24 million has been secured through a combination of sources including government entities, foundations, corporations and individuals.

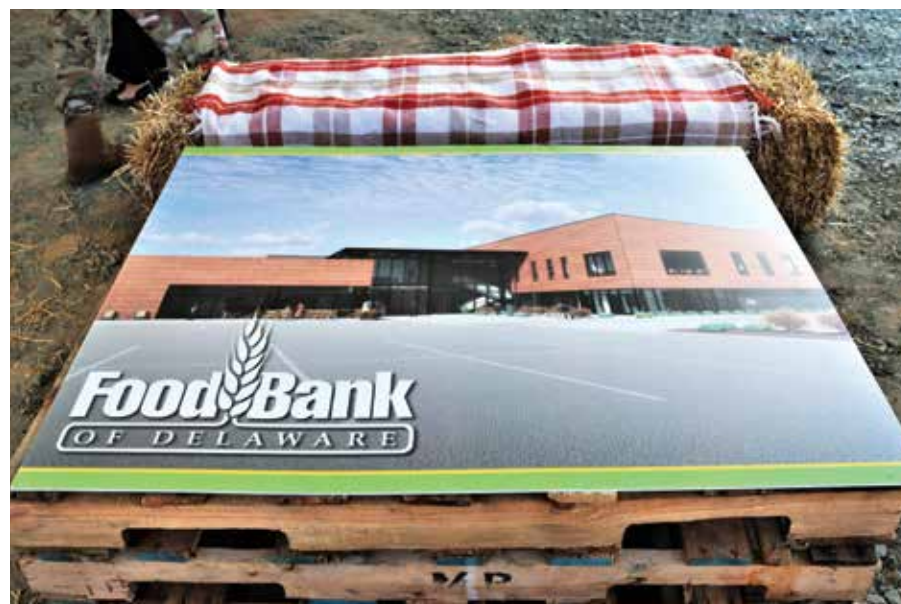
“The Food Bank of Delaware is a shining example of what a culture of improvement looks like, not just getting bigger, but getting better — adapting, innovating — while always keeping it human,” said First Lady Tracey Quillen Carney.

“Today is an exciting day for Milford and the residents of Kent and Sussex counties,” said State Senator Dave Wilson. “The ground breaking ceremony today for the new state-of-the-art Food Bank of Delaware will bring our community one step closer to bringing food insecurity to an end. I look forward to the great things to come from this new project and the Food Bank of Delaware.”



Once operational, the new facility will improve the Food Bank of Delaware’s statewide efforts to distribute food to those in need. To

learn more about the campaign to build a new Food Bank of Delaware in Milford or to make a donation, visit [www.fbd.org/hopeinmilford](http://www.fbd.org/hopeinmilford).



## Member News

# The Kent County Theatre Guild Turns 70!



The Kent County Theatre Guild (KCTG) is one of the area's best kept hidden secrets where the art of performance is alive and well. Located at the Patchwork Playhouse, 140 East Roosevelt Avenue in Dover, this non-profit theater has been entertaining the community for decades. There are many ways this community theater is important, ranging from furthering education to self-expression, introducing change and so much more. Even in the 21st century, society needs the theater, maybe even more so than before. The Kent County Theatre Guild's mission is to provide everyone the opportunity to participate in an award-winning live theatrical experience, whether on stage, backstage, behind the scenes or in the audience.

For 70 years, the cast and crew of passionate volunteers has been running the show. The Kent County Theatre Guild's history began in 1953, when Alan Hunn, Earl Scheidt, Dick Clark and Sug Adlam met and discussed the need for a community theater in Kent County. Adlam suggested an ad be placed calling on all who shared the same interest to attend a meeting and 50 people showed up! As a result, the Kent County Theatre Guild was formed, a charter and bylaws were drafted, and Alan Hunn was elected the Guild's first chairman of the Board of Trustees.

Patti Gatto, Treasurer, has been with the KCTG since the mid 90's. Her first non-musical performance at the Patchwork Playhouse was in 1995. Her children have also grown up in the theater, running around and playing hide-and-seek in the playhouse and riding their bicycles in the parking lot. The recent performance of the Odd Couple (female version) was directed by Gatto. Gatto was excited to share that this was the first play she directed that kept a smile on her face from rehearsals to the time she got home.

Gatto would like the public to know that the Patchwork Playhouse is filled with some of the most talented people

and has won numerous awards like the Delaware Theatre Competition and Best Director for the State of Delaware. The Kent County Theatre Guild is a phenomenal, all-volunteer community theater organization that has survived 70+ years. Gatto said, "We are all family, we fuss and fight, but all come home for Thanksgiving dinner. People come and go off the board, but the same core always comes back together." In the Spring of 2023, the KCTG will kick-off a special fundraiser show.

The KCTG has provided quality, award-winning theater to the Central Delaware community. The full theater with stage lights, 90-plus audience seating, props, and a cash bar, provides every patron an excellent view of the elevated stage. The intimacy of the small theater makes each audience member feel like a part of the production, which they feel is an important part of community theater. KCTG welcomes anyone interested in participating in or learning about live theater to volunteer and become a member. The organization is run entirely by volunteers who handle everything from governance and building maintenance, to set construction, acting and directing.

The KCTG orchestrates mainstage plays throughout the year. You'll want to mark your calendar for "A Nice Family Gathering," written by Phil Olsen and directed by Bill Hartung available to the public on the following dates: December 2, 3, 9, 10, 16 and 8 pm, and December 11 at 2pm. This play tells a story about a man who loved his wife so much, he almost told her. It's Thanksgiving Day and the first family gathering at the Lundeen household since the patriarch died. At the gathering, Dad comes back as a ghost with a mission; to tell his wife he loved her, something he neglected to tell her when he was alive. After all, they were only married for 41 years. The problem is, she can't hear or see him... neither can her date!

The KCTG hosts monthly playwriting competitions called "POP" (Patchwork Original Plays) for adult and teen (aged 12-18) writers, actors, or anyone who just likes to watch a show. This event brings together writers and their 10-minute (or shorter) plays, based

on the month's theme, and pairs them with volunteer actors whose names are pulled out of a hat. Mayhem ensues as the actors do their best to perform from scripts nobody has seen or heard before. No experience is necessary to write, perform or just sit in the audience. Admission is FREE, and adult and teen participants perform on separate evenings. These actors, actresses, and everyone in between are hard at work to provide much needed entertainment for the community and a safe space for artistic expression.

Learn to think on your feet and take chances through Improv. It may be one of the scariest things you'll ever do, but also one of the most rewarding. The adult improv program will open you up to confidence, public speaking, and feeling at ease with others while having fun. You may come in scared about trying something new and leaving your comfort zone. Their experienced instructors know how to help you get over your nerves, get you out of your head, and get you into the moment. You'll be so glad you did. In improv, you listen carefully to what's being said so you can react appropriately. Saying "Yes, and..." means agreeing to what your scene partner just said and building on it to move the scene along. This philosophy helps people work together in a way that creates trust.

The KCTG's Teen Apprentice Program (TAP) is a free opportunity for teens aged 13 to 19 to get hands-on theater training as they create their own show for the Patchwork Playhouse stage. TAP focuses on all aspects of the theater, from stage performance and backstage management to light and sound magic. Whether your teen is a theater newcomer with little to no experience, or a seasoned performer with shows already under his or her belt, this program will teach what is needed to know about being onstage or working backstage. Each six-to-seven-week program takes teens through auditions, rehearsals, and technical training to a final performance, putting teens in the driver's seat as they learn to act, direct, costume design, light, and stage manage a production.

You don't want to miss all the Kent

County Theatre Guild has to offer in the coming months. For more information about the KCTG, please visit [www.kctg.org](http://www.kctg.org) or stop by for a show. The Central Delaware Chamber of Commerce congratulates The Kent County Theatre for reaching their 70-year milestone and wishes them much success in their future endeavors!



## Member News

# A Century of Service: The Elizabeth W Murphey School

In 1922, under the direction of Sanford Sayre Murphey, the Elizabeth W. Murphey School (EWMS) in Dover began changing the lives of children in need. That mission is still alive today, 100 years later, under the dedicated guidance of Mr. Michael Kopp, Executive Director. EWMS is a fostering group home where children are placed by the State of Delaware for care. This residential, independent, transitional home for children and young adults up to 23-years-old, is a private, non-profit organization. In addition to the services provided to younger children, EWMS has recently purchased off-campus housing to help give young adults a strong start.

A fundraiser dinner was held at the Maple Dale Country Club on Friday, October 12th and all donations were utilized to fund the school's 100-year anniversary celebration on Saturday, October 13th, on the campus grounds. What a beautiful day it was, the weather was splendid, sunny, and bright. Admission was free and the community of Dover was out in full force, smiling, dancing, eating, and having an overall superb day.

There were midway carnival games with cool prizes, bouncy houses, delicious popcorn, cotton candy in every flavor, ice cream provided by Tre Sorelle Dolce of Wyoming, and delicious eats from Haass to Go's food truck from Haass' Family Butcher Shop. Tours, a choo-choo train, a photo booth with props, and a canine demonstration from the Dover Police Department were featured attractions as well. It was a beautiful event to see, celebrating this incredible impactful milestone that has resulted in an innumerable amount of changed lives for the better.

The majority of the staff at EWMS has been employed there for over 20 years. They were delighted to reconnect with the young adults who previously resided at the school, coming back for this reunion from Colorado, Texas, Georgia, Florida, and South Carolina. The staff was able to keep in touch with these alumni through social media. Michael Kopp commented, "seeing these young adults is the best part, once a Murphey kid, always a Murphey Kid."

Join the CDCC in congratulating the team of selfless, humanitarian, workers who have kept the legacy of Sanford Sayre Murphey and his mother's legacy alive and thriving 100 years later. We are so fortunate to have the Elizabeth W. Murphey School here in Central Delaware - Cheers to another 100 years!

The Elizabeth W. Murphey School is located at 42 Kings Highway in Dover, Delaware. For more information, services, how to get involved, or to make a donation, please call (302) 734-7478.





# Going, Going... SOLD!



The Central Delaware Chamber of Commerce (CDCC) held our 19th Annual Holiday Gift Auction this past October, in both online and in-person formats. Guests, members, friends, and member of the public were invited to Experience the Beat of Business by placing their bids on over 100+ unique items from our generous members. The online silent portion of this event was open from Oct. 14th – Oct. 21st but was extended through the weekend to Oct. 24th till 6pm due to a significant number of requests!



Guests had a blast perusing through a plethora of items to start their holiday season strong, but had even MORE fun picking up their winnings and staying for the LIVE auction and mixer-style event, hosted by the wonderfully accommodating, Maple Dale Country Club, on Oct. 26th, 2022, from 5-7:30pm! Attendees connected, cheered, and bid to their hearts delight that night and the CDCC couldn't be more grateful for such a supportive community!



All proceeds from this event go to helping support YOUR local chamber in offering events and programs to aid in the business development of CDCC members and Central Delaware as a whole. Through the funds raised from your help, the CDCC can continue to provide programs, networking events, educational activities, and many other services that members can rely on to help them grow their businesses here in Central Delaware – Thank YOU! We hope you had a wonderful time connecting with your local community, and shopping small this holiday season!

The CDCC would like to thank our 2022 Holiday Gift Auction donors, without whom this event would not be possible:

- Bayhealth Medical Center
- Bea Delightful
- Beaverdam Pet Food, Inc.
- Bella MediSpa
- Biggs Museum of American Art
- Brighton Suites Hotel
- Camp Adventureland
- Capriotti's of Dover, Inc.
- Cendel Foundation
- Central Delaware Habitat for Humanity
- Chesapeake Utilites Corp.
- Chick's Saddlery
- CNU Fit LLC
- DASEF - Delaware Aero Space Education Foundation
- Delaware Division of Parks and Recreation - DNREC
- Delaware Municipal Electric Corporation
- Delaware Shoppes
- Delaware State Fair
- Delaware State News
- Delaware Technical Community

- 302 Aquaponics
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- Bally's Dover Casino Resort

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## Member News

# Delaware State University Brings New Life to Downtown Dover!

On July 1, 2021, history was made when Delaware State University (DSU) acquired what was formerly Wesley College. The acquisition was historic because it was the first time a Historically Black College and University (HBCU) had taken over another predominantly white institution (PWI). The site was renamed Delaware State University Downtown, 120 North State Street, Dover. DSU looks forward to cultivating and supporting the success of downtown Dover, providing engagement opportunities for the community at large, and tangibly representing the University's Core Values of diversity, community, integrity, scholarship, contemporary and outreach. With the acquisition, Delaware State University inherited 50 acres of land, 21 buildings and 14 academic programs. DSU will preserve the Wesley name in a health sciences campus housed on the downtown Dover campus. The University has also extended Wesley College's legacy by employing about 60% of Wesley's faculty and staff.

Cleon L. Cauley, Sr. Esq. is wearing two hats, as he was named Chief Operating Officer (COO) and Chief Transformation Officer (CTO) of Delaware State University in January 2020. As a COO, he is responsible and accountable for the administration, coordination, development, and implementation of all university operation activities. As a CTO, he is responsible for driving the organization forward and holding accountable those responsible for the daily actions and initiatives needed for positive change. Prior to these positions, he served as the Vice President of Legal Affairs and General Counsel, responsible for managing the University's legal representation in all litigation and administrative proceedings. Cauley is the proud father of two sons and a daughter who inspire and motivate him. They are his best examples of what students are expecting and looking for in a University of the future, and he is excited to help build the type of University they want to attend. He finds pleasure in meaningfully engaging with the faculty, staff, and students at DSU, asking them to think about what the future will look like and help design it. As COO/CTO he feels blessed to be a part of DSU's transformation initiative.

Cauley has played an important part in the DSU Downtown Acquisition



from its outset, working with DSU President Tony Allen and the board on the actual decision to acquire Wesley College, create plans to obtain it, and bring the campus back to life. Acquiring a college like Wesley

brings sustained economic impact to Downtown Dover and Kent County. No Historic Black College University (HBCU) has ever acquired a non-HBCU institution before. Important synergies between the two institutions make this acquisition highly desirable for DSU. The agreement represents the culmination of a series of discussions begun by the leadership of both institutions in March 2020.

Cauley explained, "Our goal is really about achieving the visions of our Strategic and Master Plans, being a strong 'anchor tenant' for our State's Capital. For that we need to be very clear about our projected growth so the community continues to build what we need, as we are building what they need. The future looks bright, and imagination continues to grow."

"Healthcare will be huge for Dover, big for Delaware," he added. Physical and occupational therapies, social work, nursing and other health programs are important to this area. These professionals will spend time learning, and grow to love Dover, not just as visitors

to the state capital, but as residents who want to 'live-stay-play,' adding additional housing, food sources, venues and higher paying jobs to contribute to the community."

The DSU Office of Strategic Initiatives is located at the College Center at DSU Downtown. The College center also houses the dining facilities, the University Call Center, and the Well-Rec Game Room (aka "The Underground"). Regarding academic programs, DSU Downtown is home to the



Wesley College of Behavioral Sciences. At the downtown location, undergraduate programs are offered in Exercise Science, Psychology, Public Health, and Social Work. Graduate programs are offered in Occupational Therapy and Social Work. The Nursing Program is located in Johnston Hall. The Dean's Office is located in the College Center, and faculty offices are located in Budd Hall and Johnston Hall.

Students with classes at the Main Campus and at DSU Downtown are provided shuttle service, running every 15 minutes, as early as 7 am and through the evening, between the Main Campus, DSU Downtown and Johnson Hall. Johnson Hall is located at 300 South New Street in Dover. Parking is also available at this location. DSU Downtown has between 450 and 500 students living on its campus and had five residence halls open when the academic year began this Fall 2022. The Wesley College of Health and Behavioral Sciences has faculty and staff operating in different modalities. The H.B. DuPont College Center is centrally located on the DSU Downtown campus between Governors and State Streets on the east and west between Cecil and Fulton Streets on the north and south. Dulaney Hall is attached to the Center on its left and the Robert Parker Library is attached to the Center on its right.

In terms of integrating with the Dover community, DSU has continued to offer Curative COVID-19 testing to the city as a whole at the downtown campus. The Downtown Dover Partnership says it is working closely with

DSU on plans to expand the student presence downtown to help revive a struggling business district. Among the challenges are a shortage of downtown housing and the cost of retrofitting vacant retail spaces to open restaurants and other student-oriented businesses. With rising inflation and supply chain struggles, renovations can be expensive, but the DSU sees this campus as an investment in its future.

DSU has committed \$15 million over the course of three years to fully integrate its downtown campus. In the last year, much of the focus has been on renovating facilities, such as updating technology. New classrooms are available in the college center, Slaybaugh Hall and Cannon Hall. DSU Downtown serves about 1,600 students, whether it's online or on-campus. DSU also renovated bathrooms and other buildings to ensure compliance with ADA requirements - and two residence halls have some renovations finished. Staircases are being rebuilt in Dulaney, Slaybaugh, Gooding and William Halls. In the next month they anticipate opening a full-service bookstore, and a game room will be renovated as well and planned for a reopening soon. A call center has recently been opened.

Cauley believes, "Dream big and execute. Trust your instincts even before you know the full picture. Things will come in line if you work hard enough for the goal." Please join the CDCC in welcoming DSU into Dover's Downtown and in welcoming students into our community!

# Ribbon Cuttings

## CDCC joins Westside Family Healthcare for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Westside Family Healthcare on October 14th, 2022, at noon. The event was held at Westside Family Healthcare located at 1020 Forrest Ave., in Dover. Chamber members and friends joined the team of Westside Family Healthcare to celebrate the Grand Opening of their Community Refrigerator!

Westside Family Healthcare has partnered with Planting to Feed and Ubuntu Impact to launch a new community refrigerator at Westside that will create access to fresh, nutritious foods in low-income areas, serving both Westside patients and community members in need. Unlike traditional food pantries, this grassroots initiative encourages anyone to put food in and take food out without limit. The refrigerator is there for patients and community members, and accessible 24 hours a day and 365 days a year. The goal is to create equitable access to healthy foods, particularly where healthy food is scarce. While community fridges are part of a national movement, this will be the first community fridge in Kent County!

The Community Refrigerator at

Westside is funded through the Neighbors Helping Neighbors program. This program pulls together all of Westside Family Healthcare initiatives that address the vital conditions that impact the health and well-being of their patients and surrounding neighbors. This program is primarily funded by corporate sponsorships, private foundations, and individual donations, and is to be used for supplies that address the social determinants of health, like hunger, safety and literacy.

Westside's sponsors for this project include: Bayhealth, Young Conaway Stargatt & Taylor, LLP, M&T Bank, WSFS, Highmark Health, Gallagher Benefit Services, LabCorp, Amerihealth Caritas Delaware, Incyte, Patterson Schwartz Foundation, New Castle County Office of the Executives, The Wawa Foundation, Helen F. Graham Cancer Center, Walgreens, PEP Cleaning Service, Baird Mandalas Brockstedt Federico & Cardea, LLC, Del One Federal Credit Union, and Matthews Formal Wear Inc.

"At Westside, advancing health equity to improve the health of our communities is integral to our work as a health center," said Lolita Lopez, President and CEO at Westside Family



Healthcare. "Food insecurity has been a widespread and longtime issue of poverty, and we believe that everyone deserves access to healthy food to live healthier lives."

"Focusing on food insecurity and the factors that contribute to illness, or the social determinants of health, has always been the mission of Community Health Centers like Westside. We know that there's a role for Westside to play increasing access to healthy foods and improving health outcomes in the neighborhoods we serve," said Tom Stephens, MD, Chief Medical Officer at Westside Family Healthcare.

Westside is the largest community health system in the state with five health centers and a mobile health unit serving Delaware state-wide with family medical, dental, prenatal, and behavioral health care, regardless of

ability to pay. Westside's vision is to create health equity for all. As a community health center, Westside historically serves marginalized communities. The Dover community showed a high need for affordable, culturally competent, integrated care. Westside Family Healthcare opened their Dover health center in 2011 for health services and expanded to offering dental services in 2014.

*To learn more about Westside Family Healthcare and their new Community Refrigerator, stop by their office, visit them on the web at <https://www.westsidehealth.org/> or give them a call at 302-678-4622. Please join the Central Delaware Chamber of Commerce in congratulating the Dover Westside Family Healthcare team on the Grand Opening of their Community Refrigerator!*

## CDCC joins Blissful Creations Salon for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce (CDCC) joined Blissful Creations Salon for a Ribbon Cutting Ceremony October 1st, 2022, at 1pm. The event was held at Blissful Creations Salon at 1634 S. Governors Ave Suite A, Dover, DE 19904. Chamber members and friends joined founder and owner, Ayo Adeleke and the team at Blissful Creations Salon to celebrate their Grand Opening!

Ayo Adeleke is a Nigerian-native and Delaware State University alum who has a passion for making people feel and look their best through her talent. After earning her degree in Chemistry, and later her MBA in Business Analytics from Wilmington University and working for some time as a Chemical Analyst and beautician, Adeleke was encouraged by her brother, David, to pursue Cosmetology – one of her true passions, talents, and services she would provide to family and friends

while pursuing her education. She took a leap of faith, trusted in God, and followed her heart which resulted in her gorgeous, new, facility and business – Blissful Creations Salon.

Schedule an appointment, or walk-in to the clean, gorgeous, and aesthetically pleasing salon floor of Blissful Creations Salon to see for yourself! Customers of Blissful Creations salon can expect unique wigs installations, hair products, and services that are just as the business names suggests - full of joy and providing perfect happiness! Adeleke and her professionally licensed cosmetology team specialize in natural hair care services such as locs, twists, weave installs, custom sewed units and wigs, crochet, chemical and colors services, and exceptional braiding styles. Blissful Creations Salon doesn't stop at servicing your precious tresses – the team is also licensed and trained to apply lash extensions, and makeup.



Adeleke's team also services children and men. There is truly a style/service for anyone who walks through the doors of Blissful Creations Salon!

Adeleke and her team were motivated to join the Central Delaware Chamber of Commerce (CDCC) due to her great relationship with CDCC Ambassador and Primerica Representative, Erlene George, and the opportunity to strengthen her roots her in the Central Delaware Community. She is excited

to begin her business here in the heart of the First State.

*To learn more about Blissful Creations, stop by their store today, or visit them on the web at <https://www.blissedbyayo.com> or give them a call at 302-217-2782. Please join the Central Delaware Chamber of Commerce in congratulating founder and owner, Ayo Adeleke and her team on their Grand Re-Opening of Blissful Creations Salon!*

# New Member Spotlight

## Introducing Dr. Patel of Baybird Orthodontics!

Orthodontics, also known as dentofacial orthopedics, is a branch of dentistry that focuses on the detection, prevention, and management of dental and facial anomalies. An orthodontist is a dental professional who has earned 2 to 3 years of extra knowledge and experience after dental school. Orthodontists can correct teeth, repair mismatched jaw structure, and improve the condition of a smile. Although the American Association of Orthodontics suggests that children see an orthodontist for an evaluation around the age of seven, orthodontic treatment is not limited to children and teenagers. To enhance the appearance and feel of a smile, people may consult an orthodontist at any age. Approximately one out of every five orthodontic patients is beyond the age of 21. Whether you're seeking treatment for yourself or a child, visiting the orthodontist at any age can be beneficial.

Dr. Sita Patel is the founder, owner, and orthodontist at Baybird Orthodontics at 100 S. Main Street, Suite 310, Smyrna, DE. As an orthodontist, she has the benefit of connecting with people from all walks of life. That connection has brought her a great sense of community and belonging. Dr. Patel wants to bring that sense of warmth and belonging to all the patients who walk through her door. With Baybird Orthodontics, their goal is to give people the smile they want in an environment of empathy and authenticity. To help shape the smile of one's dreams,

they offer metal braces, clear/tooth-colored braces, and a new system of 3D printed braces that are made especially for the goals patients have for each one of their teeth. In addition to braces, they offer clear aligner treatment which gives a removable option to move teeth. They work with customer's insurance and offer payment plan options to make payments work for clients and their lifestyles.

Dr. Patel and the staff at Baybird Orthodontics are committed to providing personalized care for each patient who trusts them with their smile. Their first responsibility to every patient is to be their trusted advisor about their orthodontic needs and how treatment will affect their facial appearance, their smile, and their dental health. Dr. Patel loves getting to know her patients and providing a positive experience on the way to achieving a beautiful, straight smile. Dr. Patel has a commitment to precision treatment, and passion for people leading to excellent results.

Dr. Patel graduated from Caesar Rodney High School in Camden, Delaware. After finishing her undergraduate studies at The University of Maryland, she studied dentistry at Temple University Maurice H. Kornberg School of Dentistry in Philadelphia. She completed her orthodontic residency at Seton Hall University in Greensburg, Pennsylvania where she earned her Master of Science in Orthodontics and certificate in Orthodontics and Dentofacial Orthopedics.

Dr. Patel is a Board-Certified Orthodontist and member of the American Association of Orthodontic, Middle Atlantic Society of Orthodontics, Delaware State Dental Society, and Kent Sussex Dental Society.

Dr. Patel lives in Dover with her husband, Junal, and son. When Dr. Patel is not at the office, she enjoys spending time with family and takes every opportunity to go to the beaches. Dr. Patel, although not an expert hiker, will make an attempt at some challenging hikes. Recently, she climbed to the top of the Cathedral Rock in Sedona, AZ, and finished an arduous hike in the snow to Emerald Lake, outside of Denver. Her hobbies include reading, traveling, DIYing or furniture-flipping and trying new cuisines. Dr. Patel loves to experience new cultures through food and is always open to new restaurant recommendations.

Dr. Patel has followed the Central Delaware Chamber of Commerce on Facebook for a while. As a new owner of a small business Dr. Patel says, "I'm sure it's no coincidence but I noticed that businesses who are active with the Chamber are also well known in the community. I'm excited to learn from all the resources the Chamber has to offer and connect with those facing similar challenges as business owners. As a new owner of a small business, I'm finding it's a never-ending juggling process of priorities. Having people to connect with where you can share experiences, trade helpful advice, and



cheer each other on is invaluable."

*The CDCC is grateful and excited to have Dr. Patel and her team in membership! Please join us in welcoming them. For more information about Baybird Orthodontics please visit their website: [www.baybirdorthodontics.com](http://www.baybirdorthodontics.com), give them a call at (302) 659-9300, or reach out via email at [info@baybirdorthodontics.com](mailto:info@baybirdorthodontics.com).*

## NEW CITY PLANNER

Continued from Page 8

and regrets not having tried taekwondo sooner, it gives her a release. She also enjoys yoga, walking and working out at the Dover YMCA and spinning classes. "You have to have an activity that frees your mind from the noise. Do things to get you centered. Self-care means putting on your oxygen mask first." There are just some of Gray's words of wisdom.

Her greatest joy is family, and she is inspired by her 94-year-old mother, who raised all children to have an awesome work ethic, be solid and dependable, to display strength of character through wisdom, knowledge, courage, kindness, citizenship, and open-mindedness. Being the youngest of 6 siblings, raised in Long Island, her mother kept Gray and her siblings on the straight and narrow, attributing to their successes today. Gray maintains a firm belief that one should, "Get Up,

Get Dressed, go to work every day wanting to do your job the best you can, and always leave the place you visit, better than when you found it. Above all, Be Kind!"

Gray's icon of the 1970s was a fictional character, a single, professional working woman, portrayed by Mary Tyler Moore, an American actress, producer, and social advocate, who helped define a new vision of American womanhood and appealed to an audience facing the new trials of modern-day existence, their lifestyles running parallel.

*The Central Delaware Chamber of Commerce is grateful for the opportunity to meet Mary Ellen Gray and is so confident in her ability to guide our great City of Dover into a prosperous future. The CDCC congratulates Gray on her new position as City Planner of Dover. We are excited to work together to continue to make Central Delaware THE place to live, work, and play!*



After an arduous 10-month process, the beautiful, new La Baguette food truck has finally arrived in Dover, to serve and satisfy. Gourmantise served its first hot meals to hungry customers on Oct. 14th, 2022, from 11-2pm, and sold out! The CDCC congratulates Chef Ludovic Bezy, Anita Wheeler-Bezy, and the La Baguette team on their new expansion! For more information visit <https://www.labaguettede.com/>.

# New Member Spotlight

## Introducing Paul Dorey of the Greater Milford Boys and Girls Club

The Greater Milford Boys & Girls Club, 101 Delaware Veterans Blvd, Milford, offers a variety of programs in five core areas, Character & Leadership, Education and Career, Health and Life Skills, The Arts, Sports, Fitness and Recreation. The after-school program provides academic enrichment and recreational activities to help young people improve their lives by building self-esteem, developing values, and skills during crucial periods of growth.

The Boys & Girls Club of Milford is part of a nationwide affiliation of local, autonomous organizations that work to help young people of all backgrounds develop the qualities they need to become responsible citizens and leaders. For over 90 years, the Boys & Girls Clubs of Delaware have provided affordable before and after school care, and out-of-school programming that fosters growth and challenge Delaware youths in grades kindergarten through twelfth – and this installation has been

no different! They provide safe havens for kids with life-enhancing programs and caring mentors designed to empower young minds.

Paul Dorey is the Executive Director for the Greater Milford Boys & Girls Club (GMB&GC). His love of community service is what led him to the Boys & Girls Club. He has been with the Boys & Girls Club of Delaware for 16 years, starting with the organization as an Administrative Assistant. He was quickly promoted to the Aquatic Director at the Western Sussex Boys & Girls Club in Seaford, DE, and later the Program Director.

Paul is a veteran of the United States Air Force and native of Delaware, residing in Georgetown. He has been a member of the Indian River Volunteer Fire Department and the Mid-Sussex Rescue Squad; presently he is a Cubmaster for Cub Scout Pack 95.

Paul describes himself as a family

man, with a beautiful wife of 10 years, and three awesome boys. As a lover of the outdoors, he thoroughly enjoys fishing and hunting, and loves providing youth with new experiences. Recognizing the important roles that local businesses play in the success of a community, Paul is excited to network, learn, and share opportunities with other business partners, which was his main motivator to joining the Central Delaware Chamber of Commerce.

*For more information about the Greater Milford Boys and Girls Club, please visit their website at <https://www.bgclubs.org/locations/greater-milford-boys-girls-club/>, call (302)-422-4453, or stop by their facility located at 101 Delaware Veterans Blvd., in Milford. Please join us in welcoming Paul Dorey and the Greater Milford Boys & Girls Club into membership with us!*



**BOYS & GIRLS CLUBS  
OF DELAWARE**

**Greater Milford Club**

## AUCTION

Continued from Page 17

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DE TURF Sports Complex  
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Thank you to all our attendees this year! This event is special because of you and your dedicated engagement and support of the CDCC. We can't wait to see what next year's event brings – Happy Holiday Season Everyone!

# Member of the Month



**NAME:** Margie MacLeish

**TITLE:** Vice President

**BUSINESS:** First State Webfooters

**ADDRESS:** P.O. BOX 2041  
Dover AFB, DE 19902

**HOURS:** Dawn to dusk, 7 days a week

**PHONE:** (302) 222-8269

**WEBSITE:** MDVolks.org/FSW

**EMAIL:** 1stStateWebfooters@gmail.com

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

The First State Webfooters Walking Club formed in 1981 at Dover Air Force Base. We continue 41 years later offering noncompetitive walking, biking, and swimming events with an emphasis on fun, fitness and friendship.

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

As Vice President, I help the Club President (Karen Kaufman) in any way needed to lead the club. I am a former President, Vice President, and Secretary; I bring leadership experience to my latest role.

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

I believe the fact that our events are noncompetitive makes us unique. Everyone goes at their own pace. There's no prize for finishing first.

The goal is to complete the event, usually a 5k (3.1 miles) or 10k (6.2 miles) in distance. We walk all over Delaware, in neighboring states, in any of the United States and in other countries. Our organization is national, the American Volkssport Association, America's Walking Club, and is part of an international organization.

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

We will continue to offer our free Couch to 5k eight week program each Spring to the community, providing group walks starting with 1/4 mile and ending with a 5k (3.1 mile) walk in safe, interesting places in Kent County. We are also hosting our Atlantic Region's biennial conference in April 2024 here in Dover, bringing more than 150 walkers and business to Kent County for 3+ days.

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

We're learning a lot about marketing our club. We've gotten involved. We earned our 5 Star Membership in just a few months. We attend CDCC mixers, member to member expos, and I'm a member of the Military Affairs Committee. We've gotten to know many other local businesses by attending CDCC events. We have new members in our club because of the CDCC. I have to say everyone in the CDCC is very friendly and helpful - thanks!

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

Stay true to your purpose, offer something of value to your community and support your community.

## Ambassador's Corner

### Ambassador Corner – Esther Rich

My name is Esther Rich. I brought my business to Central Delaware in May of 2018. My company Special Touch Card Creations, Your One-Of-A-Kind Greeting was originally launched in August 2016. My lifelong career was with the Commonwealth of Pa, living and working in Philadelphia. After 32 years of service, I retired in 2005. After retiring I worked at various jobs until 2011. It was then that I had my first taste of business ownership. I became the owner of a gourmet coffee and tea company. Later, I joined a company focused on health & wellness.

All this shifting around left me feeling a little burned out. I decided to capitalize on something I was passionate about. I returned to my long-time love of designing and creating greeting cards. My company, Special Touch Card Creations, offers handmade, personalized cards for any occasion. I spend time understanding your specific card-giving occasion and what exactly it is that you would like to say. I take the words from your heart and turn them into a one-of-a-kind sentiment intended to touch the heart of your receiver. I guarantee that each customer will receive

dedicated personal attention with a genuine desire to ensure that the experience is easy, convenient, and satisfying. I also offer personalized mailing services on all orders.

I am delighted that the CDCC has chosen me to serve as their Ambassador. I love networking, meeting new business owners, and working as a connector between business owners. Having been an Ambassador for the New Castle County Chamber of Commerce previously, and in 2018, the Ambassador of the Year, I feel right at home in this new role. I can't wait to meet our newest members and help them get acquainted with the CDCC and its amazing membership. The Chamber has meant a lot to me and my business – I am so happy to share that with those who are just getting started. I am sure that this role will help me live out the sentiment expressed in one of my very favorite phrases: "Find joy in the journey."



## Congratulations - You're a 10!

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



# Thank You for Your Renewal!

## RENEWALS FOR SEPTEMBER

| NAME of COMPANY                                   | # of YEARS | NAME of COMPANY                                     | # of YEARS |
|---|------------|---|------------|
| Capitol Cleaners & Launderers, Inc.               | 50         | Advisors, LLC                                       | 10         |
| Capitol Uniform & Linen Service                   | 50         | Grotto Pizza – Dover                                | 9          |
| PNC Bank  | 50         | Progressive Software Computing Inc. – PCSI          | 9          |
| Blood Bank of Delmarva, Inc.                      | 39         | Benton & Shockley Law                               | 8          |
| Teal Construction, Inc.                           | 38         | Dover Capital City Rotary                           | 8          |
| Capital Inn of Dover                              | 36         | S&G Accounting & Tax Services                       | 8          |
| Kent County Motor Sales Co.                       | 36         | The Salvation Army                                  | 7          |
| Wilmington University                             | 36         | Barkley Heating & Air, LLC                          | 4          |
| Hertrich Family of Automobile Dealerships         | 22         | Century Engineering, Inc.                           | 4          |
| C.S. Kidner Associates/ Capitol Strategies        | 22         | Chaiyo Sushi & Thai Cuisine                         | 4          |
| Delwood Trailer Sales, Inc.                       | 19         | Delaware Technical Community College – Terry Campus | 4          |
| Delaware AeroSpace Education Foundation           | 16         | iDIMENSIONS Alignment for Success                   | 4          |
| Delaware State Lottery                            | 16         | Mid Atlantic Scientific Service Inc.                | 4          |
| SCORE Delaware                                    | 16         | Pats Select Pizza                                   | 4          |
| The Emory Hill Companies                          | 15         | Brighton Suites Hotel                               | 3          |
| Towles Electric Inc.                              | 15         | Central Delaware Housing Collaborative              | 3          |
| Alzheimer's Association – Delaware Valley Chapter | 14         | Leadership Techniques, LLC                          | 3          |
| HandyTube   | 14         | LOCALiQ Delaware                                    | 3          |
| Fordham & Dominion Brewing Co.                    | 13         | NorthNode Group Counseling                          | 3          |
| Blue Hen Apartments, LLC                          | 12         | Super Cichlids                                      | 3          |
| Diamond State Financial Group                     | 11         | Academy of Dover Charter School                     | 2          |
| JDM No. 1 Plumbing, LLC                           | 11         | Allstate Insurance – Michael Tolliver               | 2          |
| Pressley Ridge                                    | 11         | Camp Adventureland                                  | 2          |
| Delmarva Digital                                  | 10         | myInstantTeam                                       | 1          |
| Friends of Duck Creek Regional Library            | 10         | Skocik's Discoveries and Collectibles               | 1          |
| Sack Health Benefit                               |            |   |            |

## New Members

### Baybird Orthodontics

Dr. Sita Patel  
100 S. Main Street, Ste 310  
Smyrna, DE 19977  
302-659-9300

### Delaware Community Development Corp.

Mr. David A. Daniels  
100 W. 10th Street  
Wilmington, DE 19894  
302-571-8088

### Loft Realty

Ms. Heather McTheny  
146 S. State Street  
Dover, DE 19901  
302-491-4599

### Royal Home Care Services LLC

Ms. Ronez Pumphrey  
Felton, DE 19943  
302-249-3883

# Coffee On Us!

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**Tre Sorelle Dolce**

The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front page header 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 **June Bell, retired**, who correctly identified **The Woodlands at Firefly Music Festival 2022**.

**Congratulations, June Bell**  
– and thank you for playing our game!

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

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