

Chamber Connections

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December 2022

KraftHeinz

CORNERSTONE MEMBER
KraftHeinz

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An Education in Economics for 2023: CDCC's Economic Forecast Breakfast



Curious about what 2023 has in store for our nation, state and county's economy? Save the date for the CDCC's 9th Annual Economic Forecast Breakfast occurring on Jan. 31, 2023, in the beautiful ballroom of Maple Dale Country Club in Dover, the Capital of the First State, from 7:30-9:30 a.m. Join the CDCC & BIG Investment Services for an educational and engaging start

to your day with your local business professional community addressing a topic that impacts us all – the Economy. This event's speakers will provide insight into the economic forecast at the federal, state and local levels to help members prepare and position their businesses for success in the coming year.

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Showcase Your Business at the CDCC's Home & Garden Show!



Save the Date! The Central Delaware Chamber of Commerce (CDCC) is pleased to announce the Home and Garden Show will be returning to the public on Friday, Feb. 17, and Saturday, Feb. 18, 2023, at Harrington Raceway and Casino from 12-4 p.m. on Friday and 10 a.m. – 6 p.m. on Saturday. This event is open to the public and admission is FREE. Get inspired while

enjoying a fun day out of your home while you discover the latest trends, services, and products to better your own! Whether you're building, renovating, landscaping or looking for innovative ideas, the CDCC Home and Garden Show is the place to be!

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Happy Holidays with the CDCC!



It's that time of year again, that time to be jolly, welcome in the feeling of joy, warmth, and the sharing time with loved ones. The CDCC invites your entire office, team, and friends to experience the charm of the holiday spirit and take a break from the mundane. The holidays are a special time to get

together with co-workers, colleagues, friends and family to show appreciation for one another and be part of a fun annual tradition. Holiday parties are known to boost morale in any environment, create closer friendships and better office culture, improve team building, and increase productivity.

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Dina's Digest



PRESIDENT
Dina Vendetti

Local Shopping, Local Connections

Many years ago, I learned a wonderful definition of “community” from a young student teacher. He said that the experience of “community” looks like this: to know and be known, to love and be loved, to serve and be served, to celebrate and be celebrated. That definition just screams “connections,” doesn’t it? People love to feel connected and that’s what motivates the creation of communities. When I ponder that definition, I immediately think of my experience here in Central Delaware!

Your Chamber is in the business of connections – it’s at the heart of what we do best. We connect people to educational opportunities, to legislation and lawmakers, to opportunities to tell their stories (marketing), and to each other in networking experiences. Helping members to form meaningful connections is how we go about the business of serving as THE essential resource for the development of businesses in Central Delaware.

During this holiday season, we want to connect you to the special joy that comes with shopping locally. Earlier today, I read a study about how people feel about shopping online vs. shopping in person. The study found that, while shoppers enjoy the convenience of shopping online, 92% of them miss the opportunity to shop in person. In a follow up question, the study discovered that what people missed the most about shopping in person was the experience of connecting with the shop owners and other customers. Doesn’t that speak to the human need for community?

Shopping locally gives customers a way to connect and to make a difference, not only for the person receiving the items purchased, but also for the shop owners

and workers. Local shopping means more dollars added to the local economy. Local shopping means unique items that not every person already has. Local shopping means personal experiences and real conversations with real people. Local shopping means making an investment in ... there it is again ... COMMUNITY. One could actually consider local shopping as an act of community service.

We understand that 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. We are not asking or suggesting that you give them up.

What we are asking is simple: SHOP LOCALLY FIRST. Go to the small businesses, seek out original and innovative ideas for gifts, experience the connections ... FIRST. If, after that, you find yourself needing a few more items or suddenly need a gift at the last minute, then do whatever you need to do and turn to big box and online options. Just don’t go there FIRST.

Your CDCC wishes you all the best as you go about your preparations for this holiday season. We look forward to seeing you at our various events and activities – and at local shopping venues right here in Central Delaware. We are thankful to be at the heart of this community with you and we look forward to many days and years of knowing, loving, serving, and celebrating!

Calendar of Events

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

JANUARY

Thursday, Jan. 5
Leadership Central Delaware
8 a.m. - 5 p.m.
Economic Development Day

Thursday, Jan. 5
Kent County Open for Business
8:30 - 10 a.m.
Kent County Levy Court

Tuesday, Jan. 10
CDCC Board Meeting
7:30 - 8:30 a.m.
Faw Casson

Tuesday, Jan. 10
Young Professionals Social
12 - 1 p.m.
via Zoom

Wed, Jan. 11
Coffee Coaching
8 - 9 a.m.
via Zoom

Wed, Jan. 11
Marketing Committee Meeting
10 - 11 a.m.
via Zoom

Thursday, Jan. 12
Member Orientation
12 - 1:30 p.m.
via Zoom

Tuesday, Jan. 17
LCD Steering Committee Meeting
12:30 - 1:30 p.m.
CDCC Conference Room

Wed, Jan. 25
Ambassador Committee Meeting
3:30 p.m.
TBD

Wed, Jan. 25
Sunset Business Mixer / Member 2 Member Expo / CDCC Showcase
4 - 7 p.m.
TBD

Tuesday, Jan. 31
Economic Forecast Breakfast
7:30 - 9:30 a.m.
Maple Dale Country Club

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

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

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Kraft-Heinz Searching for Maintenance Tech Candidates to Bring the Power!



As the holidays approach, we are reminded of how much food and family brings us all together to make moments memorable, meaningful and merry. There is nothing like sharing your favorite traditional dishes or recipes with those you love most when it matters the most. However, these moments to last a lifetime wouldn't be possible without the hard-working, dedicated and resilient workforce currently engaged at the "third-largest food and beverage company in North America and the fifth-largest food and beverage company in the world": the Kraft-Heinz Company, an operation near and dear to the Central Delaware community as their local production facility is a powerhouse here in Dover.

It almost goes without saying that the world is still recovering from the effects of the COVID-19 pandem-

ic, record-setting inflation, supply chain and workforce shortages. The Kraft-Heinz Dover plant has been no exception to triumphing through these tribulations. Retirements since the beginning of the COVID-19 pandemic have caused a shortage of production line maintenance staff. The company is currently urgently seeking to fill 10 to 12 electrical/mechanical maintenance technician positions as soon as possible. Those who fill these roles are incredibly crucial in the quality, productivity and success of the Kraft-Heinz purpose and vision: "to spark joy, bring people together, and create memorable moments for people across the globe." After all, this is what the holidays are all about.

There are many contributing factors to the workforce shortage, specifically at Kraft Heinz. Kevin Mills, plant controller, brings attention to the fact that there has been "a lack of emphasis on blue collar technical education, leading to a reduced supply of qualified candidates" for electrical and mechanical maintenance positions at the Dover Plant.

"We are currently attacking the situation from several fronts," continues Mills. The plant leadership seeks to partner with local trade and tech schools in the area, such as POLYTECH High School, which has an electrical construction vocational shop that provides hands-on experience in this critical needed career field. Delaware Technical Community College could also a partner and viable resource for the recruitment of qualified talent. Within these partnerships with local technical institutions, Mills is looking to send internal existing Kraft-Heinz Dover technicians to these schools to help train students to assist with emerging talent placement of new students' careers.

In addition to these partnerships, the Kraft-Heinz Dover plant is actively developing apprenticeships, developing talent from within their own production line staff, plus traditional job placement methods to fill these positions.

There is no doubt that these positions of expertise are crucial to the suc-



cess of the Dover community, young adults entering the workforce, Kraft-Heinz, and our holiday traditions. Without these professionals working hard to maintain the equipment to keep the plant working as intended, the community at large runs the risk of not being able to enjoy their favorite foods and recipes.

If you or someone you know are interested in an Electro/Mechanical Maintenance tech position at the world-renowned Kraft-Heinz Company in Dover, please do not hesitate to reach out to <https://careers.kraftheinz.com/careers/SearchJobs> or call (302) 734-6100 for more information.

Support for Injured Veterans in Kent County!

After their service, many veterans feel they've lost a sense of camaraderie that they once enjoyed in the military. Kent County Injured Veterans of America (KCIVOA) understands how important peer relationships are to finding that sense of camaraderie again during and through an injured veteran's transition to civilian life. That's why KCIVOA offers a peer-led Injured Veterans Support Group.

When it comes to an injured veteran, no one knows what they're going through better than someone who's experienced trauma themselves. KCIVOA is bringing the injured veteran community together not only to get them the support they deserve, but to give the community an opportunity to support and serve those who served.

Tiffani Taylor of PAM Health and Rehabilitation Hospital (PAM) of Dover is the founder of this support group which is inclusive of all injured veterans from every branch of the military. When the previous local Wounded Warriors organization moved to Rehoboth Beach, it had left no place for Kent County injured veterans to turn to for support. Tiffani Taylor and Theo Jones, a Veterans Associa-

tion Social Worker, joined forces to coordinate this new program. Taylor worked with a VA case manager at the Brain Clinic where she met Lisa, a mother of an injured veteran. The two became friends over this shared bond and want to continue that bond with the community.

Still in its infancy, the program is developing and sharing information on how the new support group and they invite community feedback and participation.

They are also developing a separate group for women injured veterans. Women represent the fastest growing population among military service members and veterans. As the population grows, we continue to learn more about their experiences. Injured women veterans report a lack of recognition for their service and a misconception of women in combat. They report anxiety, depression, and military trauma at higher rates than males. While women are breaking down barriers in service to our country, they still experience unique challenges, in uniform and after service. KCIVOA addresses these disparities and empowers sisters who have served.

Whether you're looking for just someone to talk to or someone to help to achieve your goals, KCIVOA peer support is there for you and/or your loved ones. The transition from service member to civilian is not easy.

By providing guidance on VA benefits and various other programs, KCIVOA empowers veterans with the tools they need to increase their quality of life. KCIVOA welcomes injured veterans and their family and serves as a connection point at every step along their individual journeys. As their needs evolve, KCIVOA continues to listen, identify next steps, and connect them with resources in their community.

The KCIVOA also seeks to support those suffering from post-traumatic stress disorder and Traumatic Brain Injury. KCIVOA is actively looking for physicians who accept Tricare Health Insurance, and/or veteran physicians. Taylor, on behalf of KCIVOA, also seeks guest speakers to share information regarding service animals, pet therapy and emotional support animals. The group plans to apply for 501(c) status.

The greatest need for injured veterans is resources for healthcare, relying on the Veterans Administration, community resources, and good providers who understand the needs.

The Kent County Injured Veterans of America support group meets the 3rd Thursday of every month at 6 p.m. at PAM Health and Rehabilitation Hospital of Dover (1240 McKee Rd.) Refreshments are provided. Any interested parties should contact Tiffani Taylor at (302) 672-5800 or Theo Jones at (302) 943-3701.



The LCD Class Never Stops Learning!

This month the Leadership Central Delaware (LCD) Class of 2023 spent the entire day learning about what makes leaders, students, and education itself, a strong, relevant, and vibrant sector in Central Delaware. Education Day explores just a few of the many institutions in the region that serve Delaware's educational needs. From leadership in both public and private schools, the class learned about their roles in providing an educated workforce for Delaware's future. The day included touring a sampling of area schools via a classic, big, yellow school bus.

The morning began with a warm welcome and introduction at Delaware Technical Community College by Dr. Dina Vendetti, CDCC President & LCD Alumnus (2004). Her presentation on "How to Learn," set the tone for the day of learning ahead and reiterated that the mission of the teacher has evolved over time into helping students master the art of a skill they will use for a lifetime of contributing to the workforce – the skill of how to learn. The class was thunderstruck by a video depicting how the speed of technology is affecting the rate at which knowledge becomes irrelevant. For instance, because of the speed of innovation in technology, much of what is written into a freshman college tech curriculum can become obsolete by junior year. Teachers must adapt quickly and evolve faster to keep up with today's technology – this is where teaching students "How to Learn" becomes incredibly crucial.

The first school on the agenda was the John S. Charlton School located in Camden-Wyoming, within the Caesar Rodney School District. This school is specifically designed for students with special needs throughout Kent County. They serve students 2 to 21 years-of-age who have autism or moderate to profound cognitive and physical disabilities. The children are taught functional life skills, via modification of the Delaware State Recommended Curriculum, to enhance their level of independence.

In small groups, the LCD fellows toured various classrooms, vocational shops, music and art, and even visited their outdoor greenhouse area. The class was impressed to see the level of holistic and individualized care and attention each student receives at Charlton School to lead self-sufficient

and enriched lives, regardless of their ability. They enjoyed coffee served by a student while Principal Amanda McDonough and Assistant Principals Christy Betts and Megan Polichetti, M.Ed., shared their leadership styles with them. The LCD class was eager to help the Charlton School once learning that they need intern help and have plenty of volunteer opportunities for all to continue to grow and offer programs and events to their students.

Next, the LCD Class of 2023 stopped by the Capital School District Office in Dover, for a virtual presentation from CEO & Superintendent Dr. Vilicia Cade, on her leadership qualities and strategies going into a new year. Cade shared her leadership story, her vision, and how she lives out her acronym of HOPE (Helping Other People Excel). Some impactful quotes from her presentation included: "leaders aren't born, they're made," "people who work together will win," "God, Family, Senator Nation!" and "education is transformational." Her "Leading with LOVE" (Levering Obstacles Vowing Excellence) mentality and behaviors were indeed infectious, verified by Adewunmi Kuforiji, Chief Financial Officer, who was present and more than happy to answer questions.

The CDCC is excited to witness the growth of the Capital School District with the opening of their new Dover Middle School Campus that will house two new middle schools configured for grades 6-8. The Capital leadership exemplified their mission, vision and new strategic plan, "Transition 2023: A Plan to Reconfigure Capital School District."

Next, the class focused on higher education with a visit to Delaware State University. Education is certainly growing exponentially here in Central Delaware and it's very exciting to witness great, historical change. DSU has once again shattered multiple enrollment records! According to the latest U.S. News & World Report's Historically Black Colleges Universities (HBCU) rankings, Delaware State University recently rose to #8 among all HBCUs and also the #2 Public HBCU in the country. Staying on this trend of growth, the LCD class visited new DSU Downtown Campus, formerly Wesley College. The class received a brief tour and discussion from Dr. Horton, Special Assistant to Chief Administrator of DSU Downtown

Campus and VP for Strategic Initiatives, and also Dr. Holmes, Associate VP of DSU Downtown Campus. The DSU Downtown serves about 1,600 students, whether online or on-campus, and DSU has committed \$15 million over the course of three years to fully integrate its downtown campus.

After lunch at DSU's main campus, the class visited "The Garage," – the school's innovation lab located in the Bank of America Building within the College of Business. A senior student shared her personal experience of using "The Garage" – "DSU's fully integrated entrepreneurial ecosystem and product ideation laboratory for students, faculty, and local community members seeking to engage in innovation, product, and business development and implementation. It provides an atmosphere for making, collaborating, learning, and sharing."

Dr. Michael Casson, Dean of the College of Business, shared how the space is being used as intended, the current competitions/activities students are involved in, and to answer questions from the class. The Garage is truly a 'think-tank' to inspire the community for decades to come!

Education Day for the Class of 2023 continued with a journey to the First State Military Academy

(FSMA). The class met with Principal Dr. Auster and Col. Wallace as they entered the academy's marksmanship range before being separated into groups to tour classrooms and learning facilities, all while learning of the rich history of the grounds, the extracurriculars offered, and the prominent leadership qualities on display through their cadets.

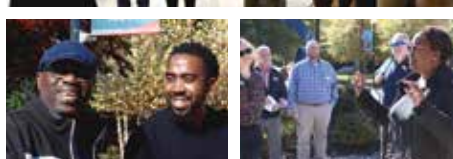
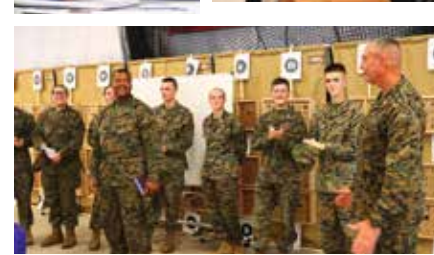
FSMA "focuses on developing the intellectual, physical, and emotional growth of cadets through the cultivation of an environment that rewards honesty, integrity, teamwork, and commitment." The purpose is to "provide all cadets the knowledge, skills, attributes they will need to thrive in post-secondary education, work, and civic life." FSMA cadets blew the LCD class away with their manners, public speaking skills, and future

graduation plans. It was amazing to see students display the leadership qualities the LCD is also learning. Many fellows were delighted to learn that FSMA is a wonderful option for their children and are looking forward to collaborating to remove the stigma and public perception that this is a school for misbehaved children who are forced to attend by their parents. Dr. Auster and Col. Wallace made it clear that from the student's first interview, in order to be accepted, the student must want to attend for themselves – no exceptions.

Finally it was back to DTCC's Terry Campus, to meet with Vice President & Campus Director, CDCC friend and partner, Dr. Cornelia Johnson and Dean of Instruction, Dr. John Buckley, LCD Alumnus, to finish the day strong. DTCC has certainly earned its place as an educational leader: respected and trusted at the state and national levels because of its hallmarks of commitment, responsiveness, and vision. Johnson shared the ways in which they develop relevant, high-quality educational programs that prepare Delaware's workforce to support the state's economic development efforts. Johnson has a keen eye for knowing what the community needs and how to equip students with the tools to achieve their personal and professional goals in Central Delaware. The CDCC thanks Del-Tech for serving as amazing community partners and leaders in education throughout the state of Delaware.

The passion of everyone dedicated to the pursuit of knowledge was remarkable and inspiring to witness on LCD Education Day 2022. A very special thank you to the students for their enthusiasm and school pride, coupled with their eagerness to showcase a glimpse of their world. The future of education is so BRIGHT here in Central Delaware, and the CDCC is grateful to experience it with the LCD Class of 2023!





LCD Alumni Join to Clean Up Yoder Road!

DeIDOT's Adopt-A-Highway (AAH) is a partnership between the Department of Transportation and community volunteers, working together to make Delaware better, two miles at a time. More than just a clean-up campaign, this innovative program works to educate citizens of all ages about the responsibilities of land stewardship, care, and repair of our environment. Ultimately, the AAH Program is about caring enough to make a difference and the alumni of CDCC's Leadership Central Delaware couldn't be prouder to be a part of it.

Volunteer team members unite behind a shared vision and commit, as a team, to shared goals. When people band together behind ideas and trust in a single vision, it is astounding how much they can accomplish. Community service has always been a hallmark of our Leadership Central Delaware program. Our strong core of alumni has continued to lead by example as they make a difference in our community. The LCD program has adopted a two-mile stretch of road to help maintain it

as part of partnership with DeIDOT

The stretch of road assigned to LCD is in West Dover: Yoder drive from Pearson's Corner to Nault Road. The most recent clean-up day was held on Oct. 29, when the LCD Steering Committee gathered for a few hours to clean up the assigned section of a highway. In attendance was LCD Alumni Kathy Jordan, Travis Frey, Stephanie Poet, CDCC President Dr. Dina Vendetti and LCD Coordinator Cleo Bell. It was a gratifying morning filled with smiles and laughs that resulted in a clean, beautiful stretch of Kent County roadway. The alumni have designated the last Saturdays of April, July, and October as official clean up days. All LCD Alumni should mark their calendars now – and feel free to bring family members and friends.

Each time a volunteer is seen walking down a Delaware roadside, someone, somewhere, is reminded of our shared responsibility to preserve and protect the landscape. This sense of responsibility put into action is at the heart of the AAH Program. Adopting a road

is a big commitment. It's hard work. Each year, though, thanks to the efforts of dedicated sponsors throughout the state, cleaning Delaware gets a little easier.

Currently, more than 900 groups, organizations and individuals adopt stretches of roadway throughout the state. Participants agree to care for a two-mile section of the road in their community. During the sponsor's participation, groups are responsible for conducting and reporting at least three cleanups per year. DeIDOT provides safety vests and trash bags. Signs marking sponsor's involvement in the program are installed at the beginning and end of the two-mile stretch of adopted roadway. Of course, participants get more from the program than publicity; they get the satisfaction of knowing that their efforts have a direct effect on the quality of life in Delaware.

The LCD Alumni are happy to have joined this effort. The AAH Program is a perfect fit for our graduates who care enough to make a difference. The simple act of caring is heroic.





Sunset Business Mixer at Hilton Garden Inn!

Thanks to everyone who joined us to reconnect with fellow business leaders, engage in conversation and share your story at the CDCC's Sunset Business Mixer. This month, we enjoyed the hospitality of the beautiful Hilton Garden Inn in Dover on Nov. 30th.

The Sunset Business Mixers continue to be the premiere networking event for the CDCC – it's a place where connections are made, partnerships and collaborations are formed, and business gets done! Our next Sunset Business Mixer will be held at the Delaware Agriculture Museum on Wednesday, Jan. 25, from 4-7 p.m. and will feature the Member 2 Member Expo and CDCC Showcase. Visit the www.cdcc.net Calendar of Events or call us for more information at 302-734-7513. Hope to see you there!



Young Professionals Meet: What Are YOUR Core Values?



a pleasure to have him speak to our Young Professionals, and we wish him continued success in his endeavors.

We look forward to seeing CDCC members and non-members 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. For more information about Alan Kovitz and "A Book of Values: Your Personal Guide to Meaning and Happiness" visit www.elevations.unlimited.us.

The Young Professionals Social was held on Nov. 8, at the First Citizens Community Bank in Dover. The CDCC Young Professionals, ages 21-35, meet on second Tuesdays bi-monthly for networking, workplace development, and educational experiences, from 12-1 p.m. This lunch-and-learn allows those who are starting out in their careers to meet with others in similar stages to work through challenges and discuss goal-setting over a delicious lunch graciously donated by the FCCB team. The cost is only \$5 for CDCC members and \$15 for non-members.

The guest speaker for Nov. 8 was Alan Kovitz, past CDCC Board of Director and chairperson, who was instrumental in helping develop the Leadership Central Delaware and Mastery Programs. Kovitz is the author of "A Book of Values: Your Personal Guide to Meaning and Happiness." Once a self-declared "introvert," he is now a business owner, entrepreneurial coach, and CEO of Elevations Unlimited. His book begins and main-

tains the theme that "Our values are non-negotiable and determine the way we show up in the world. When we live our values, it just feels right. When we live our values, we assign meaning to our lives. When we live our values, our happiness manifests." Kovitz takes readers on an intellectual adventure, challenging them to identify and live their values, while shaking them from the "non-value tree from which we dare to jump." Beginning with what's most important - relationships, he has crafted a mantra and a question that follows each of his 52 values, a weekly reminder which he hopes will be a guide to a life of meaning and happiness.

When asked what values are and why they are important Kovitz replied, "Values are integrity, honesty, and living towards a code." A personal code is the philosophy one has about life and the preferred way to live it. Each person determines what defines them, the values they want to work towards and on what they will base their decisions. It takes dedication and hard work to

adhere to a code. "How do you make core values for a company if no one has their own sorted out?" Kovitz asked the group. Everyone should know the core values of their workplace, and he believes in everyone being coached, "if you don't have one, you should get one," adds Kovitz. Though it is not possible to live all of them, all the time, core values are very important.

Kovitz structured his book to be most effective by reading and focusing on one value per week. The Young Professionals in the room randomly picked a number (lucky number 8) which led to a fruitful and deep discussion of the value of Trust (the 8th value of the book) and its complexities in personal and professional relationships. One hour was not enough time to enclose all the great ideas that we divulged at this meeting, but certainly sent everyone home and back to work with much to think about.

The CDCC wishes to thank Alan Kovitz for his insight, generosity with his time, wisdom, and enthusiasm for this month's meeting. It was indeed

FORECAST BREAKFAST

Continued from Page 1

Attendees can expect to hear from this event's primary sponsor, BIG Investment Services. Founder and President, Mr. David Boothe, will be address, advise, and admonish the current economic market at the national level. The CDCC thanks Boothe and the BIG Investment Services team for not only sponsoring this beneficial event for another year, but for also being trusted experts for the Central Delaware community. Team members at BIG Investment Services are proficient in helping their clients plan for retirement, taxes, personal investments, college, risk management, and estate planning. If you'd like to know more about BIG Investment Services, attend this event and hear from the representatives themselves, visit www.abigplan.com, or call (302) 734-7526.

Expect to hear from Brenda Wise, Director of Policy & Communications at the Delaware Office of Management & Budget. Wise brings a background of Delaware law and experience in urging

budget analysts to consider the fiscal impacts of pending legislation. Wise is passionate about changing the system for Delawareans on a larger scale, especially in the economic sector. Attendees can expect to feel much 'wiser' after Wise's financial address.

Linda Parkowski, Executive Director of Kent Economic Partnership/Choose Central Delaware, will share her wealth of knowledge on economic development of the local area. A Kent County resident for over 30 years, Parkowski knows what the community needs and how to attract business to the area. Her insight on the economics of Central Delaware will surely hit home, while providing direction to listeners to apply to their businesses or personal goals.

The economic industry can be intimidating and overwhelming, especially when that is not your background. Business professionals have enough to worry about the day-to-day functions of their work or companies. Therefore, the CDCC's Economic Forecast Breakfast is so important

to attend because professionals in the industry will be able to brief the public on the highs, lows, and 'need-to-knows' in easily understandable language that will help you and your business. In addition to the educational benefit, this breakfast meeting of the minds will also be a networking opportunity for all to connect with each other in ways that may not always be possible on a normal workday.

Tickets for this event are only \$27 for CDCC members and \$32 for non-members. Call the CDCC today at (302) 734-7513 or visit www.cdcc.net to register by Jan. 4. We'll be looking forward to this learning opportunity with you!

THE 2023 ECONOMIC FORECAST BREAKFAST

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David Boothe,
President
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Brenda Wise,
Director of Policy & Communications
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Linda Parkowski,
Executive Director
Kent Economic Partnership

Support Dover Shop Small 11/22

The Central Delaware Chamber of Commerce (CDCC) is proud to support local small businesses here in Central Delaware as they depend on an active, involved community to survive. Thank you to all of the great CDCC member businesses who participated in Shop Small Saturday this past Nov. 26, 2022! The CDCC is fortunate to witness the outstanding work by our network of hard-working members who continue to serve our community with a smile and bring holiday cheer to everyone far and near!

Keep your money where your heart lives, support an economy of friends and neighbors, and build a community that thrives by thinking local first. Small-scale, locally owned businesses create communities that are more prosperous, connected and generally more successful across a wide range of metrics. When we buy from independent, locally owned businesses, rath-

er than national chains, a significantly greater portion of our money is recycled back through our local economy. It strengthens the base of our whole community. Support your neighbors by shopping small this holiday season!

Help us keep the momentum going by remembering to shop at small businesses this holiday season! Remember to Shop Local, Save Local, Support Local with the Chamber Saving Club Card. With over 150 discounts offered by CDCC Members, this card goes right on your keychain so you'll always have it handy to save and support all at one time! Click here to view the deal directory: <https://cca.cdcc.net/promolistingmainsearch.aspx>.

For more information or to obtain a club savings card, please contact the Central Delaware Chamber of Commerce at www.cdcc.net or call us at (302) 734-7513.



Looking for a way to increase your foot traffic? Need a way to help people know where you are? Want almost 800 businesses to learn about you and your company?

Everybody loves a \$\$\$ discount! \$\$\$

Sign up today to be part of the CDCC's Club Card Discount program!

To offer a discount and sign up for the program today, contact the CDCC Office
302-734-7513 adminassistant@cdcc.net



★ ★ ★ ★ ★ Our Newest 5-Star Member

Amanda Purdue of the Delaware Breast Cancer Coalition receives her 5-star pin from CDCC Membership Director Jen Sutter.

HOME & GARDEN

Continued from Page 1

Attention Home & Garden businesses – The CDCC needs YOU! The CDCC thrives on showcasing awesome businesses like you! We are currently registering vendors. Although we sincerely encourage it, you do NOT have to be an already existing member to secure your booth space at our Home & Garden show, however this would be the perfect time to become a member and begin or continue your CDCC journey at this year's

Home & Garden Show!

Don't delay – secure your spot today! If you are interested in getting direct exposure for your Home & Garden industry business, please do not hesitate to reach out to Cindy Friese, our Assistant for Special Events & Sponsorships, at cfriese@cdcc.net.

For more information about the Home and Garden Show, please call the CDCC at (302) 734-7513 or visit www.cdcc.net. We look forward to seeing you at the CDCC's Home and Garden Show this upcoming February!

 **You are Invited!**


Central Delaware Chamber of Commerce
HOME & GARDEN Expo

**Delaware State Fairgrounds
February 17 & 18, 2023**

“Thank you our Small Business Members who participated in Shop Small Saturday!”



Fur Baby Pet Resort



Suds & Company



Sayers Jewelers & Gemologists Inc.



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Fifer's Farm Store & Kitchen



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DP ST MT

Dover Post
Smyrna/Clayton SunTimes
Middletown Transcript

GANNETT

Sen. Carper Visits Veteran-Owned Businesses!

During the week of Oct. 31 to Nov. 4, the Small Business Association (SBA) and its extensive partner network celebrated the strength and resilience of the #VetBiz community by hosting events across the country and sharing information about the resources available to veteran entrepreneurs. SBA offers support for veterans as they enter the world of business ownership, look for funding programs, training, and federal contracting opportunities.

U.S. Sen. Tom Carper, a 23 year-Navy veteran, visited and supported multiple Veteran-Owned businesses in the First State. His last visit on the tour (but certainly not his least) was to Fly High Cheer and Tumble in Camden, Del. In addition to running the business, owner Andrea Caswell and her husband David often host events to give back to military families in the area. Senator Carper thanked them for uplifting our service members.

At the gym

As a military spouse who has lived in many places in the United States and internationally, coach Andrea has volunteered, coached and directed various cheerleading programs for over 20 years. The Caswell family blends unmatched coaching experience steeped in the values of integrity, service and excellence, which they embrace after living and learning alongside Air Force families for over 20 years.

In 2019, Andrea and David opened Fly High Cheer and Tumble, LLC, and student registrations poured in. Fly High is conveniently located in Wyoming, Del., minutes from Dover Air Force Base and local schools and businesses. Fly High owners chose 140 Sarah Circle, in Camden, Del., because of how supportive and neighborly everyone is in the local community.

The staff is rich in experience, diversity and versatility so that athletes will receive the best instruction possible, in class or one-on-one instruction. Services include tumbling classes, competitive All-Star cheerleading (ages 3+), specialty instruction for flyers, strength and conditioning, floor rentals for middle and high school teams, birthday parties, private lessons (stunting) group and co-ed, and various specialty camps and clinics.

In a short time, Fly High has already created a movement in the community that supports total engagement from its members. One of the gym's main objectives is to subject its athletes to philanthropic opportunities within its community. Affordability and quality were of the utmost importance when structuring the programs offered at the gym. With the ability of junior and senior-aged athletes to apply for a junior coaching position to younger athletes, services become even more affordable to families. Also, the Fly High athletes have received many sponsorships from local businesses, which is another testament to the community's wonderfulness.

Coupled with the family that cheer culture cultivates, Fly High athletes are set up to succeed both on and off the mat. They welcome visitors by appointment and are happy to arrange outside events. Be sure to keep an eye on their website and social media for upcoming events where they are partnering with the surrounding communities and small businesses. Learn more at flyhighcheerandtumbling.com.

While fielding various levels of competitive all-star cheer teams, Andrea has a passionate goal to help regional schools grow to have more robust, competitive programs by: stressing the importance of safety in the sport of cheerleading; learning the adequate progression (no advancement without completing all skills); and teaching the fundamentals of cheer, stunting and tumbling.

These goals are backed by Andrea's extensive experience coaching all ages and competition levels throughout the U.S. and Europe for 23 years, including Team Italy for the 2018 International World's. She has countless national and international certifications.

There is a lot of growth in this industry. The International Olympic Committee (IOC) has recognized cheerleading as an Olympic sport, which could mean inclusion at the 2028 Olympics. Once the world sees them as competitive athletes in the Olympic sport, more kids are going to participate.

Competitive cheerleading is an incredibly demanding sport. It comprises gymnastics, stunting, endurance,

and it's a mentally difficult sport. Some people don't consider cheerleading a sport, so insiders are excited for the world to see the hard work and teamwork involved. It builds a lot of trust because you're teammates with your life. Everyone must know precisely what they're doing, and at the right time.

At the bakery

Bavarian Bakery and Deli, located at 1819 South Dupont Highway, Dover, was Sen. Carper's third #VetBiz visit. Senator Carper thanked owners Johnathan and Monika, and Master Baker Andreas, for bringing the most delicious baked goods to Dover! One of the signs of a successful bakery is a full parking lot and the counter filled with eager customers. Another sign of success is the smiles of those customers when they are handed their orders. In an age of grocery stores dominating the baked goods market, it's a lucky town that gets a quality, from-scratch bakery.

For Dover, that happened in August 2017, when brother-and-sister team Andreas "Andy" Janke and Monika Urquhart decided to pool their talents and open the Bavarian Bakery and Deli. Andy started his bakery career at age 16 in his native Germany, attending pastry school and additional studying in Bavaria. Monika is a master chef who attended the Asian Culinary & Hotel management school in Giessen, Germany, and brings experience working in kitchens, management, marketing and food service operations for large corporations.

After 30 years of working for others, Monika wanted to open her own bakery and asked Andy to join her. He had worked at the Frankfurt Bakery in Dover, winning several awards, and was eager to work with his sister in their own place. They found just the right location on S. Dupont Highway in Dover. Andy heads the baking team, and Monika oversees the front of the house and savory menu items.



Bavarian Bakery and Deli uses less sugar than some traditional American bakeries and little, if any, artificial flavoring, concentrating on bringing out natural flavors. “We try to stay on the European side of baking instead of the American side, but we do both styles,” Monika says. European-style cakes tend to be a tad less sweet but deliver focused flavors. The Bavarian Bakery relies on two key elements to keep customers coming back: quality baked goods and friendly, welcoming

customer service.

The cakes are not the only reason to visit; there are also cookies, pastries, mango guava mousse, cinnamon rolls, bread, soup, salads, chicken salad and sandwiches. The business balances sweets, breads and lunch items, with Monika sharing, “All three aspects of the Bakery are equally popular, and we have some customers that come for lunch several times per week.” Sandwiches come with several choices of

bread baked fresh each day: pumpernickel, marble rye, seeded rye, Bavarian rye, sourdough and baguettes. Like a typical German bakery, Bavarian Bakery has pretzels and pretzel bread for soups and snacks, as well as an excellent pairing for your favorite beer or mustard. One of the most interesting loaves is the Dinkel Brot, a round loaf made from spelt (ancient wheat).

Sandwiches like the Reuben are cooked on a griddle-press without

a slather of oil, making it one of the healthier (and most) delicious Reubens around. For European quality and service, the Bavarian Bakery is well worth the trip. Call ahead for carry-out! Learn more at www.myfavoritebakery.com or (302) 744-8598.

The CDCC thanks Sen. Carper and the veteran owners of these two incredible local businesses for their service to our community, the CDCC, and of course our country!



Member 2 Member



A Triple Networking Extravaganza!

On Wednesday, Jan. 25, 2023, CDCC members and guests are invited to an evening offering three events all wrapped up into one. The Delaware Agriculture Museum is thrilled to welcome the community into their beautiful facility for the CDCC's Trifecta Event from 4-7 p.m.! Out of the 80+ events organized yearly by the CDCC, there isn't one quite like this, you definitely do not want to miss it – Start sharing the word the now!

This Trifecta event is a Sunset Business Mixer, Member 2 Member Expo, AND a CDCC Showcase all in one evening! Kick off the New Year right with the CDCC as we mix, mingle, showcase our members and the CDCC. This is the perfect event for existing members to invite prospective members or any newcomers who are interested in connecting with the organization that connects people – the CDCC!

As it is one of our four pillars, networking is extremely valuable and important to us, and we know that it is

an important element of not only your business, but of doing business in Delaware in general. Our Sunset Business Mixers are the premier networking event of the CDCC for a very good reason. They are fun, inviting, upbeat, and you'll never know who you'll meet! Mixers are a great opportunity for CDCC members and their guests to meet other business representatives and collect qualified leads in a casual setting with delicious complimentary refreshments. Be sure not to forget your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes! CDCC mixers on their own have proven to help our area's businesses to stay connected and grow together. Small conversations and introductions have big impacts, and the CDCC is proud to organize a time and place for these relationships to begin, and to witness their journey of growth for years to come.

This mixer event is stacking the power of networking by adding a

Member 2 Member (M2M) Expo and CDCC Showcase in one! The CDCC appreciates any moment to allow our amazing members to shine. That is why twice a year we invite members to secure tabletop displays around the facility to connect face-to-face with the community in order to generate quality leads, increase their exposure, and to network with other businesses. Tabletops are available for purchase for only \$125 – don't delay on registering your table because we can only allow a specific number on a first-come, first-served basis.

The third prong of this networking event features the CDCC Showcase. This portion is designed to help members and prospective members fully understand the value that a CDCC membership brings. Information tables will feature our four pillars: Education, Legislation, Marketing and Networking. The displays will help guests understand how the Chamber assists its members in each of these areas. Do you have friends or business colleagues who might benefit from chamber

membership? Consider inviting them to this information-filled evening and let them witness firsthand what a chamber membership can do for them. The Showcase is also a great way for our veteran members to get up to date on all the new programs and events their membership has to offer – it's a win-win for all!

Whichever of the three reasons you attend, or decide to share the good news, the CDCC ensures that your participation will not be vain! Come have a fun, engaging, and informational evening with your community as we work together to build the future of Central Delaware one relationship and conversation at a time.

For more information or to register for this three-in-one evening of activities, please call the CDCC Office at (302) 734-7513. You can also register online through our Calendar of Events at www.cdcc.net. We look forward to seeing you at The Delaware Agriculture Museum (866 N. Dupont Hwy in Dover) on Wednesday, Jan. 25, 2023!



Civilians and Armed Forces Touch Base

It was truly a moment to remember. The 2022 State of the Base Briefing and Breakfast was a superb success, thanks to all the Central Delaware Chamber of Commerce's (CDCC) attendees, board members, military personnel, civilians, sen.s, congresswoman, and all staff! It was a meeting to literally and figuratively "touch base" between our cherished armed forces community at the Dover Air Force Base and our civilian community of Central Delaware and it accomplished that and more! All guests left with more knowledge of how the Dover Air Force Base is impacting the community through their mission, personal stories, innovations, and completed assignments.

The CDCC would like to thank everyone in attendance for making this event a success – it wouldn't be as special without a room full of community-minded, supportive, and driven individuals as seen that morning! It was amazing to see and feel the energy of collaboration and appreciation for our local Armed Forces personnel at the Landings

at Dover Air Force Base on the morning of Nov. 21.

Thank you to Col. Husemann, Col. Stouffer, and their teams, who delivered an inspiring, heartfelt, and informational presentation highlighting individual service men and women in the room – we were sincerely dining amongst heroes! What a sincere honor to be in the same room as them and hear their stories of service, triumph, and tribulations for the better of mankind, our community, and country. They are a true testament to the amazing leadership based out of Central Delaware. Thank you for welcoming local civilian leaders into your world and reaching out to build relationships that enrich our entire community and country.

Thank you to Sen. Tom Carper, Sen. Chris Coons, and Congresswoman Lisa Blunt-Rochester for their presence, expertise, remarks, and support in this event! Their answers to our Board Members' questions on relevant worldly issues were very honest and insightful. The CDCC appreciates the time taken out of their

busy schedules to make this event a success!

Thank you to the highly accommodating hospitality staff at the Landings who ensured everyone had a great plate to eat to begin their day sunny side up! They supplied the fuel for this mission and delivered the most important meal of the day with the utmost care!

Last but certainly not least, thank you to our 2022 State of the Base Signature Sponsor: Delaware Technical Community College! The CDCC also wishes to thank 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. A special thank you to our Platinum Sponsors: Century Engineering, Chesapeake Utilities Corporation, Dover Federal Credit Union, G. Fedale Roofing and Siding, Harrington Raceway & Casino, Kraft Heinz, PAM

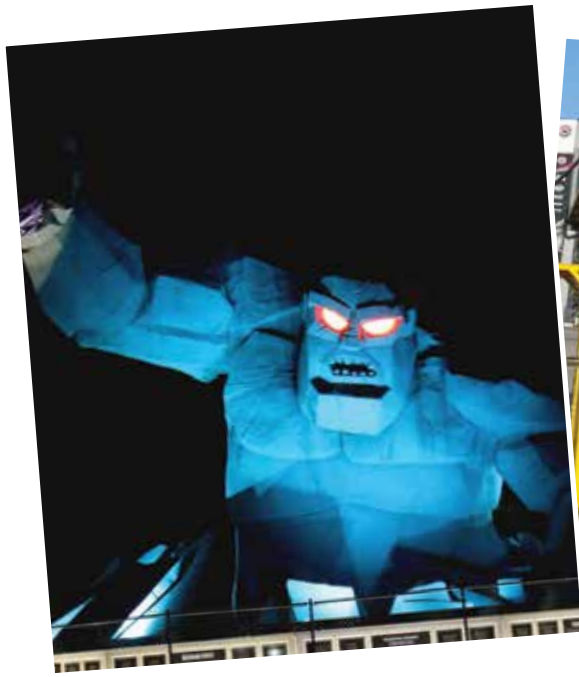
Health Rehabilitation Hospital of Dover, Pratt Insurance, and R & R Commercial Realty.

The CDCC greatly appreciates the relationship we have with our sponsors, not only because they are crucial in allowing us to orchestrate an impactful event such as this, but also because of their dedication to supporting their community and military personnel. They express a desire to be engaged and of service for the best of Central Delaware. The CDCC staff and Board of Directors couldn't be more grateful! In addition to the significance of the DAFB's purpose to the community and in light of the Thanksgiving holiday, the CDCC hopes all attendees left with a greater sense of appreciation and gratitude for their freedoms for which a high price has been paid and are still being fought for today. May we all aspire to act with the bravery and selflessness of our military heroes who instinctively put "People First" and "Service above Self."

The CDCC can't wait to see you at the next State of the Base event!



Member News



Driving Through a Winter Wonderland!

A new way to celebrate the holidays from the warm comfort and safety of your own vehicle is coming to Dover. The inaugural 'Gift of Lights' show at Dover Motor Speedway runs from Thanksgiving through New Year's Day. "It is a 1.5-mile driving route through the Woodlands of Dover Motor Speedway where the Firefly Music Festival takes place," said Dover Motor Speedway communication manager Michael Lewis. "And it will include more than 60 light displays and more than three million lights will be visible. And depending on traffic, it will take approximately 30 minutes to navigate the whole pathway."

Gift of Lights is produced by Winterland, Inc., a holiday service firm headquartered in Indiana. "We have approximately 700 acres of land to work with here at the speedway," noted Lewis. "We have this land to take advantage of, and we have these pathways, these car routes already set through, so it's just a matter of getting the displays set up and welcoming families and people from all across the community and all across the region to enjoy the Gift of Lights here." Lewis says they decided to bring the show to The Woodlands as part of the efforts to add new and exciting events beyond NASCAR and Firefly Music Festival –

with the hope that this becomes a local holiday tradition.

Lewis hopes the show can bring tourism dollars to Kent County as people go out to eat before or after viewing it, and perhaps stay in county hotels if they make it part of a longer visit. Dover Motor Speedway's Gift of Lights is an incredible drive-thru holiday experience filled with magic and wonder, available for one price per carload. Tickets start at \$35 per vehicle, and the spectacle is for all ages! Buses and limos are \$60.

The hours of operation are 4:30-9 p.m., from Nov. 24 to Jan. 1. Special

events include: Dec. 6 is Christmas Sweater night; Dec. 7 is First Responders Night; and hours extend to 10 p.m. starting on Dec. 9 (except for 9 p.m. on Jan. 1).

Event staff ask that you please have your confirmation email with Ticket QR code either printed or on your phone to be scanned at check-in. Details and tickets at www.dovermotorspeedway.com. Happy Holidays from the Dover Motor Speedway, a cherished member of not only the Central Delaware Chamber of Commerce, but the Dover and Central Delaware community as well!

HOLIDAYS WITH CDCC

Continued from Page 1

The Central Delaware Chamber of Commerce (CDCC) Holiday Party is an opportunity to celebrate the holiday season and provide an additional marketing and networking opportunity as the calendar year comes to a close. The Central Delaware Business community is gathering to celebrate the holiday season at the 2022 CDCC Holiday Party held on Tuesday, Dec. 6, from 5-7:30 p.m. at Roma Italian Restaurant/Sul Tempo Cocktail Lounge. Tickets for this event are only \$35 and include delectable, beautiful, authentic Italian

hors d'oeuvres, 2 drink tickets, the chance to win door prizes and a 50/50 drawing, and of course, an evening of merriment. Attendees can expect to hear jazzy renditions of your favorite Christmas carols performed by the one-and-only, highly talented Joe Baione Trio.

Thank you to our event sponsors (as of Nov. 16): Artisan's Bank, CNU Fit, Excel Business Systems, Hilton Garden Inn, Horty & Horty, PA- Douglas R. Phillips, Leadership Techniques LLC, SUMURI LLC, Pike Creek Mortgage Services, Inc., Weiner Benefits Group and WSFS Bank for your generosity and support of this cheerful

event!

Thank you to all who made this event happen! We cannot wait to see your smiling faces (and Christmas Sweaters) this year at our 2022 CDCC Annual Holiday Party! Happy Holidays from the CDCC, we are so grateful to celebrate another year with YOU – our cherished community! Keep your eye out for lively pictures in the January Chamber Connections issue!



Member News



Learning, Guidance, Greatness: Introducing HR Consultant Firm Jonathan L. Parker & Associates

developer, facilitator, program manager, and long-time friend) appreciates Jonathan's attention to detail, listening skills, and leadership qualities that serve his clients and his team members in equal measure.

Meanwhile, Guzanek said her own "freedom and flexibility to do what is needed for clients" and "pushing people to the edge of discomfort to create breakthroughs" are the most rewarding aspects of her role at JLPA. She speaks with pride about the team's accomplishments in connecting the multi-generational members within a company, teaching people to listen effectively, and helping clients "see the full picture." She truly enjoys developing curricula that is tailored to client needs and designed to give facilitators and consultants the opportunity to "bring it to life" for their clients.

Delivery methods have increasingly evolved from face-to-face to online programs, to the point that 90% of leaders participated virtually in the last three years.

The most gratifying part of JLPA's work is seeing professionals go from being "doers to becoming leaders" making the shift from individual contributors to highly effective leaders.

"There is no greater feeling than the satisfaction of seeing the change in

Continued on Page 16

JONATHAN L. PARKER & ASSOCIATES, LLC

The Journey Counts

Whether it's coaching a leader, building a high-performing team, or supporting a professional in career transition, behind every engagement at Jonathan L. Parker & Associates (JLPA) is the core belief that the journey counts. Success is measured not only in terms of how well each assignment achieved an organization's short or long-term goal, but also by the extent to which the journey positively impacted the development of individuals, leaders, and their teams along the way. By strengthening the competencies, knowledge, and skills of its people, an organization can better compete, attract, retain, and accomplish its mission. The CDCC met with Jonathan L. Parker and Renee Guzanek to learn more about how JLPA develops leaders and their teams to build organizations that can effectively compete in an increasingly uncertain, fast-changing world.

After 30+ years in HR and HR consulting roles, Jonathan is now the president of Jonathan L. Parker & Associates, LLC, which he founded in 2011. His passion for relationship building and coaching was formed through his work with companies like March of Dimes (nonprofit), Citi-Group, NatWest/Fleet, Prudential, and more. Jonathan's consulting experience includes extensive delivery of Executive & Career Coaching (Outplacement) Career Transition, and Team & Leadership services. Today, his firm delivers all three offerings for a broad and expanding range of clients.

Parker describes being inspired by his father, a medical physician, whom he refers to as a "Chattanooga Old Southern Gentleman" a man who was transparent, value-driven, and an excellent listener. Meanwhile, "I don't like the sight of blood," so the medical profession was definitely not an option," Parker laughs. Human Resources was a perfect match for his personality and professional aspirations, where he realized his true calling: connecting with people and creating relationships to help others reach their goals, both professionally and personally.

JLPA prides itself on being everywhere clients need them to be. They have a global footprint, having delivered consulting services in Brussels, Morocco, Madrid, and Barcelona as

well as throughout the United States. The firm successfully leverages its tight-knit network of high-caliber vetted coaches, facilitators, and consultants by "meeting their clients where they are, in order to help them get to where they want to be," states Renee Guzanek.

The coaches and consultants at JLPA are dedicated to the success of the individuals and organizations they serve. All bring a mix of business leadership experience and extensive consulting expertise to their work, ensuring that JLPA designs and delivers exceptional and impactful programs.

JLPA works with organizations of all sizes, from Fortune 500 firms to mid-size, and small businesses, including family-owned companies. The firm serves a diverse portfolio of industries and business functions, including financial services, pharmaceuticals, consumer goods, manufacturing, biotech, professional and financial services, media publishing, and nonprofits.

Parker credits his success to the strength of relationships he has forged with his coaches and consultants. Guzanek (executive coach, curriculum

Member News

PARKER

Continued from Page 15

leaders as they get promoted because of the coaching they've received," Parker said. He defines a leader as "someone who is self-aware, a listener, strategic, transparent, genuine, good coach and mentor, and kind" (characteristics which Guzanek wholeheartedly agreed that Parker exemplifies and brings out of his team members).

Acknowledging his team of coaches and consultants with respect and pride, Parker notes that he learns from

them every day and affirms, "I would not have a practice without their amazing contributions and incredible relationship-building skills." My clients can expect the highest level of subject-matter knowledge, skills, and experience for every engagement.

Parker places high value on the relationships built with his clients and his own team. Today, 99% of his business comes from client referrals, a testament to the success and impact of the firm's work. To date, 3,300 leaders have participated in JLP's workshops,

253 leaders were coached this past year by 50+ leaders, facilitators, and coaches (each with their own expertise). "I wouldn't have such a successful practice without this amazing team" and "I never thought I would be here today," Parker said.

The CDCC is very proud to have Jonathan L. Parker & Associates as a member of the Central Delaware Chamber of Commerce and new sponsor of the Leadership Central Delaware program. Parker's words of wisdom for CDCC members are:

"always be open to receiving feedback, understand your objectives, define your own goals, and be mindful as to what is/ or is not working. There should be no surprises."

The CDCC looks forward to supporting and witnessing the JLP's business journey for years to come. For more information about Jonathan L. Parker & Associates, LLC, please email info@journeycounts.com, visit www.journeycounts.com for info and client feedback, or give them a call at (973) 543-8561.



Say My Name, Say My Name – NeighborGood Partners!



Welcome NeighborGood Partners! Formerly known as NCALL (National Council on Agriculture Life and Labor), NeighborGood Partners was thrilled to officially unveil their new name and look to the public on Oct. 25, the start of a new chapter. Board VP John Moore Sr., Executive Director Karen Speakman and homeownership client John Waters spent the morning with the DETV Good Morning Wilmington (Comcast Channel 28) crew to share the organization's mission, promote the new name, and celebrate this fresh start of the mission that remains the same: to strengthen communities through housing, lending, and education.

A fabulous red carpet event celebration was held at Maple Dale Country Club to roll out the new name and fresh brand. The celebration opened with a welcome from City of Dover Mayor Robin R. Christiansen and Board President Randy Kunkle,

remarking, "No matter how you hear it, we are your neighbors, we are good, and we are your partners."

Director Speakman, shared the impact of NeighborGood Partners since its inception in 1976. To date, 46,070 units (and counting) have been developed and households assisted. U.S. Congresswoman Lisa Blunt-Rochester conveyed her sentiments saying, "I just want to be here because of families, housing is related to everything it is connected to, that is why the new name is so important. The real work is the grassroots work that you are doing." Her presence at the podium left the crowd excitedly chanting, "Say my name, Say my name – NeighborGood Partners!" referencing the hit song, "Say My Name" by R&B powerhouse, Destiny's Child. The crowd cheered boisterously as the new name hit home.

Still centrally located at 363 Saulesbury Road in Dover, Del., NeighborGood Partners continues to be steadfast and clear in their mission. Their vision of a thriving neighborhood and equitable housing for all on the Delmarva Peninsula is not wavering any time soon, in fact one might argue that their efforts are just beginning. NCALL's board and leadership sought a brand that better communicates their mission

and are delighted that the community agrees and supports this decision.

Kevin Gilmore, executive director of Sussex County Habitat for Humanity praised, "NCALL was the first organization I reached out to 18 years ago when we started. We learned how to use debt advantageously with their help. NCALL is our go-to, we look forward to a continued partnership in the future!"

Denise Hicks, NeighborGood board member and former homeownership counseling customer added, "There is a heart in the middle of the home. It takes a neighborhood to talk to others about affordable housing." Their table display was adorned with home-shaped cookies with a heart in them.

NeighborGood Partners (formerly known as NCALL) has been serving the Delmarva Peninsula since 1976. They specialize in affordable housing counseling and development, financial education, and lending. As a service provided for families and individuals in Delaware, NeighborGood Partners offers pre-purchase and foreclosure prevention counseling, financial education, and DEHAP rental housing assistance. Development Financial Institution provides financing to nonprofit and for-profit corporations interested in providing affordable houses

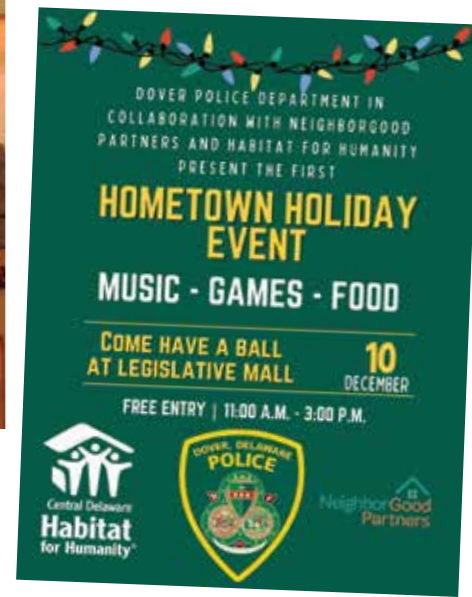
and other living spaces, neighborhood revitalization, and community facilities. NeighborGood Partners is also the lead agency for Restoring Central Delaware, a neighborhood revitalization program that supports the efforts of the residents of Central Delaware, and provides small business owners with education and resources to start or grow their businesses. They also provide community development services and are the lead agency for Restoring Central Dover, a resident-driven neighborhood revitalization initiative.

NeighborGood Partners housing development team provides its expertise to nonprofit organizations seeking to develop and/or preserve affordable housing that serves low-income families, the elderly, and farmworkers. The Central Delaware Chamber of Commerce congratulates Neighbor-



Good Partners for their dedication and commitment, and wishes for continued success as they continue their mission of Doing Good by strengthening communities through Affordable Housing, Lending, and Education. Learn more at neighborgoodpartners.org and (302) 678-9400.

On Saturday, Dec. 10, Dover Police in collaboration with NeighborGood Partners, and Habitat for Humanity present the first ever HOMETOWN HOLIDAY EVENT. There will be music, food, games and more at Legislative Hall from 11 a.m. to 3 p.m. Come have a ball, we hope to see you and your family there! Visit www.downtowndoverpartnership.com/ddp/first-friday-december for more information!



Habitat for Humanity Chair-ity Ball

The Central Delaware Habitat for Humanity (CDHFH) held their 5th Annual Chair-ity Ball on Saturday, Nov. 5, at the beautifully renovated Delaware Agriculture Museum in Dover. This event marked the CDHFH's last large fundraiser for the year.

Guests dressed in their best, came from all over Central Delaware to enjoy a fun-filled evening of a delicious dinner, drinks, dancing, door prizes, and, of course, generous giving from the heart. Dinner was served and provided by Vincezo's Restaurant in Dover, coupled with top-notch entertainment by Mike Hines and the Look, 2022 Inductee of the Delaware Rock & Roll Society!

The CDHFH Chair-ity Ball was complete with a variety of hand-painted, designed chairs restored and beautified by local artists and community organizations. The attention to detail, creativity, and labor of love for each chair was astounding to see in person and many supporters gladly bid on each of them, along with more great prizes and raffles auctioned off by the kind Tim Bailey, executive director of CDHFH.

Everyone was seen having a great night with their community, joining together to raise money for a great cause which is more important now than ever - building affordable homes for those in need in Kent County! All proceeds of this event benefited Central Delaware Habitat for Humanity's mission to build affordable homes, communities, and hope! Nearly 10,000 dollars was raised! "CDHFH will be reimagining the Chair-ity Ball as they look towards its sixth year," recently stated Vincent I. Pacheco, public relations manager. "We plan to create a specific theme to the event, and have more activities for attendees to engage and participate throughout the event." Congratulations to the team at CDHFH for all their hard work in orchestrating a wonderful Chair-ity Ball 2022 and impacting Central Delaware families for years to come!

If you are interested in partnering with CDHFH or learning how you can volunteer and support for less than the cost of a cup of coffee a month, please contact Vincent Pacheco, Public Relations Manager, at 302-526- 2366 ext. 112 or vpacheco@centraldelawarehabitat.org.



CDCC joins City Wide Facility Solutions Delaware for a Ribbon Cutting

The CDCC hosted a ribbon cutting ceremony for City Wide Facility Solutions Delaware on Nov. 8. Chamber members and friends joined the team to celebrate their grand opening at 755 Walker Road, Suite A, in Dover.

Founded in 1961, City Wide Facility Solutions is the leading management company in the building maintenance industry. City Wide Delaware provides facility management solutions for 20+ building maintenance services to include, but not limited to, disinfecting services, janitorial supplies, detail cleaning, floor care, carpet care, window washing, construction cleaning, pressure washing, lighting services, parking lot repairs, and many more. For one service or many, City Wide will provide unparalleled assistance in the form of one point of contact, simplified invoicing, 24-hour client care, competitive pricing, facility Solutions Manager and Night Manager and proactive evaluation of the building being serviced.

City Wide simplifies the facility matters that mean most to building owners, operators, and management

companies, easing the time, stress, and resources typically required to oversee an entire facility. City Wide is proud to do more than just manage facility solutions and services for commercial facilities - they pride themselves on being a partner that helps clients save time and solve problems. Their mission is to create a Ripple Effect by positively impacting the people and communities they serve.

Entrepreneur Alankato Cobb (CEO) has partnered with John Heyliger (COO) and Tasheema Heyliger (CFO) to open City Wide Facility Solutions on Walker Road in Dover. "Making a positive impact in the community is what I'm most looking forward to in opening our new City Wide Facility Solutions location," said Cobb. "The business will help create opportunities for people in the area and will help serve businesses in the community. It's a win-win!"

"Our clients see a difference in the quality of service delivered by City Wide. That's why we boast a retention rate above 90 percent," adds Heyliger.

The City Wide Delaware team is

pleased to continue the company's growth with the announcement of the opening of its 80th location. The new office will serve the entire state of Delaware, including New Castle, Kent, and Sussex counties. Local building owners and property management companies throughout Delaware and surrounding areas now have access to a single-source solution for all their facility management needs.

City Wide Facility Solutions Delaware was motivated to join the CDCC to continue to give back to their long-time residential community. The team had the privilege of awarding a scholarship to their intern over the summer and look forward to growing the staff of their new location. As they grow, their outreach will do the same, and



the team couldn't be more excited to impact the Central Delaware community.

To learn more about City Wide Facility Solutions Delaware visit their new location at 755 Walker Road, Suite A in Dover. Visit them on the web at delaware.gocitywide.com or call 302-526-2833. Please join the Central Delaware Chamber of Commerce in congratulating the City Wide Facility Solutions Delaware team on their grand opening!

CDCC joins Techno Goober for a Ribbon Cutting

The CDCC hosted an anniversary ribbon cutting ceremony for Techno Goober on Nov. 17. The event was held at Mispillion River Brewing in Milford. Chamber members and friends joined the team of Techno Goober to celebrate their 10th Anniversary!

Techno Goober offers expert web design and IT services throughout Delmarva. Web development is the bread and butter of Techno Goober. They specialize in mobile web development that is custom designed to grow your business. Get help with everything from establishing your brand to redesigning your decades-old website. Trust Techno Goober for all your web needs. Techno Goober are professionals at web development and design, custom programming, SEO, logo design, social media marketing, photography and videography, tech support, phone systems, back-up solutions and computer repair - just to name a few. As a premier Delaware web design company, their staff specializes in all the aspects that will make

you successful online. They employ those with a passion (the Goobers) to become more than what they are and to provide a level of customer service that is unmatched. "The only thing we take seriously is our work. When you work with the Goobers, you get so much more than just a website," reads the Techno Goober website.

The Techno Goober team is passionate about learning new things. They believe in three simple things: First Impressions matter - your website is often your first impression. They Love a Challenge - their culture thrives on challenges, and they are unique - therefore each site or logo or marketing campaign they create will be as unique as you and your business.

To celebrate a decade of successful business, the Techno Goober team invited the community to their evening celebration featuring a food truck, a drink on them, and a laugh at their "Goober Roast." The team welcomed new and familiar faces to celebrate the relationships they've created so far.



"We believe you have to work hard to play hard, and we wanted to include our clients in the celebration. We couldn't have made it this far without clients like we have," said business owner, Frank Payton, the "Uber Goober."

The Techno Goober team is excited to continue to give back to their community by participating and orchestrating events such as Goober Golf, the Andy & Opie Fishing Tournament, food/can drives for Food Bank of Del-

aware, and partnering with clients for events and campaigns, "since we are all in this together."

To learn more about Techno Goober visit www.technogoober.com, give them a call at 302-645-7177, or email info@technogoober.com. Please join the Central Delaware Chamber of Commerce in congratulating owner Frank Payton and the Techno Goober team on their 10-year Anniversary!

New Member Spotlight

Introducing IMPACT Technology Group, Inc.

IMPACT Technology Group, Inc., located at 913 Snow Hill Road, Suite A, in Salisbury, Md., has been solving problems for businesses since 2006. They understand that people are tired of overwhelming frustrations and financial burdens caused by problematic Information Technology (IT). IMPACT understands that their clients want their technology to always run smoothly to help their employees work faster, smarter, and more efficiently. With IMPACT on their side, businesses can stop worrying about their technology and start using it to grow their business or focus that attention elsewhere. They provide all of Delaware, Maryland, and Delmarva with Internet Technology Support, Unified Communications (VoIP Phone Systems), and Managed Cybersecurity Services, for small-to-medium businesses.

VoIP is Voice over Internet Protocol, a technology that allows users to make and receive phone calls over the internet. VoIP is becoming the go-to option for small business owners, privacy-conscious consumers, and anyone else who needs an affordable second number. Cybersecurity is the art of protecting networks, devices, and data from unauthorized access or criminal

use and the practice of ensuring confidentiality, integrity, and availability of information. Think about how much of your daily life relies on technology?

Think about: how much of your personal information is stored on your computer, smartphone, tablet, or on someone else's system? Cybersecurity should be one of a business' top priorities, no matter the size.

Every business is three steps away from experiencing worry-free IT with IMPACT Technology Group. The first step is to book a 14-Minute Strategy Call: Schedule an appointment with one of their expert technology consultants to find out how they can solve your technology problems and help your business grow. Step 2 is Execute a Strategy Roadmap: the team at IMPACT will create a technology roadmap for your business to remove frustrating issues, lower costs, improve your productivity, and increase your business growth. Step 3 is Onboarding with IMPACT: They'll implement your software and best practices into your network and organization, allowing for you to achieve each step of your roadmap towards bettering your business through technology.

IMPACT Technology Group, Inc. is a veteran owned business founded by Justin Kelley in 2006. They offer an entire team of technology professionals and consultants to help businesses leverage their technology to grow their businesses, without them having to hire an in-house staff member (money savings). Over the past 16+ years of business, they have had the opportunity to serve clients from all over Delaware. They are proud to bring their services to those who need it most.

Apart from the passion of technology, they center their team morale around one of their core values, to "Have Fun," no matter what they are doing. They frequently enjoy doing things together as a team. They celebrated their Annual Thanksgiving Meal (on the Wednesday before Thanksgiving), extending their lunch hour to partake in a pot-luck style gathering of their team where everyone at the communal table shared what they were thankful for. IMPACT Technology Group, Inc. joined the Central Delaware Chamber of Commerce because of its outreach to so many businesses. They are eager to get their name out and to connect with the Central Delaware community to continue to provide their necessary

services to more businesses.

Please join the Central Delaware Chamber of Commerce as we welcome IMPACT Technology Group, Inc. into membership! We congratulate them and wish them continued success in their business. For more information and to schedule a FREE consultation with IMPACT Technology Group, Inc., visit their website at www.impacttg.com, or give them a call at (410) 505-7771.



Introducing Dover Team Nutrition

Do you have wellness goals for 2023? Stop by the newest friendly neighborhood nutrition club, Dover Team Nutrition, located in the Greentree Shopping Center at 79 Greentree Drive, in Dover. Try their delicious & healthy options like energy shakes, iced coffee, juices, teas, fresh fruit, organic and natural yogurts, waffles, pancakes, crepes, donuts and snacks. They are available for delivery, take-out or dining in. The ambiance is welcoming and charming, and the staff is very friendly. Dover Team Nutrition is an awesome place for a nutritional breakfast, or to get a meal replacement shake, or protein tea fully loaded to help you reach your health and wellness goals or to keep your energy up throughout your busy day. Their hours of operation are Sunday

8 a.m. to 11 a.m., Monday through Friday 6 a.m. to 6 p.m., and Saturday 8 a.m. to 11 a.m.

Visit their new location to find out about the benefits that Dover Team Nutrition offers. A motivational coach will help you with a wellness evaluation, explain to you what the products are, and how to use them depending on your goal, and also help you meal plan. The team at Dover Team Nutrition can help you learn more about proper nutrition and exercise for optimum health. Sign up for upcoming weight loss challenges, or just to learn how to better maintain a healthy lifestyle. Ask them about their virtual workouts and fit camps. They have it all: energy boosters, aloe shots, muscle recovery aids, relaxation, digestive health, skincare and more.

For further information their website is: www.mariapazolvera.goherblife.com or call Edith (302) 399-5173, Maria (302) 415-4447, or Mayra (302) 526-9160. CDCC Club Card holders can save 15% off nutritional drinks and snacks. This discount also applies to healthcare, military, and EMS service providers. Please join the Central Delaware Chamber of Commerce in welcoming Dover Team Nutrition into membership. We congratulate them and wish them continued success in their businesses!



Member News

Longevity, credibility, and quality at Schlosser & Associates Mechanical Contractors

By Regina Donato

It's all in the family. When Paul Schlosser Sr. opened Schlosser Plumbing & Heating in 1954, he did so with the intention of not only serving the needs of his community, but also keeping his family involved. In 1998, the company was bought out by his children Paul Schlosser Jr. (who had already assumed day-to-day management in 1980), Garnet Schlosser Dennis, and her husband, Steve Dennis. The company name was subsequently changed to Schlosser & Associates Mechanical Contractors to reflect the wide range of services offered to their customers — which includes plumbing, heating, air conditioning, duct cleaning, interior renovation, hardscaping, site utility, and structural steelwork.

Flash forward. Upon Paul Schlosser Jr.'s unfortunate passing in 2013, Steve and Garnet Dennis purchased Paul's share of the business and Steve took over the role of president. Garnet, the current vice president and co-owner, has been an active part of her father's business since she was old enough to pick up the house phone — quite literally! All Schlosser siblings, Garnet included, would answer the phone after hours and on weekends, as business calls would also go through to the house phone.

Garnet notes that "It's an honor to be able to continue my dad's and brother's legacy by still playing a role in the family business. We now have a third generation involved, as well, with our sons now employed here."

The leadership of Steve, Garnet, and Darryl Remedio Sr. — the company's third owner — continues the legacy of the Schlosser family by ensuring top-quality services for their customers. "Our business is a 'people business,'" explains Steve Dennis. "We adhere to the 'The Schlosser Way,' which includes treating clients as family; respecting their time and property; the importance of change and continuous improvement; doing things right the first time; always standing behind our work; and because we are not perfect, making things right if mistakes are ever made."

The Schlosser & Associates leadership team prides themselves on the collaborative, hardworking, and fun culture they have created for their associates — what they call employees. "We are only as good as our associates and their actions," explains Garnet.

"It takes each and every associate to make this work, and their honesty and integrity while serving our customers and working with other associates is critically important to their success, their families' success, and the company's success."

Now, with Garnet as a majority share owner, Schlosser & Associates is a legacy woman-owned company in a primarily male-dominated field. The skills, expertise, and personalities of the women employed by Schlosser & Associates are integral to the success and overall culture of the company. Take Mary Clark for example, who has been employed by Schlosser & Associates since April 2005. In her previous role, she was the one selling project materials to Schlosser & Associates. Upon leaving her old position, she was approached by then-owner Paul Schlosser Jr. to work for the company, despite having no experience in the mechanical contracting field. In her role at Schlosser, Clark helps with materials procurement, on-site project administration, and product billing,

amongst other tasks.

"Schlosser & Associates is such a fantastic place to work. It's very family oriented and they truly make me feel like a part of the family," says Clark. "In my day-to-day, I'm primarily dealing with all men. You definitely have to be assertive as a woman in this field, but after being here for so long it is like working with my brothers every day. I love it." Sometimes, a woman's touch is welcome in such a male-dominated field. Through employees like Mary Clark, Schlosser & Associates is playing a very important role in creating a more ethnically and gender-diverse workforce, one associate at a time. The sheer longevity of the company alone is a testament to the credibility to the community and quality of the services, truly making Schlosser & Associates Mechanical Contractors a Superstar in Business in every sense of the term. "Receiving this Superstars in Business award from the Delaware State Chamber of Commerce validates the hard work and emphasis we have been placing on customer service and working as a team for the benefit of our customers, our associates and their families, and the company," reflects Garnet.

Article originally printed in Delaware Business Magazine. Reprinted here courtesy of Delaware State Chamber of Commerce.



New Member Spotlight

Introducing Ultrasound Express!

Ultrasound Express is a minority, woman, veteran-owned small business that has been in Milford, Del., for 3 years. The company was founded by Christopher and Valencia Harper in 2019 because they saw a need to provide independent sonographic imaging services to Kent County.

The mission of Ultrasound Express is to provide the community with an enjoyable and relaxing ultrasound experience. They truly understand the anxiety of getting tests performed and waiting on the results. That is why

they offer same-day appointments with same-day results in a relaxing environment. Not only do they provide medical diagnostic services, but they also offer 3D and 4D ultrasound services for pregnant families to bond with their newest addition before they are born. The team at Ultrasound Express can show you detailed views of your baby with the latest and greatest technology. When you have an exam performed at Ultrasound Express, you can rest assured that your care is in the hands of experienced, U.S. Board Certified

Technologists and U.S. Board Certified Radiologists. The company's motto is: "Experience the Difference."

Ultrasound Express offers six elective fetal ultrasounds and diagnostic ultrasounds. The fetal ultrasound comes with options to add-on such as a heartwarming keepsake of a heartbeat animal (featuring your baby's heartbeat in a stuffed animal), estimated fetal weight, and/or a CD (compact disc). The elective packages are Peace of Mind, Gender/Sex Determination, Bear and Me, See Your Baby in 3D,



Precious Moments, and the Elite Package (consisting of 3 sessions).

Continued on Page 21

New Member Spotlight

ULTRASOUND EXPRESS

Continued from Page 20

Ultrasound Express has recently added Midwife Services in a uniquely caring, safe, and family-friendly environment. Their newest service, Early Access to Prenatal Care, is provided by a Midwife and Registered Nurse. This service includes confirmation of pregnancy, a complete medical examination, blood work, a health history review, and a fetal ultrasound. What is unique about their services to the community is the ability to offer same-day appointments, whereas other companies are scheduling weeks-to-months in advance.

The Harpers' daughter was the company's first employee and Certified Ultrasound Technician. Christopher Harper, better known as Chris, and the CEO/CFO, is a U.S. Army veter-

an and retired federal police officer. Valencia Harper, who is affectionately called Mrs. V., oversees office operations, scheduling, and billing. Dr. Nina Graves, a U.S. Army Veteran and retired federal law enforcement investigator who joined the Harper's in April 2022, as a co-owner. When the need arose to expand the company, Chris Harper asked Dr. Graves to be the marketing director.

Ultrasound Express is already a member of the Milford Chamber of Commerce, and the CDCC is grateful to join the journey with their new member. Dr. Graves is excited to continue to attend the CDCC's Sunset Business Mixers to expand the company's networking opportunities with other businesses. Barbara Steele of the Kent County Women's Journal, and long-time Chamber member and advocate, invited Dr. Graves to a CDCC

Sunset Business Mixer to introduce her to our chamber. Dr. Graves researched the CDCC and discovered all it has to offer. The CDCC is thrilled to assist as Ultrasound Express continues their business journey here in Central Delaware. The CDCC is happy to help Ultrasound Express gain exposure and engage in successful networking with other businesses throughout Kent County, where most of their clients live.

Dr. Graves is excited to have Ultrasound Express be a part of the CDCC, to help their business grow, and expand their small business territory. Ultrasound Express looks forward to continuing to serve the Kent County community by allowing each person to "Experience the Difference." Ultrasound Express has positioned itself to be an industry leader. They accept many insurances, including Tricare,



Medicare, Medicaid, Care Credit, and self-pay.

The Central Delaware Chamber of Commerce is delighted to welcome Ultrasound Express into membership. We look forward to working with Ultrasound Express, "experiencing the difference," and having them experience "The Heartbeat of Central Delaware. Learn more at www.ultrasound-express.com or (302) 422-2612. They are conveniently located at 995 North Dupont Highway, Milford, DE 19963.

Introducing Ayo of Blissful Creations Salon!

Blissful [blissf l]: extremely happy; providing perfect happiness or great joy.

Blissful+ul is the perfect word to describe the feeling of walking into Blissful Creations Salon, NOW OPEN at 1634 S. Governors Avenue in Dover (in the Gateway Plaza Shopping Center between Jackson Hewitt Tax and Rise Physical Therapy).

Who doesn't love getting their hair done? From the massaging wash by gentle hands to the final look in the mirror, this act of service from a trusted professional in a relaxing, clean, and aesthetically pleasing salon is enough to give you a new attitude for weeks! It is a unarguable fact: when you look good, you feel good – inside and out. Having a beautician and salon you can depend on to have you looking and feeling your best is priceless.

The CDCC is excited to present the founder, owner, Ayo Adeleke, and the professional team at Blissful Creations Salon – Central Delaware's newest full-service salon, specializing in all stages of natural hair care and cosmetology.

The CDCC is grateful to learn and be a small part of the professional journey of Nigerian native, Ayo Adeleke, here in Central Delaware. An on-cam-

pus Delaware State University alum, Adeleke is very familiar with the Central Delaware area and is excited about growing her roots here by serving her local community with her talented hands, joyful presence, and educated background in chemistry and business analytics.

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.

The CDCC elated for Adeleke to be following and acting out her dream of owning and operating a full-service hair salon for "the Everyday Evolving Women." Adeleke and her fully licensed and experienced team of cosmetology professionals offer a multitude of services to meet the needs of every client. Blissful Creations Salon specializes in protective natural hair care with services such as: braids, twists, locs, weaves, color and chemical

treatments, closures and frontals. Blissful Creations is a full-service unisex salon with services for men and children as well! Walk into this beautiful salon and walk out with fresh "do," fresh face of makeup, and fluttering lashes all at the same time!

Adeleke credits her wonderful relationship with Erlene George, CDCC Ambassador and Primerica Representative, as her motivation to join the CDCC. Adeleke is looking forward to utilizing her CDCC benefits to grow her business and to strengthen the community. In her free time, Adeleke loves to travel and draw.

Please join the Central Delaware Chamber of Commerce in congratulating and welcoming Ayo Adeleke and the Blissful Creations team on their recent Grand Opening and membership with us! We are so excited to be a part of your business journey, and Central Delaware is feeling absolutely blissful to have you here servicing our cherished community!

Peruse the gallery here to see the amazing work Adeleke and her team can do for you: www.blissedbyayo.com/gallery. Don't see a style quite right for you? No problem, contact Ayo and her team today by calling (302) 217-2782 to experience the



creativity behind the creation that is Blissful Creations as you work with passionate and proficient stylists to create a custom unit fit for you directly from Blissful Creation's own product line available at blisscollectionhair.com. Learn more at [instagram.com/blissfulcreation.salon](https://www.instagram.com/blissfulcreation.salon) and [facebook.com/BlissfulCreation2013](https://www.facebook.com/BlissfulCreation2013).

Ambassador's Corner

We're lovin' it! Really, we are! Whether it is doing video commercials and putting them on TV stations or movie theaters, or creating a digital marketing strategy, or rebranding businesses with a new logo, new website, social media presence, or as award winning filmmakers producing movies, interviews, documentaries and more – we're definitely loving it! And truly, no matter what type of business you own, or to which audience you're catering – we entrepreneurs must love what we do to keep doing it!

And the same passion and excitement for the fun and creative design and production that we do, is how we feel about serving as an Ambassador for the CDCC, our business chamber – which we are proud to emphasize is also known as "The 5-Star Chamber." We're super excited and passionate to see

new businesses hop on board, get involved, connect, and collaborate.

When it comes to you, the business owner and professional, the CDCC has it all. Real, good, friendly people helping each other succeed. From the most networking opportunities, to a super, amazing staff, to having the top honors of 5-star reputation throughout the U.S., the CDCC continues its momentum to help, empower, inspire and education business owners and professionals. Hey, what's not to love?

To learn more about Splash Designworks for design, video, radio, social media, marketing, filmmaking and the Fox Family, please visit www.splashdw.com.



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.

(40 YEARS)



(30 YEARS)



(20 YEARS)



(10 YEARS)



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NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
302 Aquaponics	1	Jobs for Delaware Graduates	7
AMB Mobile Massage & Wellness Center LLC	2	Key Advisors Group, LLC	10
Artisans' Bank	51	Magnum Electronics, Inc.	30
Atlantic Refrigeration & Air Conditioning, Inc.	10	Mail Movers	8
Robert M. Berglund	15	Maple Dale Country Club	40
C & N Services, LLC.	3	Maxed Out Vape	4
Celestial Shoes	1	McKinney's Towing & Road Service	28
Chick's Saddlery	21	Michelle Fisher, Realtor – Bryan Realty Group	2
Delaware Community Foundation	10	Military Officers Association of America - Dover Chapter	3
Delaware Electric Cooperative, Inc.	20	Mohawk Electrical Systems, Inc.	3
Delaware Prosperity Partnership	4	Nickle Electrical Companies	2
Delaware Prostate Cancer Coalition	8	Restaurant 55 / DDEGE Investments, LLC	11
Delaware Solid Waste Authority	32	U.S. Small Business Administration	22
Del-One Federal Credit Union	29	Smyrna School District	3
Dover Air Force Base	47	The Brick-Wood Fried Eats	4
Dover Housing Authority	2	The Rivera Group of Keller Williams Realty	1
Dover Skating Center	2	Union Baptist Church, Inc.	1
Everyday Hero CPR & First Aid	3	United Way of Delaware	47
Hampton Inn – Milford	5	Visions of Hope HM, Inc.	1
Heritage Sports Radio Network LLC	1	Westside Family Healthcare	11
Hudson, Jones, Jaywork & Fisher	10	WSFS Bank – Camden Branch	17

New Members

A Peaceful Place Integrated Care

Mrs. Ericka Daniel
1001 S Bradford St., Suite 7-8
Dover, DE 19904
302-264-9436

Del-Mar-Va Council, Boy Scouts of America

Mr. Ray Teat
1910 Baden Powell Way
Dover, DE 19904
302-622-3300

Enterprise Coaching & Development Center

Dr. Amystique Church
Dover, DE 19904
302-492-5152

Forrest Avenue Animal Hospital

Ms. Christi Kiessling
3156 Forrest Avenue
Dover, DE 19904
302-736-3000

SaVida Health

Ms. Jennifer Haynes
938 South Bradford Street
Dover, DE 19904
302-608-6085

Xtra Clean

Janitorial Services LLC

Ms. Fiona Surujdeo
917 Schoolhouse Lane
Dover, DE 19904
302-363-0748

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 pageheader changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly "Coffee On Us" contest.

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



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

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

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

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Add your business card to the bulletin board! (302) 741-8297 • bmankin@iniusa.org

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