

# Chamber Connections

Vol. 46 // No. 1

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

January 2023



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## The CDCC Presents the 9th Annual Economic Forecast Breakfast

**THE 2023 ECONOMIC FORECAST BREAKFAST**

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As business leaders well know, owning and operating a business is all about details! There are multiple facets to creating a solid business model, not the least of which is the development of a strong financial plan. That kind of planning gets a little complicated when one considers the many variables that can be involved: current trends, an accurate analysis of the market, the rate of inflation, the effect of the gross domestic product, supply and demand, and the unemployment rate – just to name a few!

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## CDCC Home & Garden Show: Hello to Home Improvement



Are you looking for ways to improve your living space – inside and out? Can you easily look around your house and yard and generate a list of potential projects? February is a great time to begin thinking about those projects because Spring is just around the corner! If you're looking for a little inspiration or some strategies for solving those home improvement projects,

the Chamber's Home & Garden Show is just the event for you!

The Home & Garden Show is just the right place to plan for the warmer weather and growing season right around the corner. It's the perfect time to make those home improvement

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## The CDCC's January Triple Play Event!



On Wednesday, Jan. 25, 2023, CDCC members and guests are invited to an evening offering three events all wrapped up into one. This amazing

networking event, which will be held at the Delaware Agriculture Museum, 866 N. DuPont Highway in Dover, will feature the CDCC January Sunset Business Mixer, the annual CDCC Showcase, and a Member 2 Member Expo. This is an evening you won't want to miss!

We are thrilled to hold this event at the Delaware Agriculture Museum and Village. This incredible organization sheds light on Delaware's largest industry. Through their many exhibits, programs, and 1890s-style village, they educate, inform, and encourage visitors to understand, appreciate, and support

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# Dina's Digest



PRESIDENT  
Dina Vendetti

## New Year, Fresh Start, Same Mission

As the calendar changes, the holiday season spins to its end, and we find ourselves once again packing away decorations, putting away gifts from loved ones, and anticipating a fresh start, we stand together at the beginning of a whole new year. 2023 spreads out before us like an untapped adventure waiting to happen!

On the brink of this brand-new year, your Central Delaware Chamber of Commerce (CDCC), your essential resource for the development of businesses in Central Delaware, wants you to know that we are looking to the new year with wide eyes, hopeful hearts, and a great deal of anticipation! We are working diligently to bring you all the information and resources you need to grow your business in the coming year and make connections.

As we make plans for events and activities for 2023, we are looking at new ideas and ways to refresh our activities. While we brainstorm and create new ways to deliver our events and activities, the constant goal is always to offer you, our members, as many opportunities as possible to meet people and gain qualified leads, new skills, pertinent information, and build relationships. In other words, we want you to have all the tools you need to move your business forward!

While several of our events are still in the early planning stages, there are a few that are set and ready ... for now! On Jan. 25, from 4 - 7 p.m., we will be holding a CDCC Trifecta: Sunset Business Mixer, Member 2 Member Expo, and CDCC Showcase Event at the Delaware Agriculture Museum. This will be a great time to make connections, learn about member businesses, and invite prospective members to come and learn more about the CDCC!

On Jan. 31, brought to you by BIG Investment Services, we are excited to host our 9th Annual Economic Forecast Breakfast at Maple Dale Country Club, from

7:30 - 9:30 a.m. During this informational event we will hear from three experts in the field regarding the health of the economy at the national, state, and local levels - and the predicted impact that will have on our business community. David Boothe of BIG Investment Services will share his perspective on the national economy; Brenda Wise, Director of Policy & Communications in the DE Office of Management & Budget will share from the State level; and Linda Parkowski of the Kent Economic Partnership will shed light on what is happening locally and share exciting plans for growth in Kent County. The cost to participate in this event is \$27 for CDCC Members and \$32 for Non-Members.

In February on the 17th and 18th, we will be holding our newly expanded Home & Garden Show in Harrington and the Delaware State Fairground's Dover Building. This expo-style event will feature everything you need in the way of improving and refreshing your living space - both inside and out. Watch for more details to come and plan to join us. If you are a business that offers anything in the category of home and/or garden products and services, consider joining us as a vendor!

In addition, the first few months of 2023 will also bring back the Legislative Luncheon, the 55+ Expo (April 4 at Bally's Dover), and our annual CDCC Mini Masters Tournament at Tre Sorelle Dolce (April 26).

The new year promises to bring a multitude of events, activities, and learning opportunities - stay tuned to our publications for all the latest. The time has come to begin this adventure called "2023!" And let's approach it with hope and confidence in all that this year promises. We feel joy and gratitude to have the opportunity to enter 2023 with each of you! Happy New Year!

## Calendar of Events

### JANUARY

**Thursday, Jan. 5**  
Leadership Central Delaware  
8 am - 5 pm  
Media & Comm. Day

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

**Tuesday, Jan. 10**  
CDCC Board Mtg.  
7:30 - 8:30 am  
Faw Casson

**Tuesday, Jan. 10**  
Young Professionals Social  
12 - 1 pm  
via Zoom

**Wed., Jan. 11**  
Coffee Coaching  
8 - 9 am  
via Zoom

**Wed., Jan. 11**  
Marketing Committee Mtg.  
10 - 11 am  
via Zoom

**Thursday, Jan. 12**  
Member Orientation  
12 - 1:30 pm  
via Zoom

**Tuesday, Jan. 17**  
LCD Steering Committee Mtg.  
12:30 - 1:30 pm  
CDCC Conference Room

**Wed., Jan. 25**  
Ambassador Committee Mtg.  
3:30 pm  
Delaware Agricultural Museum

**Wed., Jan. 25**  
Sunset Business Mixer / Member 2 Member Expo / CDCC Showcase  
4 - 7 pm  
Delaware Agricultural Museum

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

### FEBRUARY

**Thursday, Feb. 2**  
Leadership Central Delaware  
8 am - 5 pm  
Government and Politics Day

**Thursday, Feb. 2**  
Kent County Open for Business  
8:30 - 10 am  
Kent County Levy Court

**Wednesday, Feb. 8**  
Coffee Coaching  
8 - 9 am  
via Zoom

**Wednesday, Feb. 8**  
Marketing Committee Mtg.  
10 - 11 am  
CDCC Conference Room & via Zoom

**Thursday, Feb. 9**  
Member Orientation  
12 - 1:30 pm  
via Zoom

**Thursday, Feb. 9**  
Capital Reception  
5 - 7 pm  
Roma Italian Restaurant

**Tuesday, Feb. 14**  
CDCC Board Mtg.  
7:30 - 8:30 am  
Faw Casson

**Fri & Sat, Feb. 17 & 18**  
Home & Garden Expo  
Friday 12 pm - 6 pm  
Sat. 10 am - 4 pm  
Delaware State Fair - Dover Building

**Monday, Feb. 20**  
Presidents' Day  
Office Closed

**Tuesday, Feb. 21**  
LCD Steering Committee Mtg.  
12:30 - 1:30 pm  
CDCC Conference Room

**Wed., Feb. 22**  
Ambassador Committee Mtg.  
4:30 pm  
TBD

**Wed., Feb. 22**  
Sunset Business Mixer  
5 - 7 pm  
TBD

**TBD**  
Military Affairs  
5:30 - 7:30 pm  
TBD

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**Subscription Price:**  
**\$20.00 per year**  
 (included in membership dues)

Periodical Postage Paid at  
 Dover, DE 19901

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

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## Century Engineering: Building Bridges for the Community

There is always something new happening in Central Delaware, and the CDCC always has its eyes and ears open to see what's in store for the community from our amazing members. Century Engineering (A Kleinfelder Company) is not only a CDCC Cornerstone member, but a cornerstone of the Central Delaware community, and is constantly looking for ways, big or small, seen or unseen, to increase quality of life for Delawareans. A cornerstone is defined as "an important quality or feature on which a particular thing depends or is based, or a stone that forms the base of a corner of a building, joining two walls." Whichever definition you align with, the CDCC believes the team at Century Engineering is a wonderful example of what it means to be a Cornerstone of the community, both literally and figuratively.

Century Engineering recently designed and executed a boardwalk

structure at Killens Pond State Park! The Killens boardwalk project involved construction of a new 850-foot-long multi-use pathway over Killens Pond in Kent County, Del. The project completed a missing connection in the popular Pondsides Trail and eliminated the hazard of trail users walking along the edge of Killens Pond Road, a busy two-lane road with narrow shoulders and poor visibility.

Because of the visibility of the project and the location within the state park, Century worked closely with park staff to ensure that the project maintained an acceptable park aesthetic, would not be a maintenance issue for the park, allowed access to the pond spillway, and wouldn't be a detriment to boaters and fishermen. The design developed by Century is inclusive to all park users, is ADA compliant, provides resting, viewing, and fishing areas, and allows access to the spillway and pond banks for maintenance. The design was

also based on the use of a prefabricated aluminum system, which allowed for construction to be completed within only a few months.

Century Engineers recognized a need for the community and worked alongside Delaware State Park staff to make sure the project would benefit visitors for years to come. This Century project illustrates building bridges within the community – not only in the literal sense, but in the metaphorical as well. The CDCC is proud to witness the collaboration of a state and local private company, as they join forces for the betterment of all Delawareans. These accomplishments are not to be overlooked because they strengthen relationships between local business and organizations which makes Delaware so unique.

The CDCC wishes to thank Century's team led by Scott Rathfon, executive vice president of the company, and Delaware State Parks representatives

for their meeting of the minds – and hands – to make Killens Pond State Park more accessible and enjoyable for all!

*For more information about Century Engineering (A Kleinfelder Company), feel free to visit [www.centuryeng.com](http://www.centuryeng.com) or call (302) 734-9188.*



## 9 Ways to Achieve Healthier Finances in 2020

### Tips from Dover Federal Credit Union



Managing your finances is a bit like managing your health. It's important to set specific goals, maintain healthy habits, and give yourself regular "checkups" to monitor your progress. The start of the year is the perfect time to do just that. These 9 strategies can help:

#### 1. Create a Monthly Budget

A practical budget doesn't guarantee financial well-being, but it does give

you a clear set of directions. A budget plan is a great way to control spending – and create more opportunities to save – by allotting different amounts of your monthly income to different spending categories, from essentials (such as housing and groceries) to nonessentials (such as dining out and that amazing pair of shoes). One popular budget is based on the 50/30/20 rule, which commits 50% of after-tax income to needs, 30% to wants, and 20% to debt repayment and savings.

#### 2. Track & Reduce Spending

Whether you use pen and paper or a sophisticated app, keeping an eye on your spending is key to creating an effective budget, sticking to your budget,

and finding ways to reduce expenses. Unused gym memberships, subscriptions to extra magazines and streaming services, and that \$7 latte you buy on the way to work are all good opportunities to cut wasteful spending.

#### 3. Save Time With Online Tools

Financial well-being isn't just about how much you save. It's also about taking the hassle and stress out of managing your finances. Take advantage of online and mobile banking tools and money management apps to easily monitor and manage your accounts on your time. You can also simplify your finances by setting up automatic bill payments and monthly transfers from checking to savings.

#### 4. Make a Plan to Pay Off Debt

Carrying debt can feel like a huge weight on your shoulders. Creating and following a plan to conquer debt could be one of the most important New Year's resolutions you ever make. Two popular debt reduction strategies are the debt avalanche and debt snowball methods. The first focuses on paying off the highest-interest debt first, and the second focuses on knocking out the smallest balances first. You'll need to compare the merits of each strategy to see which could work best for you.



# LCD Class of 2023: Hometown Tourists for a Day!



The Tourism Industry encompasses all activity that takes place within the visitor economy: staying in a hotel, ordering a meal, visiting a tourist attraction and more. It also includes indirect activities, such as the transport company that delivers food to the restaurant in which the tourist eats, or the laundry company contracts with the hotel for cleaning bed sheets.

Tourism comes in many different shapes and sizes, but the result is incredibly impactful for the residents, and Central Delaware is no exception. The Welcome to Delaware sign touts “Endless Discoveries” because it is true!

The Leadership Central Delaware (LCD) Class of 2023 put on their tourist caps for Tourism Day on Thursday, Dec. 1, 2022, beginning with at the beautifully renovated Holiday Inn Express & Suites Dover. The class was welcomed by program chairs, Juli Maichle, hotel general manager, and LCD alum Jessica Wakefield, director of cage operations at Dover Downs Hotel and Casino. Immediately after a hot breakfast buffet courtesy of Maichle’s accommodating team, a panel discussion featured some of Central Delaware’s vital tourism businesses.

The panel discussion was led by Pete Bradley, Kent County Tourism Corporation (KCTC) executive director; Juli Maichle of Holiday Inn Express Dover; Joe and Kristin Garramone, owners of Roma Italian Restaurant; and Doug Yorke of Dover Motor Speedway. Current LCD fellow, Rachel Rohm, visitor services manager at KCTC, graciously filled in as well. The class asked pertinent questions and received honest answers about what tourism looks like in Central Delaware and how it impacts the state.

Next, the class boarded the bus to Bombay Hook National Wildlife Refuge in Smyrna for a driving tour led by the passionate and knowledgeable Kate Toniolo, project leader of Coastal Delaware National Wildlife Refuge Complex. Four-fifths of the refuge is

tidal salt marsh with a mix of cordgrass meadows, mud flats, tidal pools, rivers, creeks, and tidal streams. The uplands are forests, freshwater impoundments, brushy and timbered swamps, and fields of herbaceous plants. The refuge offers visitors a 12-mile wildlife drive, five walking trails, three observation towers, wildlife photography, hunting opportunities, a variety of nature and educational programs, and interpretative displays. Bombay Hook is a birder’s dream with over 51 different species including bald eagles, egrets, herons, sandpipers and other waterfowl galore, some of which the class saw that day. Bombay Hook is nationally recognized as a tourism attraction and revenue stream for the State of Delaware.

The day’s next stop was an Air Mobility Command Museum (AMC) tour in Dover led by Michael Hurlburt, manager of operations. Located on the grounds of Dover Air Force Base, the Museum is the only institution in the country dedicated to aircraft and aircraft refueling history. The facility was established in 1986 in historic Hanger 1301, a World War II-era site for the top-secret development of rocket weaponry, now listed on the National Register of Historic Places. The museum boasts a fascinating collection of rare vintage aircraft. One can climb aboard planes ranging from World War II propeller aircraft to current four-engine jet transports and try out the flight simulators. Hulbert was a fabulous tour guide and intrigued the class to experience the entire museum with more time, as there’s so much to see and learn.

From the AMC Museum, the class traveled to the Biggs Museum of American Art in Downtown Dover for a guided tour orchestrated by Executive Administrator Natalie Osorio. The Sewell C. Biggs Museum of American Art houses one of the finest collections of American fine and decorative arts, plus regional silver. Special features of the permanent collection include the only comprehensive representational

American paintings collection on the Delmarva Peninsula with highlights by the Peale family, Albert Bierstadt, Gilbert Stuart, and Childe Hassam. The LCD Class viewed a variety of sculptures by Hiram Powers; images by Brandywine School illustrator, Frank E. Schoonover; and examples of furniture by early American cabinet makers such as the Javier family of Odessa and William Savery of Philadelphia. The Biggs offers changing exhibitions throughout the year relating to historical and contemporary art topics. Intimate galleries offer guests an unexpected and personal experience with the collection. The museum supports the public education of arts through educational programming for adults and children, and special events designed to bring art to everyone. There is always something new to delight, surprise, enlighten, excite, and inspire – therefore the Biggs has been a staple of Delaware’s tourism industry.

Within walking distance of the Biggs Museum is another nationally recognized park, The Green. The Dover Green was laid out in 1717, following a 1683 plan by William Penn, to serve as a gathering area for the growing town. The Green played a role in the American Revolution, founding of the nation, Women’s Rights, Civil Rights and more. The tour of The Green started at the quaint and original John Bell House with the lively and telling tour guide, Ryan Schwartz of First State Heritage Park. He walked the

class around significant landmarks as he shared memorable and jaw-dropping stories of the people inhabiting them at the time and how it’s influenced Downtown Dover to become a historical district, especially pertaining to tourists, conducting business, social events, philanthropy, and more.

The class warmed up on the bus as they traveled to their next stop, Dover Motor Speedway, for a walk through the track and into the company’s media room guided by Patrick Long, director of event operations & service management of this tourist establishment. Long gave a crash course of how the Speedway impacts the local economy, how they are operating post-pandemic, and where the future lies for the tourist destination. He shared with the class how the Speedway is moving towards making events for the public to enjoy that aren’t just NASCAR focused. He answered questions from the class which gave them insight on the business and its impact on Central Delaware.

The class wrapped up, many mentioning that they had never been to any of these wonderful places. It was another full and successful day on tourism in Central Delaware for the LCD Class of 2023! The CDCC hopes this encourages not only them, but all Delawareans to put on their tourist caps for a day and explore their own backyards for the Endless Discoveries just waiting to be found!









# A Capital Holiday Celebration

Central Delaware kicked off the holiday season in fine fashion at the Capital Holiday Celebration held in downtown Dover! The event was held on Thursday evening, Dec. 1, in front of City Hall. The festivities featured crafts for kids, a food drive for local pantries, Christmas caroling, the lighting of the beautiful city Christmas tree, and the arrival of Santa Claus. A crowd of on-lookers gathered in front of City Hall to welcome the holidays at this annual festive occasion.

This familiar start to the holiday season is the result of a collaboration of efforts from the City of Dover, the Downtown Dover Partnership, and the Central Delaware Chamber of Commerce. Volunteers from all over the area come out to lend a hand as the Christmas season is ushered in. This effort of so many coming together to create a memorable event is a testimony to the true meaning of “community.”

We would like to extend our heartfelt gratitude to the Sponsors, Businesses, Organizations and volunteers who worked together to coordinate this marvelous celebration of the holiday season in downtown Dover: Central

Delaware Chamber of Commerce, City of Dover (Administration, Parks & Recreation, Police, and Public Works), Delaware State News, Dover Public Library, Downtown Dover Merchants, Downtown Dover Partnership, Downtown Dover Restaurants, First State Manufactured Housing Association, Councilman Bill Hare, Kent County Levy Court, Kiwanis Club of Dover, Robbins Hose Company No. 1, The Salvation Army Bell Ringers, Alex Vaughan, Vitas Healthcare, WBOC 16 / Fox 21, and Wesley United Methodist Church.

We would also like to thank those who added voices and dancing to our event: CDCC Board of Directors, Representatives from Dover Air Force Base, City of Dover’s Mayor & City Council, Delaware State News, Delaware State University Concert Choir, Dover High School Select Ensemble, Kent County Levy Court, The Ballet Theater of Dover, The Dance Factory, Town Point Chorus, and Wesley Preschool & Playcare.

And thank you, First State Manufactured Housing Association, for your generous donation to the food drive!



The food donated at the Capital Holiday Celebration (above) benefitted local food pantries at Calvary Assembly of God, Dover Interfaith Mission for Housing, and the House of Hope. Pictured here: Food Drive Organizers Cristal Brenneman (CDCC), Sherwanda Rachel-Speaks (City of Dover), and Jen Allen (First State Manufactured Housing).







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# Celebrating the Holidays – Chamber Style!

Smiles and grins... delicious food... jazzy holiday music... a warm, welcoming atmosphere... all components that contributed to the festive, holiday feel of this year's CDCC Christmas party. Hugs and laughs, handshakes and photos, conversation and re-connecting all signaled high spirits as Central Delaware's business community gathered to celebrate the holiday season on Tuesday, Dec. 6, 2022.

Joe & Kristin Garramone and their team at Roma Italian Restaurant/Sul Tempo Cocktail Lounge truly turned the CDCC's annual Holiday Party into a Festa di Natale delizioso (a delicious

Italian Christmas party)! Beautiful authentic Italian foods marked the occasion – meatballs, antipasto platters, pasta, and a variety of other delectable treats. The staff worked tirelessly taking care of our guests and making everyone feel like part of the family.

In addition, jazzy renditions of classic Christmas carols added to the ambiance of the evening. The Joe Baione Trio wowed the crowd with their talent and skill as they performed tune after tune of holiday favorites. Guests were singing along and tapping their toes as the trio entertained everyone.

Networking and door prizes found

their place in the celebration, as well as a 50/50 drawing. With 150+ people in attendance, it was easy to connect and re-connect with colleagues and exchange holiday greetings.

A special thank you to all of you who were able to attend this year's Christmas party – we loved celebrating the holiday with you. We would also like to share our gratitude with the folks at Roma for opening the restaurant to us and making us feel so much at home. A special thank you also to our musicians in the Joe Baione Trio. And finally, a heartfelt thanks to our generous sponsors and contributors

for making this evening of celebration possible: Artisans Bank, Bally's Dover Casino Resort, CNU Fit, Del-One Federal Credit Union, Excel Business Systems, Hilton Garden Inn, Horty & Horty, Leadership Techniques, LLC, Pike Creek Mortgage Services, Inc., State Janitorial Supply Company, SUMURI, Weiner Benefits Group, and WSFS Bank.

The team at the Central Delaware Chamber of Commerce hopes that all of you celebrated a Buon Natale and a Felice Anno Nuovo (that's Italian for a Merry Christmas and a Happy New Year)!







## ECONOMIC FORECAST

Continued from Page 1

All too often, local business owners do not have the time, the vocabulary, or the expertise to delve into these matters before their budgets are due and their fiscal predictions are expected. Having someone to help with those predictions and with translating the facts into laymen's terms would be a gift to the leaders of our business community.

As THE essential resource for the development of businesses in Central Delaware, The Central Delaware Chamber of Commerce is here to help! The CDCC's 9th Annual Economic Forecast Breakfast, sponsored by BIG Investment Services, is designed to provide a snapshot of the economic health of our nation, our state, and our local community. Our guest speakers will be able to share

facts, trends, predictions – and they will also be able to speak knowledgeably about the impact these factors may have on our business community.

This year's speakers will represent a powerhouse of knowledge and insight as they guide us through the ups and downs of recent months and shed light on the trends and patterns that will guide the year to come. David Boothe, President and Chief Compliance Officer of BIG Investment Services, has served as a full-service financial advisor for more than 20 years, guiding his clients through some of the nation's most trying moments including the Dot Com Crash in 2000, the 2001 recession, and 9/11 as well as the 2008/09 financial crisis – not to mention the difficulties motivated by the recent pandemic and the financial challenges it brought us. David will share his insights on the economy at a national level.

Brenda Wise serves as the Chief of Policy in Delaware's Office of Management and Budget. Her law degree and career experience serve her well as she works to connect budget analysts to study the fiscal impacts related to pending legislation. Her experience and insight into money matters make her a terrific candidate to share information with us regarding the economic health of the First State.

Linda Parkowski is the Executive Director of the Kent Economic Partnership, Inc. trading as Choose Central Delaware. In her role, Linda is charged with business attraction, retention, and expansion in Central Delaware along with business assistance for Kent County. Guided by the findings of the Rockport Studies, Linda has brought several businesses to the area in recent years, concentrating mainly on small and medium manufacturers. Linda will offer her perspective on the economic

health of Kent County and share exciting plans for the coming months.

This informational event brought to you by BIG Investment Services will take place on Tuesday, Jan. 31st, 2023, at Maple Dale Country Club, beginning at 7:30 a.m. Tickets for this event are \$27 for CDCC members, \$32 for non-members. To register, visit [www.cdcc.net](http://www.cdcc.net) or call the CDCC Office at 302-734-7513.

We all know that economic forecasts are simply predictions and there is certainly room for error even with the most educated guesses. They can, however, demonstrate for us the general direction in which the economy is moving – and that can be very helpful! We look forward to seeing you at this event where we can all learn pertinent information about our region's financial health which will help to inform our fiscal decisions for the year to come!



# It's Time to Advertise in the CDCC Resource Guide!

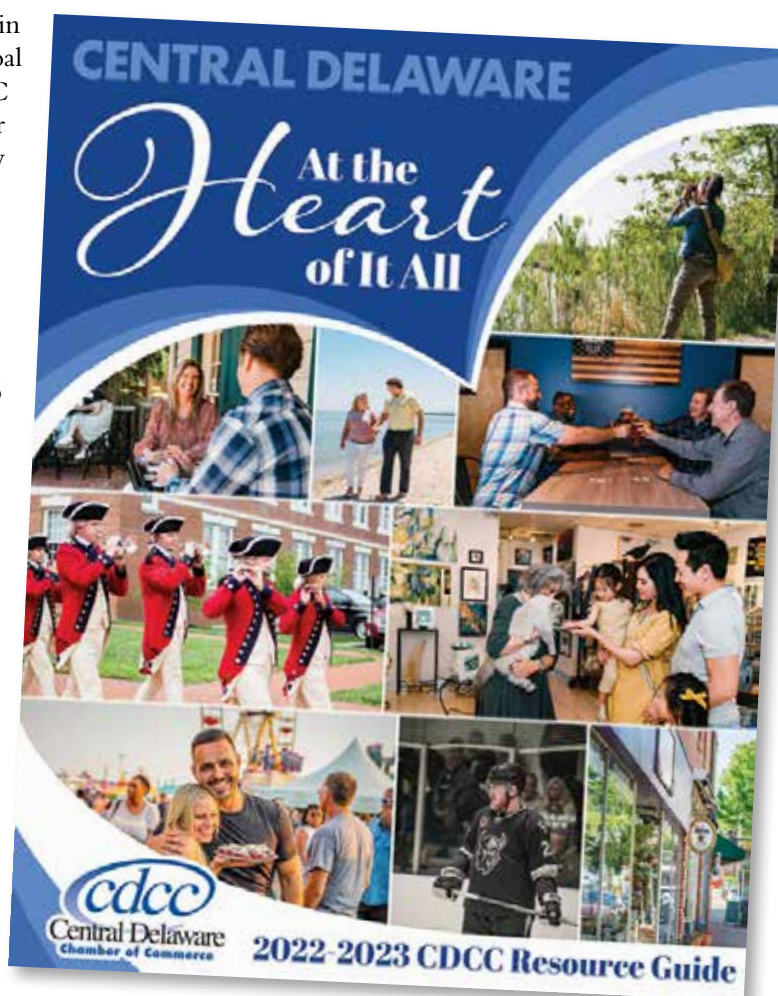
The CDCC is pleased to offer a publication that includes all the information readers need to know about Kent County – the Central Delaware Resource Guide is the premier reference book for our area. On full-color glossy pages, this 96-page reference guide will include all the details you need about Taxes, DE industries, Local and State Government, Tourist Attractions, Housing, Accommodations, Restaurants, Medical/Health Care, Education, and more.

A perfect go-to-guide for newcomers to Central Delaware as well as life-long residents, our Resource Guide is the perfect place for people to learn about you and your business! The Resource Guide always tells the remarkable story of Central Delaware in a way that is interesting, engaging, and useful... and by advertising in the publication, you will become known as an important part of that story.

Each year, 8,000 copies are distributed to new and current residents of Kent County, as well as Kent County businesses, colleges, universities, hotels, the Dover Air Force Base, Delaware Visitors' Centers/Rest Areas and other prominent, high traffic areas. Many of our larger member businesses, as well as Dover Air Force Base, distribute these books to their newest employees to help familiarize them with the area. In addition, the Resource Guide is available on our website. What a marvelous opportunity to get your name out to many prospective customers!

Advertising spaces are now available in the upcoming Resource Guide. Our goal is to have the publication – The CDCC 2023-24 Resource Guide – available for distribution by July 2023. We are happy to announce that we have worked hard to hold the line on pricing, only modestly increasing the eighth and quarter page ads this year for advertisers – we are happy to honor half and full-page prices from last year! Again, we are offering a special package to the first 35 half- or full-page advertisers – those businesses will receive an ad on our Dover/Kent County map (10,000 copy distribution) for free! All full-page or half-page advertisers will receive a hyperlink from our online version of the Resource Guide to your website, driving traffic directly to you.

Central Delaware's business community is a vibrant and essential part of the Central Delaware story – please consider helping us share that story with everyone... for a whole year! For more information, pricing, or to reserve a spot in our Resource Guide, contact Dina Vendetti at the CDCC office (302) 734-7513 or [dvendetti@cdcc.net](mailto:dvendetti@cdcc.net).



## HOME & GARDEN

Continued from Page 1

plans! It will be a great place to think about those additions you've dreamed of – a pool or hot tub, a patio or deck, a new garden or path. Just think of the head start you can get on those projects so they can be ready when Spring and Summer arrive!

With over 50 exhibitors gathered under one roof, you'll find all the latest in products and services designed to help give your home and yard a fresh new look and feel! This event promises to showcase everything for your living space including the latest in countertops, roofing, siding, landscaping, and garden supplies, and much, much more.

Our Home & Garden Show will feature local experts in the industry who will be able to guide your choices and help you make the most of your home improvement budgets. Build-

ers, painters, landscapers, gardeners, and the like will be on hand to meet with you and share their expertise in order to help you improve your living space – inside and out. And when one project turns into another and another, you will have gained contacts to turn to along the way!

New this year, the CDCC's Home & Garden Show will be held at Harrington's Delaware State Fair Grounds (Dover Building). Mark your calendars now for Friday, Feb. 17, and Saturday, Feb. 18. This event is open to the public and is free to attend.

We'd like to take a moment to thank our sponsors for this event (as of Dec. 20): G. Fedale Roofing and Siding, Homeside Financial, and Stone Nation, Inc.

If you are a vendor in the home construction/development and/or landscaping industry, imagine what an amazing opportunity this will be to

share the good news about your business's products and services. Instead of spending your time, energy, and money trying to reach the masses of people who are dispersed around our area, we'll bring the customers to you. This is an extremely efficient way to reach qualified customers in your target market! We only have a limited number of

booth spaces available. Call today for more information about being part of this show.

*For more information, please call the CDCC Office at 302-734-7513 or visit us at [www.cdcc.net](http://www.cdcc.net). We look forward to seeing you next month at the Home & Garden Show!*





# CDDC Member List by Business Category

## Ring in a new year with all of our amazing Chamber members!

Bold indicates a Cornerstone Member | \* indicates a 5 Star Member

as of Dec. 2022

### 55+ Adult Communities

Noble's Pond\*  
Benchmark Builders  
Enterprise Coaching & Development Center  
Ingleside Homes Inc.  
Luther Towers of Dover  
Westminster Village

### Accountants, CPAs & Tax Services

Faw Casson\*  
Wattay Accounting – Smyrna\*  
First State CPAs  
Horty & Horty, PA – Douglas R. Phillips  
Jefferson, Urian, Doane & Sterner, PA  
Liberty Tax Service  
Luff & Associates, PA  
Mitten & Winters, CPA  
Raymond F. Book & Associates, PA, CPAs  
S&G Accounting & Tax Services  
Sandra S. Gulledege, CPA, PA  
TAX-E LLC  
Wattay Accounting – Milford

### Advertising

Delaware Indoor Advertising Network, LLC  
Effectv  
Koenig LLC  
LOCALiQ Delaware

### Agri-business

302 Aquaponics  
Hay Where's That, Inc  
How Bout Dat Standardbred Training  
Insight Ag Scouting, LLC

### Aircraft

Boeing

### Alcohol Distributors

N.K.S. Distributors, Inc.

### Antiques

Skocik's Discoveries and Collectables

### Apartments, Condominiums & Townhomes

Blue Hen Apts LLC  
Colonial Investment & Management Co., Inc.  
Westover Companies – Lake Club Apts

### Apparel & Accessories

Boot Barn

### Architects & Planners

Becker Morgan Group, Inc.\*

### Assisted Living Communities

Brookdale Dover  
Dover Place Senior Living  
State Street Assisted Living

### Attorneys & Law Firms

Barros, McNamara, Malkiewicz & Taylor  
Delaware State Attorney General's Office  
Hudson, Jones, Jaywork & Fisher  
Law Offices of Bonnie M. Benson  
Parkowski, Guerke & Swayze, PA  
The Malmberg Firm, LLC

### Auction Services & Auctioneers

Spence's Bazaar & Flea Market, Inc.  
Stephen R. Harrell Auctioneer, LLC

### Automobile Dealers & Service

i.g. Burton & Co., Inc.\*  
C.F. Schwartz Motor Co., Inc.  
Hertrich Family of Automobile Dealerships  
Holden Dodge, Inc.  
Kent County Motor Sales Co.  
Willis Chevrolet, Inc.



### Automobile Repairs & Body Service

Patriot Auto & Truck Repair Inc  
Pugh's Service

### Background Searches

John H. Brothers

### Bakeries

La Baguette Bakery & Catering\*  
Bavarian Bakery & Deli  
Bea Delightful

### Banks & Credit Unions

**Dover Federal Credit Union\***  
Del-One Federal Credit Union\*  
FCCB\*  
Artisans' Bank  
Citizens Bank  
Cooperative Credit Union Assoc  
Dover Federal Credit Union – Smyrna  
Fort Sill National Bank  
M&T Bank – Dover Main  
PNC Bank  
Provident State Bank  
Shore United Bank – Camden  
Shore United Bank – Dover  
TD Bank – Limestone  
WSFS Bank – Camden Branch

### Banquet & Meeting Facilities

Evergreen Farms  
Heritage Shores  
St. Andrew's Lutheran Church Great Hall and Gathering Space

### Beauty and Barber Shops

Blissful Creation Salon  
Queen's Beauty Bar

### Beverages

Pepsi Bottling Ventures of Delmarva  
The Golden Fleece Tavern

### Bookkeeping, Payroll & Business Services

Payroll Management Assistance

### Brewery

Fordham & Dominion Brewing Co.  
Mispillion River Brewing

### Brick Supplies & Hardscaping Services

Delaware Brick Co.

### Builders – Developers – Management

Lessard Builders, Inc.\*  
Caruso Homes, Inc  
D.R. Horton  
Green Diamond Builders, Inc.  
K. Hovnanian Homes of DE, LLC  
Lenape Builders, Inc.  
Tidemark Construction

### Building Materials

Pole Building Supplies  
Business & Economic Development  
Delaware Department of Labor  
– Employment and Training\*

### Business & Executive Coaching

Elevations Unlimited\*  
Money Transformation Coach\*  
Jonathan L. Parker & Associates, LLC

### Business Consulting

iDIMENSIONS Alignment for Success  
SCORE Delaware

### Business Services

ACN  
BBSI  
Better Business Bureau Serving DE  
Heartland Payment Systems  
Small Business Development Center  
Smith, Cohen & Rosenberg LLC  
U.S. Small Business Administration  
ZenBusiness  
**Camping**  
Yogi Bear's Jellystone Park at Delaware Beaches

### Car Wash & Detailing

Coastal Car Wash  
Tommy's Express  
Westside Car Wash/Clean Car, Inc

### Carpet, Tile & Flooring

Paul Edwards Carpet

### Catering

Pizzadili's Deli and Catering/Winery  
Saladworks  
Skyline Catering LLC  
The Catering Company  
Woody's on Wheels

### Cement, Concrete, Sand, Gravel & Stone

Atlantic Concrete Co., Inc.  
Porter's Sand & Gravel, Inc.

### Chambers Of Commerce

Chamber of Commerce for Greater Milford, Inc.  
Delaware Black Chamber of Commerce  
Delaware State Chamber of Commerce  
Middletown Area Chamber of Commerce

### Child Development

Del-Mar-Va Council, Boy Scouts of America  
Essential Beginnings Behavior  
& Learning Services

### Chiropractors

Dover Family Chiropractic  
Dover Health Care Center

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**Your News.**



Dover Post

Smyrna/Clayton SunTimes

Middletown Transcript

**GANNETT**

**Edward Jones**



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

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Strategic Planning



## CDCC MEMBER LIST BY BUSINESS CATEGORY

### Churches

Mt. Zion A.M.E. Church – Dover  
The Salvation Army  
Union Baptist Church, Inc  
UNITED Church  
Wesley United Methodist Church

### Cleaning – Industrial & Commercial

City Wide Facility Solutions Delaware  
Office Pride Commercial Cleaning Services  
Xtra Clean Janitorial Services LLC

### Cleaning – Residential

Merry Maids

### Coffee – Products/Services

The House of Coffi

### Commercial Leasing

Carroll Properties, LLC  
JBA Greentree Properties LLC  
KRM Development Corporation

### Communication Services

Heritage Sports Radio Network LLC  
Magnum Electronics, Inc.

### Community Program

Delaware Crime Stoppers

### Computer Repair & Services

Bob Johnsons Computer Stuff, Inc  
Secure Data Computer Solutions, Inc.

### Computer Sales & Training

SUMURI LLC

### Construction

George & Lynch, Inc.\*  
All States Construction Company, Inc.  
Delaware Contractors Association  
Delmarva Pole Buildings  
Lighthouse Construction, Inc.  
Richard Y. Johnson & Son, Inc.  
Teal Construction, Inc.

### Construction Equipment

Burke Equipment Company  
Iron Source  
Construction Management  
MNTN Construction

### Consultants

Barzey Enterprise LLC  
Eddee Boone Consultant LLC  
Environmental Alliance Inc.  
Eunity Solutions  
Goeins Williams Associates Inc.  
Mindful Midwifery  
Ocean Marine Nav Inc.

### Contractors – General

All About Gutters Inc  
Brooks Machines  
Moore Seal, Inc.  
Sunnyfield Contractors, Inc.  
W.D. Pressley, Inc.  
Willow Construction  
Yencer Builders, Inc.

### Copiers & Copy Services

Affordable Business Systems  
Excel Business Systems  
Staples Copy & Print

### Counseling

Key 2 Clarity Counseling Services

### Dental Care

All Smiles Family & Cosmetic Dentistry  
Alpine and Rafetto Orthodontics  
Baybird Orthodontics  
Care First Dental Team – Robert R. Coope, DDS  
Family Dental Associates  
Lawrence A. Louie, DMD  
Smyrna Pediatric Dentistry

### Disability Services

Choices for Community Living – Delaware

### Dry Cleaners/Laundry

Capitol Cleaners & Launderers, Inc.  
FOLDS LLC

### Economic Development

Delaware Community Development Corp.  
Delaware Division of Small Business  
Delaware Prosperity Partnership  
Downtown Dover Partnership  
Kent Economic Partnership  
World Trade Center Delaware

### Education & Training

Leadership Techniques, LLC\*  
Children & Families First  
Delaware Division of Libraries  
Energy Leadership, LLC  
Everyday Hero CPR & First Aid  
First State Educate

Leadership Delaware, Inc.

Mark Group Companies LLC

POLYTECH Adult Education

The People's Platform

### Educational Services

Delaware AeroSpace Education Foundation  
Guardian Emergency Training

### Electricians & Electrical Supplies

ShureLine Electrical\*  
All American Electric Service LLC  
Dover Electric Supply Co., Inc.  
Nickle Electrical Companies  
Towles Electric Inc.

### Embroidery

Actors Attic Embroidery Division

### Emergency Response Provider

Fireside Partners, Inc.

### Employee Benefits

Delmarva Benefit Group

### Energy Consultant

Affinity Energy Management

### Engineering &

### Construction Management

### Century Engineering, Inc.\*

KCI Technologies, Inc.  
Landmark Science and Engineering  
Mountain Consulting Inc.

### Entertainment & Recreation

### Harrington Raceway & Casino, Inc.\*

Board and Brush Creative Studio  
Camp Adventureland  
Courtside Pickleball & Tennis Club  
Delaware Thunder Professional Hockey Group  
Dover Motor Speedway  
Dover Skating Center  
Flyover Fun Park, LLC  
Smyrna Opera House  
The Delaware State Fair, Inc.  
Winter Wonderfest – Festival of Cheer

### Entertainment Production

Affinity Entertainment DE LLC

### Environmental Services

Miller Environmental Group Inc

### Event Planning

TAG Events

### Farm Equipment

Taylor & Messick, Inc.

### Farm Market

Black Swamp Artisanal Market, LLC  
Fifer's Farm Store & Kitchen

### Financial Planning/Investments

Diamond State Financial Group\*  
Merrill Lynch\*  
Primerica – Erlene George\*  
Wealth Management Group, LLC\*  
BIG Investment Services  
Black Diamond Financial Solutions, Inc.  
Compass Investment Advisors, LLC  
Edward Jones – Daneman  
Edward Jones – Wearden  
Edward Jones Investments – Christopher Smith, CFP  
First Command  
J.A. Hill Associates  
Key Advisors Group, LLC

### Fire Protection Services

BFPE INTERNATIONAL Fire, Safety & Security

### Fitness Centers / Personal Trainers

CNU Fit, LLC\*

### Florists

Jen-Mor Florist\*

### Food Service/Products/Vendors

Spanglish Foods, Inc.\*  
Dija's African Food Market  
HAASS' Family Butcher Shop  
Shay's Supreme Vending  
Shore Smoke Seasonings, LLC

### Food Trucks

Shay's Seafood & Soul

### Fuel, Oil & Gas

Service Energy / Poore's Propane

### Funeral Services

Bennie Smith Funeral & Limousine Services  
Evan W. Smith Funeral Services  
Torbert Funeral Chapel  
Trader Funeral Home, Inc.

### Furniture

Johnny Janosik, Inc.

### Gifts

Delaware Shoppes

### Glass & Mirror

Go Glass\*

### Golf & Country Club

Jonathan's Landing\*  
Maple Dale Country Club

### Government

City of Dover  
City of Harrington  
DE Advisory Council on Career  
and Technical Education  
Delaware Department of State  
Delaware Employer Support of the Guard  
& Reserve  
Delaware National Guard  
Delaware State Auditor Kathy McGuiness  
Governor John Carney  
Kent County Levy Court  
Kent County Sheriff  
Lt. Governor Bethany Hall-Long  
Office of the State Treasurer  
State Rep. Bryan W. Shupe  
State Rep. Charles S. Postles Jr.  
State Rep. Jeffrey N. Spiegelman  
State Rep. Jesse R. Vanderwende  
State Rep. Kerri Evelyn Harris  
State Rep. Lyndon D. Yearick  
State Rep. Sean M. Lynn  
State Rep. W. Shannon Morris  
State Rep. William Bush

State Rep. William J. Carson  
State Sen. David G. Lawson  
State Sen. David L. Wilson  
State Sen. Eric Buckson  
State Sen. Kyra L. Hoffner  
State Sen. W. Charles Paradee  
Town of Camden  
Town of Cheswold  
Town of Smyrna  
U.S. Congresswoman Lisa Blunt Rochester  
U.S. Sen. Chris A. Coons  
U.S. Sen. Thomas R. Carper

### Graphic Design

Splash! Designworks\*  
Blue Dogg Design

### Gymnastics

Fly High Cheer and Tumble\*  
Stick It! Gymnastics

### Hair & Nail Services

ARTT Studio 4 Hair  
bombshell hair studio Inc.  
My Salon Suite  
Rene' DeLyn Hair Designs  
Sovereign Beauty

### Health & Diet Food Products – Retail

Dover Team Nutrition

### Health & Wellness

First State Webfooters\*  
Smyrna Nutrition\*  
Atlantic Apothecary, Inc.  
Brain Love Neurotherapy  
DelMarVa Acupuncture & Wellness Center  
Jazzercise at the Capital Grange  
Milford Wellness Village  
Next Level Nutrition  
SaVida Health  
The Ice House: Wellness & Community

### Health Services

### PAM Health Rehabilitation Hospital of Dover

Eden Hill Medical Center\*  
Heart to Heart Health Services LLC\*  
Alternative Solutions  
Bayhealth Medical Center  
Blood Bank of Delmarva, Inc.  
ClearCaptions  
Delaware Health Information Network  
Delaware Hospice, Inc.  
Delaware Imaging Network  
Delaware Prostate Cancer Coalition  
Dover Behavioral Health System  
Gracious Heart Nursing Services, LLC  
Laura's Choice  
Nephrology Associates, PA  
Orthopaedic Consultants  
Silver Lining Home Healthcare  
United Healthcare  
Westside Family Healthcare

### Hearing Aids

Beltone Hearing Center

### Heating & Air Conditioning

Atlantic Refrigeration & Air Conditioning, Inc.  
Barkley Heating & Air, LLC  
Schlosser & Associates Mechanical Contractors  
Service Unlimited, Inc.

### Home Health Care

Americare Home Solutions\*  
Home Instead Senior Care\*  
Lean On Me Caregiving, LLC\*  
Senior Home Help LLC\*  
Affinity Home Care Services, LLC  
Christiana Care Visiting Nurses Association  
Royal Home Care Services LLC  
Seasons Hospice & Palliative Care of Delaware

### Home Improvements

Ace Handyman Services Dover  
All Around Maintenance, LLC  
Coastal Bath Company  
Ferris Home Improvements  
Ken Stockslager & Son, Inc.  
Precision Garage Door of Delaware  
Renewal by Andersen





## CDCC MEMBER LIST BY BUSINESS CATEGORY

### Homeless Shelter

Central Delaware Housing Collaborative  
Dover Interfaith Mission for Housing

### Hotels/Motels/Accommodations

Bally's Dover Casino Resort\*  
Atlantic Sands Hotel & Conference Center  
Best Western Galaxy Inn  
Brighton Suites Hotel  
Capital Inn of Dover  
Comfort Inn – Rehoboth  
Comfort Inn & Suites Dover  
Comfort Suites – Dover  
Eagle Hospitality Group, LLC – MainStay Suites  
Fairfield Inn by Marriott, Dover  
Hampton Inn – Dover  
Hampton Inn – Milford  
Hilton Garden Inn  
Holiday Inn Express  
Holiday Inn Express – Harrington  
HOME 2 Suites / Axia Management  
Residence Inn, Dover  
Sleep Inn and Suites

### Housing Information

Dover Housing Authority  
Visions of Hope HM, Inc.

### Human Resource Services

DelMarVa SHRM

### Ice Cream

Tre Sorelle Dolce Ice Cream & Mini Golf

### Incorporating Service

A Registered Agent Inc.  
Corp1, Inc.  
Incorporating Services, Ltd.  
PARASEC – PARACORP Inc.

### Individuals

Janie Libby\*  
Mishoe\*  
Dan Mikkelson  
Emmons  
George Bailey  
Jim Flood Sr.  
Mary F. Kaltreider  
MGeneral Frank Vavala  
Peter A. Oldziej  
Ray Hall  
Richard Downes  
Robert M. Berglund  
Ronald B. Outten  
Sandy Dale  
Sherry T. Wilkins  
Steve Welde  
Vaughan  
Vendetti

### Industrial Parks

Vepco Park, Inc.

### Information Technology

Applied Technology Services Inc.  
BDK, Inc.  
IMPACT Technology Group  
MBI  
Progressive Software Computing Inc – PSCI  
Wagamon Technology Group, LLC.  
Xpress Computer Systems

### Insurance

#### Pratt Insurance, Inc.

Legal Shield – Jason King\*  
Allstate Insurance – Michael Tolliver  
Allstate – LaToya Johns Agency  
Avery Hall Insurance Group  
Carey Insurance Group  
Conner Strong & Buckelew  
Delaware Department of Insurance  
Krystal Osisek: AllState Insurance  
L & W Insurance Agency  
Liberty Mutual – Parris Patten  
Regulatory Insurance Services, Inc.  
Roberts Insurance, Inc.  
State Farm Insurance – Bennett Ins. Agency Inc.  
Transamerica Agency Network  
Weiner Benefits Group

#### Insurance – Commercial

Williams Insurance Agency Inc.

### Insurance – Health

Highmark Blue Cross Blue Shield Delaware\*  
Sack Health Benefit Advisors, LLC\*  
Allen Ins. Assoc Inc. t/a Allen Ins. Group  
Humana – Lisa Parker

### Interior Decorators & Designers

Decorating Den Interiors – Deanna Kovach & Janice Hinzman

### Internet Solutions

Comcast  
Telepathy Networks, LLC

### Investigative Services

ABI Security Group, Inc.

### Investments/Securities

Janney Montgomery Scott LLC

### Janitorial Supplies

State Janitorial Supply Co.

### Jewelry

Sayers Jewelers & Gemologists Inc.\*  
Jeweler's Loupe  
Knights Fine Jewelry Ltd.

### Kitchen & Bath

Stone Nation, Inc.\*

### Landscaping

G's Down Too Earth Landscaping  
Homestead Gardens  
Shortcutz Lawn & Landscape Co  
TMP SERVICES, LLC  
Todd's Lawn Care Service

### Legal Services

Law Office of Karen Y. Vicks, LLC

### Libraries

Dover Public Library  
Friends of the Duck Creek Regional Library

### Lobbyists

C.S. Kidner Associates/Capitol Strategies\*  
The Willis Group, LLC\*

### Lottery

Delaware State Lottery

### Mailing Services

#### – Domestic/International

Mail Movers

### Manufactured Housing & Development

First State Manufactured Housing Assoc.

### Manufacturers

Independent Metal Strap Co., Inc.  
Juil Labs  
Mohawk Electrical Systems, Inc.  
National Vinyl Products

### Manufacturers and Processors

#### Kraft Heinz Company\*

Edgewell Personal Care  
HandyTube  
Procter & Gamble

### Marketing

High Ground Creative LLC\*  
IMD4\*  
AHDTV Network  
Aloysius Butler & Clark  
Hook PR & Marketing

### Martial Arts

Kaizen Karate Academy

### Massage Therapist

AMB Mobile Massage & Wellness Center LLC  
Gerald Reilly IMC



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## CDCC MEMBER LIST BY BUSINESS CATEGORY

### Medical

A Peaceful Place Integrated Care  
American Kidney Care of Dover  
Delaware Brain and Spine  
Delaware Diagnostic Labs  
Eye Specialists of Delaware  
Eye Specialists of Delaware – Milford  
The Center at Eden Hill  
Ultrasound Express, LLC

### Medical Facility

Camden Walk In  
Encompass Health Rehabilitation Hospital of Middletown  
Green Clinics Laboratory

### Medical Supplies

TidalHealth Lifeline

### MediSpa

Bella MediSpa

### Mental Health Services

A Center for Mental Wellness, Inc.  
NorthNode Group Counseling

### Military Housing

Hunt Military Communities

### Military Services

512th Airlift Wing  
Air Force Association Galaxy Chapter  
Dover Air Force Base  
Dover Spouses' Club  
Military Officers Association of America – Dover Chapter

### Monuments & Mausoleums

William V. Sipple & Son, Inc.

### Mortgage Companies

Pike Creek Mortgage Services, Inc.\*  
Angle Mortgage Network  
Fairway Independent Mortgage Corporation  
First Home Mortgage  
Keystone Funding  
Movement Mortgage  
Primary Residential Mortgage, Inc.

### Mortgage Loans – Commercial & Residential

Homeside Financial  
Meridian Bank Mortgage Center  
Miller Mortgage Group at AnnieMac Home Mortgage  
Northpointe Bank

### Moving & Storage

Estate Nomads\*  
Two Men And A Truck

### Museums

Air Mobility Command Museum Foundation  
Biggs Museum of American Art  
Delaware Agricultural Museum

### Musicians

Delaware Choral Society  
Imagine  
Joe Baione Music

### New Home Builders / Construction

C&M Custom Homes

### Newspapers & Magazines

Delaware State News\*  
APG Media of Chesapeake  
(Adam's Publications Group)  
Delaware Today Magazine  
Dover Post Co.  
Kent County Women's Journal  
Morning Star Publications / The Business Report  
Southern Delaware Explorer Magazine  
The Open Door

### Non-Profit Organization

Central DE Habitat for Humanity\*  
Delaware Breast Cancer Coalition, Inc.\*  
United Way of Delaware\*  
AARP Delaware  
Absolutely Flawless Women Inc  
Alzheimer's Association – Delaware Valley Chapter  
American Legion Post 14 & Station 64  
Camden Wyoming Rotary Club

Cancer Support Community Delaware  
CenDel Foundation  
Correctional Officers Assoc. of Delaware  
DE TURF Sports Complex  
Delaware Alliance for Nonprofit Advancement  
Delaware Community Foundation  
Delaware Farm Bureau  
Delaware Submarine Association Inc.  
Dover / Kent County MPO  
Dover Capital City Rotary  
Dover Downtown Rotary  
Easterseals DE & MD's Eastern Shore  
First State Community Action Agency  
Food Bank of Delaware  
Greater Dover Boys & Girls Club  
Greater Kent Committee  
Greater Milford Boys & Girls Club  
Greater Smyrna-Clayton Boys & Girls Club  
Home Builders Association of Delaware  
Independent Resources, Inc.  
Kent County Republican Committee  
Kent County Theatre Guild  
Kent-Sussex Industries, Inc.  
Meals On Wheels Delaware  
NCALL Research, Inc.  
Pathways to Success, Inc.  
People's Place  
Pressley Ridge  
Purposefully Transforming Lives  
Read Aloud Delaware  
Ronald McDonald House of Delaware  
True Access Capital  
USO Delaware  
YMCA Dover

### Nursing Care

Cadia Rehabilitation Capitol  
Courtland Manor, Inc.  
Pinnacle Rehabilitation & Health Center  
**Optometrists & Optical Products**  
Vision Quest Eye Care Center, Inc.

### Organizations

Delaware Motor Transport Assn., Inc.  
Jobs for Delaware Graduates  
NAWBO Delaware Chapter

### Painting

CertaPro Painters of Delaware  
PPG Paints  
Snow's Painting Service, LLC

### Pediatric Care

Growing Bones Pediatrics + Neuromuscular  
Orthopaedic Institute

### Pest/Termite Control Services

Diamond State Pest Control, LLC\*  
Activ Pest Solutions  
JEM Pest Solutions Inc.  
The Terminix International Company LP

### Pets – Services & Supplies

The Ritter Sitter, LLC\*  
Beaverdam Pet Food, Inc.  
Forrest Avenue Animal Hospital  
Fur Baby Pet Resort  
Jax n Daisy, Inc.  
Super Cichlids  
Yarn & Bone Pet Supply  
Yarn and Bone Pet Supply

### Pharmacies

Camden Pharmacy  
Dover Community Pharmacy

### Photographers

C.M. Baker Photography  
Eric Crossan Photography

### Physicians & Surgeons

Bright Future Pediatrics  
Dedicated to Women  
First State Orthopaedics

### Plumbers & Plumbing Supplies

C&N Services, LLC.  
JDM No. 1 Plumbing, LLC  
M&D Plumbing and Drain Cleaning Spec. Inc.  
Price Plumbing LLC

### Pole Building

Diamond State Pole Buildings

### Pools & Hot Tubs

Dover Pools  
Sparkle Pools Inc. – Dover

### Promotional Products & Services

Always Advertising, Inc.\*  
Instant Imprints of Delaware\*  
New Image Inc.\*  
Proforma Dynamic Resources

### Property Management

First Class Properties

### Public Relations

PR Delaware LLC

### Publishing & Investment Research

FANTINI RESEARCH

### Radio Stations

Delaware Public Media  
Forever Media Inc.  
IHeartMedia  
PC ChristianRadio

### Real Estate

#### R&R Commercial Realty, Inc

Ceil Jones, Realtor / Myers Realty\*  
Dowding Resource Group\*  
Shawna Kirilin, Realtor with Patterson Schwartz\*  
Benton & Shockley Law  
Burns & Ellis Realtors  
Delaware Association of Realtors  
Fowler Group Keller Williams Realty  
Harrington Realty, Inc.  
Jesula Jean, Realtor

/ Patterson-Schwartz Real Estate

Keller Williams Realty Central Delaware  
Kent County Association of REALTORS  
Kimberly Willoughby – Patterson Schwartz  
LakeView Realty, Inc.  
Leander Lakes, LLC  
Lisa Pearson, Realtor – Diamond State Realty  
Liza Orlando, Realtor – Keller Williams Realty  
Loft Realty  
McGinnis Commercial Real Estate Co.  
Michelle Fisher, Realtor – Bryan Realty Group  
NextHome Preferred  
Patterson Schwartz  
Remax Horizons  
The Moving Experience

### Real Estate Commercial & Residential

The Emory Hill Companies  
The Rivera Group of Keller Williams Realty

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## Member News

# Plans moving forward for 90th Dover Days celebration

## Event to include fireworks display

By Craig Horleman  
Delaware State News

As residents took time to celebrate Delaware Day on Dec. 7, Dover officials got together to talk about some history of their own — the upcoming 90th Dover Days celebration. The capital city tradition, which has been missing from the downstate landscape for the last three years, will step off, rain or shine, May 6, 2023. It will be preceded next year with a fireworks display the night of May 5.

“We chose Dec. 7 to announce our event date because it is when Delaware became the first state to ratify the U.S. Constitution in 1787,” said Dover Mayor Robin Christiansen, a member of the Dover Days planning committee. He also noted Pearl Harbor Day, that precipitated the U.S. entry into World War II.

“Many people ask what is the significance of Dover Days, and it’s the celebration of the history of this city, and the influence that we’ve had on the history of our country. ... Everybody will tell you that the United States started in Philadelphia and I debate that because the United States of America started right here in Dover at the Golden Fleece Tavern on The Green.

“I go there every now and then when I get discouraged with the way things are going in our country and I touch that plaque so I can get rejuvenated, because I am standing at the very spot where the greatest country on the face of the earth started right here in Dover, Del. — if not the greatest country in the history of the world. So having said that, that’s why I’m really excited about this 90th celebration.”

The Colonial-styled event, normally held the first Saturday in May, features a large parade, children dancing

around the maypole, games, vendors, food and more. In 2019, it left the hands of longtime organizer Kent County Tourism and transferred to a citizen-based committee, who would take over planning of the event. Unfortunately, the group has never been able to put on the event due to two years of COVID-related restrictions and weather issues this year.

“It’s always a family-friendly event. There’ll be the traditional aspects as well as some new to-date activities taking place. I think after three years of getting ready, we’re really ready. We’ve gotten a lot of ideas together and we’ll also be presenting a new event coordinator, probably within the next two weeks,” said Diane Laird, secretary of the Dover Days Committee and executive director of the Downtown Dover Partnership.

Although the 2022 event was canceled due to the gale-force winds swirling around the area and not the rain that accompanied it, Christiansen reemphasized that next year’s event will happen rain or shine. “I’ll order up 1,000 umbrellas if I have to,” he joked.

Chris Cooper, president of the Dover Days Committee, said it has been troubling, planning for the event the past three years and not having it happen under the group’s leadership. “This committee was formed I guess three-and-a-half years ago or so. And we’ve been working towards this that entire time. We’ve learned a lot. It’s been frustrating. It’s been challenging, but I don’t think that it’s been a waste to cancel,” he said.

“I think that we’ve learned something in every step of our planning, whether the event’s happened or not. And I think all that does is help better prepare us for this year. So while it’s



been frustrating, it’s been a great learning experience for all of us.”

One bit of learning came when discussing backup plans. “There have been contingency plans in previous years that we’re going to look at as a committee to make sure that if there is another weather event this year, that we have some sort of a backup plan in place so that we can have this no matter what,” Cooper said.

Christiansen said that despite the nasty weather, there were still some people who didn’t want to see the event canceled. “The unbelievable part of being on this committee is this year when we had the monsoon, there were still people who were upset with the committee. We had gale-force winds and rain ankle-deep, and they were upset that we canceled that event,” he said.

“And I think that’s how much it shows that people really anticipate being able to have fireworks and our holiday events and such and they are really disappointed when they can’t be here and participate in them. But I wish that they would realize how disappointed we’ve been that we haven’t

been able to have Dover Days for three years. But this time in 2023, we are going to have it no matter what.”

The free-to-attend Dover Days will be centered around The Green next year, reaching toward Legislative Mall. “We have a no-refund [vendor] policy, which is a tough pill for our vendors and for us to swallow. And we had no less than five or six conversations about how to handle that as a board and as a committee. We decided that while we weren’t able to give a refund because of the way the vendor contracts were structured, we did offer to allow them to carry their fees over to 2023,” Cooper said.

“So we’re hoping to use those vendors plus grow the event to make it a little bit bigger and have it expand over into Legislative Mall a little bit. The only real change that’s going to happen this year, aside from perhaps a larger footprint, is the parade route is going to have to change a little bit due to the water main work on State Street.”

**For volunteer and sponsorship opportunities, call the mayor’s office at 302-736-7004 or email [mayorsoffice@dover.de.us](mailto:mayorsoffice@dover.de.us).**



## Member News

# Splash! Designworks: Bridging Communities Through Film “Mia’s Bridge”

The Central Delaware Chamber of Commerce (CDCC) strives to be the connector and common ground for the business community, a goal which couldn't be achieved without the relationships, engagement, and hard work of our amazing members. Imagine the delight, therefore, of meeting with Mike Fox, CEO & Entrepreneur of Splash Designworks, multi-award-winning filmmaker, director, producer, writer, actor and much more! The CDCC is proud to highlight his newest feature film, which will “endeavor to change lives and hopefully leave the audience wanting to be better in some way,” Fox shares.

Splash Designworks is a creative leader for design, branding, digital marketing, social media, video, audio, print pieces and so much more, not only in the Central Delaware community but across the country! Splash Designworks is owned and operated by the Fox family – Mike, Trisha, and their talented “savvy socialite” daughter, Arianna. Mike brings over 25 years of experience in the industry, combined with a passion for bringing clients' dreams and visions to life. Crystal Fox Films, a Splash sub-company, was founded to produce films and videos with “passion and purpose.” Check out examples of past works at their official website, [www.crystalfoxfilms.com](http://www.crystalfoxfilms.com).

Fox's venture into film has led his family and company to create “Mia's Bridge.” The film centers around a young girl (Mia) whose “life gets turned upside-down by a series of family losses.” She has a dream to unify law enforcement and the local community – a seemingly impossible task to most. However, “through love, family, faith, forgiveness and a desire to make a change, Mia's dream may become a reality.”

“Mia's Bridge,” with the tagline “some dreams live forever,” is described by Fox as a tear-jerking drama that features a diverse cast, internal and external struggles, family/relationship dynamics, and a splash of humor. Per the synopsis featured on [www.slated.com/films/965451](http://www.slated.com/films/965451), “some bridges seem impossible to build, but through family, love and determination, Mia's dream to bridge the gap of community, business owners, law enforcement

and families just may be a dream come true.” This teases at an incredibly complex, inspirational, and cinematic film by Fox and his team, currently very busy in the development and casting phase of the production. A video teaser is also currently in the works and will be publicly viewable in the near future.

The idea and motive behind creating this film came completely from intuition. “It has been brewing in my heart for years,” Fox said, followed by encouraging voices from friends telling him “Mike, you've got to get this going.” As one may guess, executing a high-quality cinematic feature film like this requires a significant budget to achieve the correct vision. The ball is rolling faster and faster by the day in accomplishing the goal of this film: to bridge communities. With the help of sponsors and investors in the project so far, the goal has rolled closer with each productional team meeting.

Keeping to the film's overarching theme of bridging gaps across various types of people, in various types of situations rings true to the intense desire for Fox to keep the film locally funded, sourced, and produced if possible. This would be created by generous investors and sponsors from local businesses and organizations. The production of a film impacts the economy of the film location by bringing people to live, work, eat, drink, and play while visiting the area – and there is a fountain of opportunity for that area to be Central Delaware!

With the help of community investors, small and large businesses can receive a significant return on their investment while supporting a fellow small business. Brand and product placements are a strong way to accomplish this in films people watch all the time. Fox extends an invitation across the CDCC business community to “be a part of something bigger than themselves” by considering what a sponsorship or investment could do for them, their business, and Central Delaware for years to come.

Fox knows as soon as funding is secured for “Mia's Bridge” the gears of his well-oiled plan will “go a million miles an hour” as the pieces fall further into place. Fox is confident of this

new endeavor because of his internal passion, stellar team, and intense belief that “the audience is hungry for a film to make them feel good. People are so tired of feeling tired after leaving a film. They are hungry for a solutions-based film to make them feel good.” Fox believes there is no greater time for the need to unify cross-culturally on common ground and that is what “Mia's Bridge” endeavors to do for the community.

The CDCC is elated to share this news of Fox's newest film, “Mia's Bridge” with the community. Stay tuned for updates on the creative process to complete “Mia's Bridge.” For more information about “Mia's Bridge” or Splash Designworks, please visit [miasbridgethemovie.com](http://miasbridgethemovie.com) or [www.splashdw.com](http://www.splashdw.com). “Mia's Bridge” is anticipating a projected release date in the Spring of 2023.



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## Member News

# Smithsonian Exhibit Coming to the Delaware Ag Museum

On Saturday, Feb. 4, 2023, the major Smithsonian travelling exhibit “Crossroads: Change in Rural America” will open at the Delaware Agricultural Museum and Village in Dover.

The history of agriculture in Delaware is one of success through resilience and managing change. Delaware is a small state that is big in agriculture, and the story of rural life in Delaware is largely one of success. From the beginning of the history of our state, Delaware’s prime location has been a critical factor in the growth of its agricultural industry. Today, agriculture is one of the most successful sectors of the Delaware economy in terms of productivity growth. Just under 40 percent of the state’s land is devoted to agricultural production, making it the predominant land use, but even so, Delaware is a rural state that is rapidly losing its rural character.

The major Smithsonian travelling exhibit “Crossroads: Change in Rural America” offers rural and urban dwellers a chance to look at their own paths and to explore the changes that affected their fortunes over the past century: the ripple effects that occurred as more people moved toward urban city centers, and America’s rural population became a minority of the country’s population.

As American agriculture changed,

so has rural life in Delaware, but it is a story of hope and transformation. Over our history, Delaware’s farmers have adapted to changing conditions to ensure the continued success of agricultural enterprise and the vitality of rural life. This important story will be told and presented as a companion piece to the “Crossroads: Change in Rural America” exhibit through narrative panels focusing on the history of Woodside, Del. (founded 1864). The town is representative of the ways in which Delaware’s rural communities have adapted to changes in American agriculture. Like many of her sister communities, Woodside came to be as a result of the expansion of the Delaware railroad. The farms in the Woodside area also had a direct bearing on its development, these farms were, and remain, quite productive.

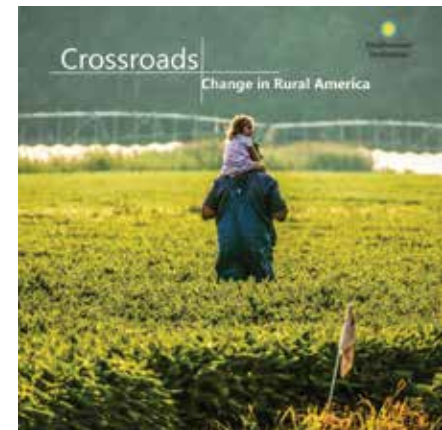
Themes explored in the “Crossroads” exhibit will also complement and extend a new Museum exhibit exploring the impact of rural electrification on Delmarva. From the late 1930s to the 1960s, electric power profoundly transformed agriculture, allowing the use of electric milking machines, electric fences, and electric water pumps. Electrification also brought a notable increase in leisure time, particularly for women, as innovations as wide-ranging as electric irons, stoves and washing machines dramatically decreased the



labor of housework. The story of rural electrification is one of positive change that reduced disparities in the lives of rural and urban dwellers.

“Crossroads: Change in Rural America” is a traveling exhibition by Smithsonian Museum on Main Street (MoMS). Locally, the exhibition (Feb. 4 to April 15) is sponsored in Delaware courtesy of Delaware Humanities.

*Delaware Agricultural Museum is located at 866 North DuPont Highway, Dover, Del. For more information on upcoming events, please call (302)-734-1618 or visit [www.agriculturalmuseum.org/calendar-of-events](http://www.agriculturalmuseum.org/calendar-of-events) or the exhibition page at [www.agriculturalmuseum.org/crossroads---change-in-rural-america](http://www.agriculturalmuseum.org/crossroads---change-in-rural-america).*



Submitted by Carolyn Claypoole, Director of the Delaware Agricultural Museum and Village



## SUNSET MIXER

Continued from Page 1

both the history and future of this economic driver the First State. This mixer will give guests a wonderful opportunity to see the museum first-hand and to understand more about what the folks at the Delaware Agriculture Museum are doing for our community.

Mixers are a great opportunity for CDCC members and their guests to meet other business owners and collect qualified leads in a casual setting. Complimentary refreshments will be provided. Don’t 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! Mixers help our area’s businesses to stay connected.

The annual Showcase event 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 first-hand 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 memberships have to offer.

Our Member 2 Member (M2M) Expo is a wonderful example of the

kind of networking opportunities that are provided by the Chamber. Members are invited to purchase a space for a table-top display showcasing their business. Member businesses are encouraged to consider creating one of these table-top displays to show off what they do and what they have to offer. Our semi-annual M2M event is a great way for our members to become familiar with what our Central Delaware business community is all about. It will also be a terrific venue for showing prospective members one way that we help to build bridges between our member businesses. To purchase a table-top space, call Cindy Friese at 302-734-7513 or email her at [cfriese@cdcc.net](mailto:cfriese@cdcc.net).

*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](http://www.cdcc.net). We look forward to seeing you at the Delaware Agriculture Museum in January!*





## CDCC joins Dover Team Nutrition for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Dover Team Nutrition Friday, Dec. 2. Chamber members and friends joined owners Maria Olvera and Edith Santos to celebrate the Grand Opening of Dover Team Nutrition at their new location at 79 Greentree Dr. in Dover, conveniently placed in the Greentree Shopping Center!

As we approach the New Year of 2023, the common goal in many minds is to be healthier. It's the perfect time to refresh, restart, and renew oneself to reach those health and nutrition goals. The CDCC brings tidings of great news with the Grand Opening of Central Delaware's newest and friendliest nutrition hotspot – Dover Team Nutrition!

The mission of Dover Team Nutrition is to help everyone lead a healthier life, meet their nutritional goals easily and be a friendly, familiar face in the community. Leading a healthier life is not easy, but the team at Dover Team Nutrition is here to help make it easy and delicious for their customers. They accomplish this by providing

tantalizing teas, shakes, supplements, protein snacks and more! Dover Team Nutrition has a large assortment of flavors to satisfy any craving or taste. There are so many custom combinations to choose from to make tastebuds dance, while also supplying the energy, focus, vitamins, and minerals needed to keep you feeling your best. Their meal replacement shakes are perfect for anyone on the go, to complete a post-workout regime, and to meet your daily protein intake that will surely help you meet your health and wellness goals.

In addition to delicious drinks, Dover Team Nutrition is here to keep the community fueled with energy shakes, iced coffee, juices, fresh fruit, organic and natural yogurts, waffles, pancakes, crepes, donuts, and snacks with a protein base. They have it all: energy boosters, aloe shots, muscle recovery aids, relaxation, digestive health, skin-care and more. They are available for delivery, take-out or dining in at their bar. The ambiance is welcoming and charming and the staff is very friendly. Dover Team Nutrition is open 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.

For further information their website is: [www.mariapazolvera.goherbalife.com](http://www.mariapazolvera.goherbalife.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 business! Please join the Central Delaware Chamber of Commerce in congratulating the team at Dover Team Nutrition on their Grand Opening!

## CDCC joins Tre Sorelle Dolce Ice Cream & Mini Golf for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Tre Sorelle Dolce Ice Cream & Mini Golf on Dec. 14, 2022. Chamber members and friends joined owners Mike and Becky Marasco, to celebrate the anniversary of their Ice-Skating Rink at 27 S. Railroad Avenue in Wyoming!

Brr! It's certainly cold here in Central Delaware! Although temperatures are dropping, the smiles, laughter, and cheer are not – thanks to the return of the Ice-Skating Rink from one of Central Delaware's beloved hometown hotspots, Tre Sorelle Ice Cream & Mini Golf. Just in time for the holiday season, the Tre Sorelle team is excited to invite the community back to celebrate the anniversary of the installation of their ice-skating rink that has, and will continue to bring joy to all, near and far!

Live out your Holiday Hallmark dreams with the entire family by enjoying Tre Sorelle's Synthetic Ice Rink! Bundle up in your warm winter gear and get ready to enjoy a winter wonderland of ice skating with your loved

ones. This is the perfect way to enjoy the winter and holiday season, stay active, and to make memories to last a lifetime – right here in Kent County.

The Ice-Skating Rink is officially open now till February! Due to this being an outdoor facility, guests are asked to keep inclement weather in mind. The minimum age for skating is 16 years old with a driver's license, unless accompanied by an adult with a driver's license. Driver's license must be surrendered while skates are being used and will be returned when skates are returned. Please be considerate of those skating with you on the synthetic ice rink. They currently have ice hockey skates in youth sizes 11 to 13, boy sizes 1 to 6, and men sizes 7 to 12, 14, & 15. The staff at Tre Sorelle suggests wearing tall socks while skating for safety and comfort.

Ready to hit the ice? Guests can visit <https://3sweetsistersiceskating.ticketspice.com/ice-skating-tre-sorelle-dolce> to reserve their spaces today! Hours of operation for Tre Sorelle Dolce Ice Cream & Mini Golf are: Monday-Thursday: 7 a.m.-8 p.m.,



Friday: 7 a.m.-9 p.m., Saturday: 8 a.m.-9 p.m., Sunday: 1 p.m.-8 p.m. Also, of course your trip wouldn't be complete without a sweet treat! Guests are encouraged and welcomed to cozy up with warm drinks and comforting delights from the parlor. Make the most of this winter by supporting this local small business that appreciates its beloved community!

For further information visit their website at [tresorelledolcedelaware.com](http://tresorelledolcedelaware.com) or call 302-363-1909. Please join the Central Delaware Chamber of Commerce in congratulating the Tre Sorelle Dolce Ice Cream & Mini-Golf team on the anniversary of their Ice-Skating Rink!



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## Member News

# NeighborGood Partners Is Here for You!

The National Council on Agricultural Life and Labor Research Fund, Inc. (NCALL) has come a long way since its humble origins in 1975. Just 2 months ago, the organization revealed and celebrated their new name and new look, along with their commitment to the same mission, as NeighborGood Partners Inc. The Central Delaware Chamber of Commerce (CDCC) had the privilege of sitting with Executive Director, Karen Speakman, to discuss the rebrand, her 43 years of working at the agency, community partnerships, and the plethora of programs and resources that may be unbeknownst to many.



“Why choose to rebrand now?” one may ask the company after so many years of presence in the community. “I think organizations should always look at themselves and what they do every so often,” responded Speakman. She described the need for NCALL to rebrand at this moment in time because of the tremendous growth of the agency. The process of rebranding was “interesting” and included some “wrestling with names amongst the Board of Directors,” Speakman joked. The company felt change was needed to modernize and better express their mission “to strengthen communities through housing, lending, and education.”

The growth of NeighborGood Partners is undeniable. Speakman has witnessed the company’s



growth, beginning with just 5 employees, and growing to a passionate staff of 47. Some fascinating statistics of NeighborGood Partners include their annual budget of \$5.7 million, over 46,000 households assisted, 1700 families saved from foreclosure, lending \$9 million on average a year to improve the local community, and 60 housing communities erected totaling close to 1600 units for people in need. This information is readily available for the public to absorb in the agency’s 2021 Impact Report: People Helping People.

For someone who isn’t familiar with NCALL or NeighborGood Partners, “People Helping People” is one of their mottos and sums up what they do in the simplest terms. The staff at NeighborGood Partners provides holistic homeownership resources that range from actual homeownership, rental housing assistance, financial education, to foreclosure prevention. They accomplish this by remaining local and partnering with likeminded organizations such as Central Delaware Habitat for Humanity, Downtown Dover Partnership, and Dover Interfaith Mission for Housing, and more. Currently, NeighborGood Partners is the lead agency in Restoring Central Dover (RCD) – a resident-driven neighborhood revitalization initiative. At this time, NeighborGood Partners has built 42+ new homes by collaborating with Central Delaware Habitat for Humanity, not counting the 4 currently under construction on South New Street in Downtown Dover.

On top of the amazing opportunities for affordable housing that NeighborGood Partners provides, the Launcher Program is also a valuable help, especially to potential business owners. The Launcher Program, which is in partnership with the West End Neighborhood House, is a 12-



week course that helps start-up and young micro-businesses in needed communities obtain business training, financing, and other support options right in their neighborhood. This program is currently only eligible for entrepreneurs in Dover, Wilmington, Claymont, Bellefonte, and Edgemoor. Classes are held one evening per week which consist of classroom sessions and individual consultations to supply small business owners the tools they need to succeed. Thanks to the support of Barclays Bank, NeighborGood Partners can waive tuition cost for students accepted into the program. This is an incredible hidden gem of a resource that has proudly graduated 175 entrepreneurs with over fifty businesses opened and expanded. This includes CDCC member, Tomeka Crawford of Tomeka’s Homestyle Eatery!

It is clear that NeighborGood Partner’s recent rebranding has marked a new and necessary chapter in the company’s history and will only continue to impact the community for the better. On behalf of NeighborGood Partners, Speakman wants the Central Delaware community to know that “we are here for you. If we don’t have the answers, we can refer you to someone who does.” She will continue to channel her efforts as Executive Director to encourage greater federal funding towards affordable housing – an issue that couldn’t be more imperative today.

*For more information about NeighborGood Partners Inc., please visit [www.neighborgoodpartners.org](http://www.neighborgoodpartners.org) or give their office Dover office a call at (302) 678-9400. They are located at 363 Saulsbury Road in Dover, Delaware. Consider sharing their resources with someone new in our community!*



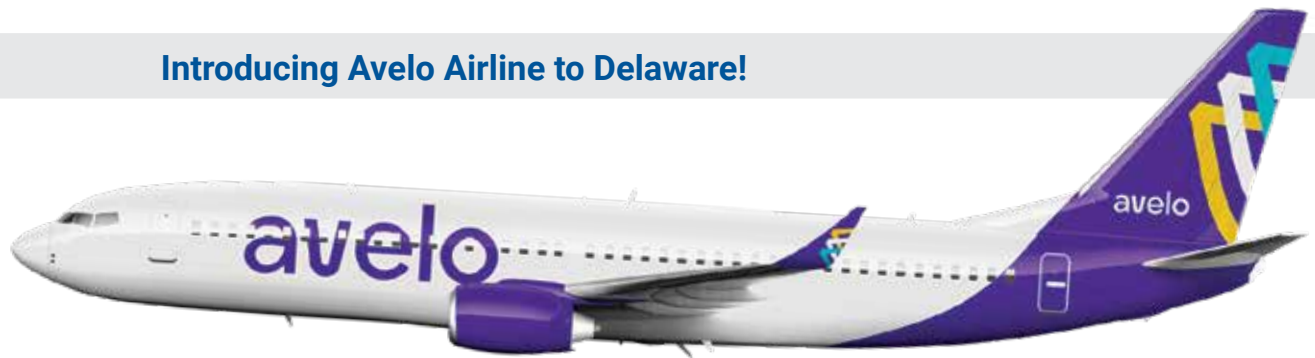
1240 McKee Road  
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Fax: 302.672.5787





# Member Spotlight

## Introducing Avelo Airline to Delaware!



Good news Delawareans – your weekend, vacation, or business trip just became much easier. Prepare your bags and get ready to take a flight because Avelo Airlines is boarding soon from a city near you!

Avelo Airlines and the Delaware River and Bay Authority have teamed up to bring commercial air travel back to the New Castle County Airport. Flights will officially takeoff starting Feb. 1, 2023 – just in time for the snowbirds to fly off to Florida this winter. The inaugural flight will be to Orlando, and non-stop flights to other Florida destinations will take off in the days to follow.

According to the company, Avelo was founded with a simple purpose – to “Inspire Travel.” Led by a team of world-class airline executives, they endeavored to build a different and better kind of airline. On April 28, 2021, Avelo Airlines took flight for customers to

connect with family and friends exploring new places for the first time – ushering in a new era of convenient, affordable travel. They help fly you for less so you can fly more. That means more opportunities and revisiting old favorites. They don’t just aim to save you money, they fly out of smaller, more convenient airports, so you also save time and hassle.

Their very low fares and nonstop flights on Boeing 737 aircraft to five sun-soaked Florida destinations coupled with the fast and seamless experience at the New Castle County airport, will make traveling easier than ever. Over time, Avelo leaders hope to serve hundreds of thousands of customers, especially from the Central Delaware area, at New Castle County Airport (ILG).

Avelo will initially serve five popu-

lar nonstop Florida destinations from this airport: Fort Lauderdale, Fort Myers, Orlando, Tampa, and West Palm Beach. To support its ILG base, the airline will initially create at least 35 jobs. These positions will include a combination of Avelo crew members and jobs with Avelo business partners operating at ILG. Roles will include airport customer service, flight attendants, pilots, aircraft technical operations, maintenance, and supervisors.

Avelo looks forward to welcoming you aboard so you can experience a smoother, simpler, and more caring experience. Avelo is excited to be a part of and serve the Delaware community. Joining the Central Delaware Chamber of Commerce (CDCC) is one step Avelo is taking to achieve this. The CDCC is thrilled to connect the Central Delaware community to Avelo

Airlines and vice versa! To learn more and book your trip today, visit [www.AveloAir.com](http://www.AveloAir.com).

To begin this relationship, CDCC Members, Family and Friends are invited to get \$20 off all round-trip flights\* with promo code: CDCC20! Thank you to Avelo Air – we can’t wait to hear about how this new member impacts the Central Delaware community for the better! Please join us in welcoming Avelo Air into membership!

*\*Valid for round trip flight only. Book and travel by April 30, 2023. To receive promo savings, enter promo code on [AveloAir.com](http://AveloAir.com) when you begin your search. Per the Department of Transportation (DOT), advertised fares must include all government taxes and fees. Please note, this discount applies to base fare only, and does not apply to taxes and fees. Not valid on previously purchased itineraries. For full terms and conditions, please visit Avelo’s Contract of Carriage.*

## DFCU TIPS

Continued from Page 3

### 5. Consolidate Existing Debt

Looking to pay off debt faster? Consider consolidating balances with a low-rate personal loan or transferring high-interest credit card balances to a low-APR credit card.

### 6. Create an Emergency Fund

Experts recommend saving three to six months’ salary (or more) in case you lose your job or need to cover an emergency expense. If saving that much feels overwhelming, start with a smaller goal of \$1,000 – enough to cover a car repair, out-of-pocket medical expense, or new refrigerator. Once you’ve saved that much, set a higher amount to save toward.

### 7. Review Your Investments

New goals, life changes, and shifts in the market may affect your portfolio or investment goals. Study your investment statements – or better yet, schedule a meeting with your financial advisor – to find ways to better meet your short- and long-term objectives.

### 8. Boost Retirement Contributions

This year, commit to adding more to your 401(k), IRA, or other workplace retirement plan. If your employer matches contributions, make sure you’re contributing enough to take full advantage of this valuable perk.

### 9. Check Your Credit Report

Everyone’s entitled to a free credit report each year from the major credit-rating agencies. Be sure to review

yours to spot potential errors or issues on your report and see if you should take steps to improve your credit, which can help you enjoy more favorable financing terms and better opportunities down the road.

### Your Year-Round Financial Partner

As a member-owned financial institution, Dover Federal Credit Union is committed to helping our members achieve greater financial freedom, year after year. For more valuable financial tips, check out the free resources available through the Dover Federal Credit Union P3 Financial Literacy Hub [www.doverfcu.com/p3](http://www.doverfcu.com/p3).





# Ambassador's Corner



## Tracey Ingram

Everyone wants to get the most bang for their buck whether it relates to money or time. And as a CDCC ambassador and money coach, I want to help with both.

When I joined the CDCC just a little over a year ago, I was amazed at all of the awesome opportunities available to members. But when there are a lot of options, it can take time to figure out where to start. That's why I'm eager to help new members engage at events and find the best benefits to reach their goals. (Tip: Start out with the goal of becoming a 5-Star Member.)

As a new member, having an ambassador was vital for me. I often find

group events to be intimidating, but knowing that I would know at least one person made it easier to show up at an event. I want to be able to provide that point of connection to others.

Of course, I'm excited to get to know other members better too. Being an ambassador will give me an opportunity to connect with other business owners on a deeper level as we support each other and grow our businesses.

Meeting people and learning about their goals is something that brings me a lot of joy. That's a big reason I decided to begin sharing my knowledge and experience with money with others.

After 25+ years as a bookkeeper and

overcoming multiple challenges to become debt free in my personal life, I'm in a unique position to help entrepreneurs face their financial challenges, both business and personal. If you're frustrated with your money or feel like you really could be making better progress toward your goals, schedule a complimentary Power Hour Money Strategy call with me at [TraceyIngram.net](http://TraceyIngram.net)

I am truly excited and honored to be given the opportunity of being an ambassador and get to know you better. If you see me at an event, please say "Hi" and let me know your goals so I can cheer you on!

## Congratulations and Thank You, Mike!

Mike Petit de Mange is a name that is synonymous with Central Delaware. Mike has been a steady and driving force in this area for decades. From his work with Kent County years ago, to his work in the City of Dover, to his work at a private engineering firm, to his most recent 16-year assignment back at the County as its Administrator, Mike has been aptly described as a valued professional, a collaborator, a visionary, and a friend. Throughout his career, Mike has left indelible fingerprints all over Central Delaware – and those fingerprints have built a legacy that will live on for many years to come.

As Mike announced his retirement earlier this year, the news was met with a mix of emotions. In general, colleagues and friends are abundantly happy for Mike as he reaches this milestone of accomplishment and deeply grateful for his contributions over the years. At the same time, however, these same people are experiencing a little sadness at the thought of not having

Mike at the helm in Kent County and are struggling to understand what the County looks like without his influence.

As a public servant throughout his career, Mike's work has been marked by opportunity and collaboration. Mike has always had a keen eye for approaching opportunities and has never been shy about jumping into the unknown when those opportunities came knocking. Coupled with that, Mike has taken great delight in inviting others along for the ride. He is a master at assembling the right people, with the right skills, and the right time. These partnerships and collaborations have resulted in monumental projects that have propelled Kent County forward – The DE Turf, The Kent County Recreation Center, and more. A variety of businesses, organizations, and agencies have been brought together over the years by Petit de Mange resulting in benefits on all sides of the equation. Mike is the epitome of a popular definition of the word "team": together

everyone achieves more. He lives and works in a way that illustrates that we can do far more together than we could ever do apart.

While Mike's career has been marked by impactful action, what people will remember most about him is his heart for people and for this county. Mike humbly views all the connections, projects, victories, processes, etc., as just "part of the job." He is quick to share credit with all those involved and views his contributions as simply a result "of being surround by an all-star cast."

As Mike enters retirement, he is excited to spend time doing the things he enjoys most – hiking, fishing, making music, and spending time with his family. As he sees this chapter of his career come to a close, he seems fairly sure that his work in Central Delaware has not come to an end. He is keeping an open mind about when and where he might continue to contribute to the success of the area he loves so much.



Mike, your friends at the Chamber are proud of you and your amazing work. We are excited for you to spend time doing the things you love, and we are anxious to hear about your next adventure and your next chapter. We are grateful for the gift that you've been to this region ... and to us. We've enjoyed a rich partnership. Thank you – and congratulations!

## Congratulations - You're a 10!

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





# Thank You for Your Renewal!

## RENEWALS FOR NOVEMBER

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
Colonial Investment & Management Co., Inc.	38	Choices for Community Living – Delaware	17
McGinnis Commercial Real Estate Co.	33	Texas Roadhouse	17
Peter A. Oldziej	31	First Class Properties	16
Luther Towers of Dover	25	Miller Environmental Group Inc.	15
Effectv	24	Delaware Dept. of Labor, Div. of Vocational Rehabilitation	11
J.A. Hill Associates	24	Edward Jones Investments – Christopher Smith, CFP	11
Delaware DNREC	23	Splash! Designworks	10
Pepsi Bottling Ventures of Delmarva	21	Delaware Crime Stoppers	7
Cadia Rehabilitation Capitol	20	The Wills Group, LLC	6
Ronald McDonald House of Delaware	19	Dover Downtown Rotary	5
APG Media of Chesapeake (Adams’s Publications Group)	18	Burke Equipment Company	4
Sandra S. Gulledge, CPA, PA	18	Gracious Heart Nursing Services, LLC	4
Spence’s Bazaar & Flea Market, Inc.	18	American Kidney Care of Dover	3
		Northpointe Bank	3

## New Members

**Dover Team Nutrition**  
 Ms. Maria Olvera  
 79 Greentree Dr.  
 Greentree Shopping Center  
 Dover, DE 19904  
 302-415-4447

**Liberty Mutual – Parris Patten**  
 Mr. Parris Patten  
 63 Charlies Court  
 Felton, DE 19943  
 302-444-9124

**Guardian Emergency Training**  
 Mr. Steven Devenney  
 841 W. Birdie Lane  
 Magnolia, DE 19962  
 610-420-7396

**Primary Residential Mortgage, Inc.**  
 Mrs. Alex Contant  
 302-242-7522

**IMPACT Technology Group**  
 Mr. Justin Kelley  
 913 Snow Hill Rd., Suite A  
 Salisbury, MD 21804  
 410-219-3090

**Ultrasound Express, LLC**  
 Dr. Nina Graves  
 995 N. Dupont Blvd.  
 Milford, DE 19963  
 302-422-2612

**Insight Ag Scouting, LLC**  
 Ms. Nichole Krambeck  
 30 N. Caesar Rodney Ave.  
 Wyoming, DE 19934  
 302-827-3120

# 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 : **Catherine Jenkins of Kent County Tourism Corp.**, for correctly identifying the PEACE sign on The Green in Downtown Dover! Congratulations, Catherine – and thank you for playing our game!

**Correction from the Dec. 2022 Chamber Connections:**  
 The winner of the November Coffee on Us Contest was **Jeffrey Moore of Skyline Catering** who correctly identified the trees at Silver Lake in Dover. Congratulations, Jeffrey Moore, 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.\*\*\*



