

Chamber Connections

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cdcc.net

FEBRUARY 2023

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Attend the CDCC Home & Garden Show on Feb. 17 and 18!



The Central Delaware Chamber of Commerce invites you to our annual Home & Garden Show on Feb. 17 and 18 at the Delaware State Fairgrounds (Dover Building) in Harrington! Join your fellow CDCC members, friends, and the community at large for this FREE event showcasing some of Delaware's best businesses in the Home & Garden Industry!

After successfully orchestrating this event for several years now, the CDCC

is looking to make this year's show bigger and better! The new location will make for a perfect venue to host vendor booths with elaborate displays, demonstrations, and activities. This is the perfect way to check off your long list of the home and garden improvements you've been saving all winter. Now is the perfect time to attend to meet with knowledgeable representatives from

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A Military Affaire: TEAM Dover Unites on Feb. 28

As many of you know, the Dover Air Force Base is home to the 436th Airlift Wing, known as the "Eagle Wing," and the 512th Airlift Wing, our Air Force Reserve associate referred to as the "Liberty Wing." Together, these two wings and their community partners make up "TEAM Dover." Dover Air Force Base employs almost 8,000 reservists, civilians, and active-duty members. While many civilians and

reservists make Delaware their permanent home, those on active-duty call the area "home" for an average of two to three years at a time. They don't live apart from us – they share life with us, and we share life with them for however long we have the privilege.

The Central Delaware Chamber of Commerce (CDCC) is a strong and vibrant part of Team Dover – a design

ation that makes us very proud! The CDCC Military Affairs Committee and TEAM Dover leadership will host the 2023 Military Affaire off-base at the beautifully spacious Noble's Pond Ballroom (13 Noble's Pond Crossing) on Feb. 28. This unique reception is free to attend and will offer delicious hors d'oeuvres and a cash bar. This

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Central Delaware at the Heart of it All!



The Central Delaware Chamber of Commerce (CDCC) will be hosting our monthly Sunset Business Mixer on Feb. 22, 2023, at Jonathan's Landing Golf Course, from 5 – 7 p.m. This is the premier networking event of the Chamber, and the CDCC is so proud to continually offer this event for our

Central Delaware community. Be sure to bring your business cards, friendly faces, and smiles as you mingle at the spacious and accommodating Banquet Room at Jonathan's Landing in Magnolia, Del. Plan to win door prizes, enter in the 50/50 raffle, witness the pinning of new 5-star members, and more! You could be the next member of the month and be featured in the next Chamber Connections issue.

The CDCC is proud to host this

monthly event for members and their friends to provide a place for valuable networking opportunities, friendship, and a chance to support local businesses. These are great opportunities to experience local businesses you may have never visited before. Attend the Sunset Business mixer at Jonathan's Landing to learn about the business, experience the positive atmosphere, and why

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Dina's Digest



PRESIDENT
Dina Vendetti

Calendar of Events

FEBRUARY

- Thursday, Feb. 2**
Leadership Central Delaware
8 am - 5 pm
Government and Politics Day
- Friday & Saturday,**
Feb. 17 & 18
Home & Garden Expo
Friday 12 pm - 6 pm
Saturday 10 am - 4 pm
Delaware State Fairgrounds
- Dover Building
- Monday, Feb. 20**
Presidents' Day
Office Closed
- 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 Meeting
10 - 11 am
CDCC Conference Room & via Zoom
- Thursday, Feb. 9**
Member Orientation
8:30 - 10 pm
via Zoom
- Thursday, Feb. 9**
Capital Reception
5 - 7 pm
Roma Italian Restaurant
- Tuesday, Feb. 14**
CDCC Board Meeting
7:30 - 8:30 am
Faw Casson
- Thursday, March 2**
Leadership Central Delaware
8 am - 5 pm
Public Safety Day
- Thursday, March 2**
Kent County Open for Business
8:30 - 10 am
Kent County Levy Court
- Monday, March 6**
CDCC Executive Committee Meeting
8 - 10 am
CDCC Conference Room
- Wednesday, March 8**
Coffee Coaching
8 - 9 am
via Zoom
- Wednesday, March 8**
Marketing Committee Meeting
10 - 11 am
CDCC Conference Room & via Zoom
- Thursday, March 9**
Member Orientation
12 - 1:30 pm
via Zoom
- Tuesday, March 14**
CDCC Board Meeting
7:30 - 8:30 am
Faw Casson

MARCH

- Thursday, March 2**
Leadership Central Delaware
8 am - 5 pm
Public Safety Day
- Thursday, March 2**
Kent County Open for Business
8:30 - 10 am
Kent County Levy Court
- Monday, March 6**
CDCC Executive Committee Meeting
8 - 10 am
CDCC Conference Room
- Wednesday, March 8**
Coffee Coaching
8 - 9 am
via Zoom
- Wednesday, March 8**
Marketing Committee Meeting
10 - 11 am
CDCC Conference Room & via Zoom
- Thursday, March 9**
Member Orientation
12 - 1:30 pm
via Zoom
- Tuesday, March 14**
CDCC Board Meeting
7:30 - 8:30 am
Faw Casson
- Tuesday, March 14**
Young Professionals Social
12 - 1 pm
TBD
- Tuesday, March 21**
LCD Steering Committee Meeting
12:30 - 1:30 pm
CDCC Conference Room
- Thursday, March 23**
Legislative Luncheon
11 am - 1:30 pm
Bally's Dover Casino Resort
- Wednesday, March 29**
Ambassador Committee Meeting
4:30 pm
Hampton Inn - Milford
- Wednesday, March 29**
Sunset Business Mixer
5 - 7 pm
Hampton Inn - Milford

The Importance of Staying Connected

The Cambridge Dictionary online defines "relevance" in this way: connected with what is happening. Another way to say it is "being in touch," or not being "out of touch." Businesses that are the most successful take steps to make sure they remain relevant – connected – to their customers. They frequently assess themselves to make certain that their products and services adequately fulfill the needs of their clients. As times change, new business trends, platforms, plans, and strategies emerge – in short, things change. It is vital that companies change, as needed, with the times.

an intentional strategic planning process. During those meetings, we will take a close look at what we currently do and identify any gaps that exist. Goals will be set for the next two years by the strategic planning committee. Following that, the staff will meet in retreat to devise plans for reaching those goals, assignments will be made, timelines will be set, and we'll be on our way to what we envision! This is a big moment for the Chamber and an important one. It will be exciting to determine new ways to carry out our mission and serve you in the best possible way.

Your CDCC is not exempt from this kind of assessment and updating. We are, after all, over 100 years old! Even though we look really good for our age, much has changed in our landscape since 1919. A century ago, we were just coming out of World War I, a loaf of bread was 10 cents, the latest technology included the invention of the short wave radio and the pop up toaster, and business was done in person in cash and not on Sundays.

You will notice that we have called this issue of the Chamber Connections "The Showcase Issue." It follows our annual CDCC Showcase Event that was part of the January Sunset Business Mixer. In this publication, we have gathered as much information as we could about the benefits of membership in the CDCC. That makes it the perfect place to remind yourself of all that is available to you. It also makes this the perfect issue to share with business colleagues and friends who are not yet members of the Chamber.

While we are confident that our four pillars of Education, Legislation, Marketing and Networking will always be relevant to business growth, your Chamber is constantly evaluating the services we offer to ensure that they are still the services you, our members, need. We work hard to have our finger on the pulse of what is happening in your business. We are constantly tweaking and editing to maintain our relevance and provide you with the highest quality and most up-to-date services possible that will help you grow and be successful.

Whether planning for the future, enjoying the present, or reminiscing about the past hundred years, we want you to know that you, our members, are always at the center of our conversations. As we make plans and work hard to provide meaningful and relevant services, your needs and your businesses are in the middle of our conversations. We understand that we are only successful when you are successful – and that is why your Chamber is at the heart of it all.

This month, the CDCC will in engage

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

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

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CORNERSTONE MEMBERSHIP

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Welcome Pratt Insurance to Cornerstone Membership!

Since 1880

PRATT INSURANCE

What happened to good, old fashioned, traditional customer service? Most of us have wasted time trying to call a customer service desk only to be forced to run the gauntlet of automated questions: "If you would like to know the status of your account, press one. If you would like to know the amount of your last invoice, press two." On and on it goes. People want to be treated as people. They want to know that their needs will be addressed, not simply regarded as items to be handled. Here lies the core power of customer service and why customer service should be "old fashioned." Customer service is everything.

It's a matter of adding a human touch. The human touch is important to old-fashioned customer service, simply because it works when executed with care. This not only builds your business' credibility but also your customer's loyalty. It is standing in your customer's shoes and seeing the world as they see it through that foundational relationship. If you understand the customer's goals, then you can deliver on them and beyond. You can be a pillar in the community that stands firm on your mission, which is exactly what Pratt Insurance, Inc. has been doing since 1880. The CDCC is thrilled to have Pratt Insurance as a new Cornerstone Member!

Pratt Insurance is a leader in the insurance industry with over 143 years of excellence, innovation, and commitment to providing quality and comprehensive insurance coverage. They offer the highest level of knowledge, exper-

tise, and service to their clients. Pratt Insurance was founded in 1880 and is Smyrna's oldest continuous business. Commercial, personal, life, health, equine, municipalities, contractor, small businesses, farms and insurance claims are just a few types of businesses that depend on Pratt Insurance to provide them with coverage when they need it the most.

Clients can rest assured that their insurance needs are anticipated, customized, and managed for the peace of mind they deserve. Pratt Insurance is an independent insurance agency representing regional, national, and international insurance carriers. Howell F. Wallace, CEO, has owned and operated Pratt Insurance for the past 47 years and he is the 5th owner in his position. After proudly serving with and receiving an honorable discharge from the U.S. Marine Corps (1963-1969), Howell joined the Pratt Insurance team in 1974. In 1976, after learning the industry at the grassroots level, he was named President and CEO. Under Wallace's leadership, Pratt Insurance has grown significantly, expanding the geographical service area as well as Pratt's product line, while also adapting to the ever-changing needs of the community and the insurance agency itself.

One thing that has not changed during his decades of ownership is Wallace's commitment to honoring Pratt's legacy as a trusted insurance partner and an industry leader. "We will do our absolute best to get you a quality product, at an affordable rate, and we will walk you through every step of the way," Wallace promises. Pratt Insurance has an impressive 98.5% customer retention rate that speaks to their longevity.

Also noteworthy is Pratt Insurance's

spirit of generosity and long-standing commitment to community service and involvement, which the CDCC is proud to recognize in this new Cornerstone Member of our non-profit organization. Pratt Insurance works with schools to identify 2-3 families every Thanksgiving and gift them with a Thanksgiving Dinner and groceries to feed them for a week. Pratt Insurance adopts 25 patients at the Delaware Hospital for the Chronically Ill. They are supporters of Nemours, the Ronald McDonald House, Code Purple and fire companies across the state. Pratt Insurance employees also support 12 different charities with the proceeds collected from their monthly "Casual Days." Pratt is very involved with the veterans community in Smyrna/Clayton, where they helped build a memorial monument, and so much more.

The seeds of generosity and community service are sewn throughout the work at Pratt Insurance. Howell Wallace is inspired by his long-time friend, Alan Kirshner, who has played an instrumental part in his life. Kirshner, a retired CEO, and overall "good guy" has taught Wallace a lot about life, and how important it is to be generous and help people. Kirshner advised Wallace that, "If you help someone and your efforts go unappreciated (don't allow that to harden your heart), don't worry about it, move on (and continue your journey of grace)." Wallace and Kirshman enjoy traveling all over the country with their spouses and are equine enthusiasts. Wallace's Marine drill instructor also motivates him as he remembers his voice saying, "You're not tired, keep walking."

Pratt Insurance looks forward to growth with other products. They have one central location in Smyrna (4 Village Square) serving DE, PA, MD, VA

and NJ, but are licensed in 37 states, and are licensed in KY, TX, and CA as providers of equine mortality insurance. Currently, they are 32 employees strong, and there is exciting room for growth. As difficult as it can be to find licensed insurers, they promote from within too, to keep things running smoothly. The majority of Pratt's employees are local and have been with the company at least 20 years, offering great support and longevity to their clients. They team enjoys working and playing together equally as hard as they give back to their community.

The Central Delaware Chamber of Commerce welcomes the Pratt Insurance Agency into Cornerstone Membership, and we look forward to working and sharing every advantage the Chamber has to offer. Pratt Insurance is very proud of their affiliation with the CDCC and looks ahead to increasing their presence with the unique opportunities offered at the Chamber. The CDCC is inspired by Pratt Insurance's endurance and dedication to their dear neighbors, their community. The CDCC is confident that Pratt Insurance will be an exceptional Cornerstone Member, supporting the way for the betterment of Central Delaware.

For more information about Pratt Insurance, Inc., please visit their website at www.pratt-insurance.com, or give their office a call at (302) 653-6681.



R&R provides headache-free, local-minded property management



While R&R Commercial Realty offers top-shelf service to buyers and sellers on Delmarva, one of our lesser-known services is property management.

As anyone who owns a commercial

property knows, they're management intensive. To produce the maximum return on investment this asset class needs constant attention. Responding to emergencies and staying on top of routine maintenance are bare minimums. But, deep market analysis,

innovative tenant acquisition/retention strategies and shrewd capital improvement projects are all needed to take these investments to the next level.

R&R Commercial Realty has been

BREAKING NEWS: The LCD Class of 2023 Takes on Media & Communications Day

How does one discern what is okay to report and what isn't? How does a printing press work? How do you write an effective speech? How can we create spaces for positive discourse online? What does a career in TV news look like? How does the Dover Air Force Base share information with the public? These are just some of the questions that were answered for the Leadership Central Delaware Class of 2023 on their Media & Communications Day, beginning at the one and only Delaware State News and Delaware Printing Company.

Media & Communications is an industry that most people can find useful and combine with any other field of work. Today's media landscape is pervasive, swift, influential and more important now than ever. Prominent staff members from the Delaware State News (DSN) were present for a panel discussion to set the tone for the day on this key economic driver of Kent County. Andy West, Executive Editor at the DSN, and Amber Startt, Senior Credit Analyst at Dover Federal Credit Union, co-chaired this successful day to share just a glimpse of what the industry looks like in Central Delaware. The class came prepared with thought-provoking questions for the panel.

After a tour of the Delaware Printing Press, the class had to put on their reporter's thinking caps and voices as they completed their mock press conference exercise, reporting on a fictional shooting incident at a local apartment complex. This exercise made the group think critically about how they would report the story to the public with such little information given at the time. The class did a stupendous job of stating the facts, initializing a call of action and challenging their linguistic skills.

Once their scripts were written for the report, it was time to drive to Polytech High School for a tour of their impressive Broadcast Media Vocational Studio. Here, the new "reporters" downloaded their scripts to the teleprompter, mic'd themselves, sat tall

behind the desk and delivered the news exceptionally. The supporting crew in the sound bay was equally impressed by their broadcasts. Great job to the LCD Class of 2023 on knocking this hands-on exercise out of the park! The CDCC wishes to thank instructor, Mr. Gleockler, and his wonderful students for a guiding tour of their facility and for welcoming the class.

Next, the LCD Class made their way down the halls of Polytech to the Looking Glass auditorium for lunch and the afternoon's enlightening presentations. The Polytech Culinary Arts students provided and served a delicious fueling lunch to continue the day. The first speaker of the afternoon was Darel La Prade, Delaware State News Publisher. He shared an intimate and thought-provoking presentation on "The Civility Project." This project is a new initiative from the DSN to inspire and facilitate better spaces for civil discourse, especially in online spaces. He addressed the increasing polarization of American society and its relationship to real and fake news. He stated how the DSN will continue to hold up or stand up "solutions-based journalism," focusing on transparency, accuracy, and respect from all sides of the discussion.

His presentation transitioned into a Q&A session with Torie Seagraves, WRDE NBC Coast TV News Reporter and Polytech Broadcast Media Alumni. Seagraves delivered an eloquent play-by-play of her day as a reporter, how she tackles tough and painstaking news stories, and finding her footing in her career. Everyone in the room hung on her every word when hearing about her first-hand experiences in the profession. She provided a great insight through the lens of a local young reporter.

After a short break, Andy West returned with a few striking photos from past news stories. The class had to think about whether or not they would publish photos such as a woman in visible heartbreak after a traumatic incident, or a photo documenting a victim. It's a tough line to balance

between reporting the facts and maintaining proper ethics.

On a lighter note, Dr. Rev. John Moore, nationally-renowned public speaker, Martin Luther King Jr. impersonator, and Director of Philanthropy and Engagement at the United Way of Delaware, brought his infectious energy to the day with his step-by-step demonstration on how to deliver and write an effective speech. The class took notes diligently and gave high remarks for Dr. Moore's expertise. As present and future leaders, they will certainly apply these tips and skills to their next speech.

Last, but not in any way least on the agenda, Media & Communications Day rounded out with a presentation from Veronica Aceveda, Chief of Public Affairs of the 512th Airlift Wing from the Dover Air Force Base. From her time with the class, it was helpful to learn how the Dover Air Force Base communicates with the public, locally and nationally. The class learned special techniques in answering questions and presenting information to an audience in an efficient, factual, and cohesive way. The sharing of the "Briefing Card" technique was incredibly useful to the class, as well as ways to practice comfortability in public speaking, no matter the instance.

The first class of the New Year for the LCD Class of 2023 was full of important messages - we hope the Class grasped them all! The CDCC

thanks Co-Chairs, Andy West and Amber Startt, for their extraordinary help in making this day a successful one to be remembered forever. Thank you to all of the incredible speakers who added their insight to the day. There are leaders all around us here in Central Delaware, and the CDCC is proud to witness and be along for this beautiful journey with the LCD Class of 2023. We can't wait to see what this year holds for this group of 28 amazing leaders!





R&R REALTY

Continued from Page 3

a market leader in these services since 1996. Since then, we've established long-standing contracts in all three counties of Delaware and built a network of nationwide industry contacts.

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Delmarva peninsula, reputation counts. Ours is one of competence, reliability, conscientiousness, determination, and professionalism. It's our job to know this market, and we've developed an understanding of it that only comes with decades of experience.

By putting R&R Commercial Realty to work as your property manager, you get our team, reputation, and the institutional knowledge that's been painstakingly acquired through years of hard work. That's a superior product available nowhere else in Delmarva.

Established in 1996, R&R Commercial Realty is a highly successful real estate firm located in the center of the Delmarva Peninsula. With a focus on commercial real estate, R&R is one of the most visible and well-respected local firms. Services include commercial & industrial sales and leasing, land sales and development as well as property management.

For additional information about R&R Commercial Realty and its extensive inventory of commercial property, call 302-674-3400, email info@randrcommercialrealty.com or visit the website www.randrcommercialrealty.com.



Commercial assets like the Edgehill Shopping Center on Route 13 in Dover are one of the many properties in Delaware that R&R provides property management services for.



A Great Way to Start the New Year!

The CDCC's Trifecta Event

January 25, 2023, was a special night for the Central Delaware Chamber of Commerce's (CDCC) friends, community, and newcomers alike! Our beloved Central Delaware community gathered at the beautifully renovated Delaware Agricultural Museum and Village in Dover for a supportive evening full of life, laughter, and leads.

This three-in-one event orchestrated by YOUR CDCC combined our monthly Sunset Business Mixer, Member 2 Member Expo, and CDCC Showcase. The CDCC opened this event to the public to encourage the community to come by and learn about the many different programs, benefits, and events the CDCC organizes throughout the year. In addition to learning about the CDCC, we couldn't pass up the opportunity to allow our amazing members display their goods and services with tabletop displays all around the room. Between door prizes, table freebies, coupons, and drawings. It was gifts and goodies galore for our guests – very exciting!

The CDCC would like to thank everyone in attendance for making this event a success to be remembered from the visible connections and relationships made that evening. Thank you to our event vendors for being present, engaged, cheerful, and trusting the CDCC in sharing your story. We hope you made great connections and leads with new customers and your fellow Chamber members. Our members bring all of

our events to life, and for that we are so grateful and proud to facilitate the growth of your business and presence here in Central Delaware! The CDCC couldn't do it without our wonderful attendees like you!

A special congratulations to Dover Federal Credit Union's Travis Frey, CDCC Board Member, Leadership Central Delaware Class of 2022 alum, for receiving his 5-Star Journey Pin at the event! This signifies his dedicated engagement with the CDCC by completing the steppingstones on his journey. Check-in with the CDCC to see where you are on your 5-star journey.

The CDCC extends a special thank you to the accommodating staff at the Delaware Agricultural Museum & Village for opening their exquisite venue space to us to make this event possible! Contact Mrs. Carolyn Claypool, Executive Director, at (302) 734-1618 for more information about booking your special event. Their newest Smithsonian exhibit titled Crossroads: Change in Rural America is now officially open to the public as of Feb. 4 – Check it out while it's here until April 15!

The CDCC will see you soon at our next Sunset Business Mixer at Jonathan's Landing Golf Course on the last Wednesday of the month, Feb. 22, from 5 – 7 p.m. For more information, call the CDCC office at (302) 734-7513 or register online at cdcc.net. See you there!





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It's Time to Nominate Excellence!

"Every job is a self-portrait of the person who did it. Autograph your work with excellence."

– Ted Key, American Cartoonist and Writer.

The Central Delaware Chamber of Commerce (CDCC) is comprised of over 700 businesses who all strive to achieve their very best and who excel in many ways. Every year, the Chamber recognizes those who, according to their peers, have truly achieved excellence. Excellence is the result of caring about what you do and putting your very best effort into your craft. It is an outward expression of inner integrity, passion, and strong motivation to make a difference. Excellence is a measure of consistent, superior performance that surpasses requirements and expectations. Excellence is the best of the best and the CDCC is proud to be able offer a stage and forum for businesses to highlight their peers.

It's time again for the members of the CDCC to nominate those who have achieved excellence in business. Nominations are collected for three prestigious categories: Young Professional of the Year (individuals between 21 and 35 years of age), Small Business

of the Year (for companies of up to 50), and Large Employer of the Year (for companies of more than 50). The nominations are reviewed by a committee made up of previous winners who select three nominees in each category. This is followed by a vote of Chamber members – YOU, which determines the winner. Finally, awards are presented in June at the Awards for Excellence Celebration to mark a triumphant end of the CDCC's fiscal year.

Last year's Awards for Excellence winners were Matt Bacon of Roma Italian Restaurant – Young Professional of the Year; Mike and Becky Marasco – Tre Sorelle Dolce Ice Cream & Mini Golf, Small Business of the Year; and Dover Federal Credit Union – Large Employer of the Year. As you, our members, consider nominating businesses for the Excellence in Business Awards, know that your vote matters. Every nomination is valuable, and because they come from business



Tre Sorelle Dolce Ice Cream & Mini Golf wins Small Business of the Year Award

colleagues and peers who understand what it takes to operate a successful business. Each nomination has the potential to encourage nominees in deep and meaningful ways.

It is imperative that the members of the CDCC business community support each other's success. There is so much good happening in Kent County that it is hard to choose a "best" (trust us, we know!). Nomination forms can be found in this month's CDCC mailer and will be available online. For more information about making nominations, please call the CDCC Office at (302) 734-7513 and check



Dover Federal Credit Union wins Large Business of the Year Award



Matt Bacon of Roma Italian Restaurant wins Young Professional of the Year Award.

our website at www.cdcc.net. Let's encourage the work of our fellow member businesses and applaud their exceptional work - it's time to award excellence. The CDCC can't wait to hear from you and celebrate with you in June!

21st Annual Legislative Luncheon is Coming in March!

If you couldn't tell by now, the Central Delaware Chamber of Commerce is in event season! We have another event you will want to add to your calendars: the 21st Annual Legislative Luncheon occurring Thursday, March 23, in the ballroom at Bally's Dover Casino Resort from 11 a.m. – 1:30 p.m.!

The purpose of this event is to create the opportunity for the Central Delaware business community to meet face-to-face with Kent County's State Senators and Representatives about pertinent business issues. This is a chance for open dialogue concerning pressing topics in a light-hearted atmosphere.

The CDCC monitors legislation for all its members, but we understand that our members would like the chance to meet personally with lawmakers and hear directly from them their current stance on relevant bills and economic concerns. This event has a reputation for being a common denominator between two important groups of Central Delaware's society.

During the event, members of the

Legislative Affairs Committee will rise and pose pertinent questions to the gathered lawmakers regarding the issues that make up the CDCC's legislative agenda. This event will give our business community a chance to hear from each legislator their involvement in current issues, and what changes to expect. For legislators, this event will give them the opportunity to understand which issues are most important to their business constituents. The discussion will be kept to the issues that promise to have the most impact on business in Central Delaware. This event traditionally leads to subsequent conversations in which lawmakers can hear first-hand about the impact legislation will have on their business constituents.

Very valuable information will be addressed and shared at this event, and it is important if you are in the business community of Central Delaware that you be present in the room and make your voice heard. Delaware is unique in the fact that we are small but mighty and can reach a Legislator fairly easily. In the First State, it is more likely to

get your voice heard where and when it matters most. Do not miss this opportunity to learn how upcoming laws could impact the economy and your business!

The CDCC would like to thank our primary sponsor BIG Investment Services for supporting this event! Thank you to our General Assembly Sponsors: C.S. Kidner Associates / Capitol Strategies, Delaware Association of Realtors, Delaware Municipal Electric Corporation (DEMEC), Del-One Federal Credit Union, Dover Motor Speedway, Dowding Resource Group, Highmark Blue Cross Blue Shield Delaware, Parkowski, Guerke & Swayze, P.A. and Pepsi Bottling Ventures of Delmarva.

The CDCC extends an additional thank you to our Platinum Sponsors: Century Engineering – A Kleinfelder Company, Chesapeake Utilities Corporation, Dover Federal Credit Union, G. Fedale Roofing & Siding, Harrington Raceway & Casino, Kraft Heinz Company, PAM Health

Rehabilitation Hospital of Dover, Pratt Insurance Inc., and R&R Commercial Realty. Thank you to all our sponsors for making this event possible for the CDCC and our valued members!

A special thank you the accommodating staff at Bally's and Royal Prime for hosting this event and welcoming the Central Delaware community into their beautiful facility.

For more information about this event, please contact the CDCC office at (302)734-7513 or purchase your tickets online at www.cdcc.net on our Calendar of Events. You do NOT have to be a member to attend. We can't wait to see you at the 2023 Legislative Luncheon on March 23, in the Ballroom at Bally's Dover Casino Resort from 11 a.m. – 1:30 p.m.!



2023 Economic Forecast Recap!

The Central Delaware Chamber of Commerce's (CDCC) 2023 Economic Forecast Breakfast, brought to you by Signature Sponsor BIG Investment Services, was an educational success! Guests filled the beautiful ballroom at Maple Dale County Club in Dover on the crisp morning of Jan. 31 to start their day on the right foot!

The CDCC wishes to thank everyone who attended and hopes they gained beneficial information about the current economic landscape at the local, state, and federal levels. Special thanks to BIG Investment Services for sponsoring this event; to Maple Dale Country Club for allowing us to use their facility and serving a delicious breakfast; and to our financial experts, David Boothe, Brenda Wise, and Linda Parkowski, who served as amazing speakers for the day. Each spoke eloquently and made their information easily digestible to the audience of various business professionals, public servants, and distinguished guests.

David Boothe, President and COO of BIG Investment Services gave a detailed and personable discussion about the current market trends, his advice for where to allocate assets, and the likelihood of a recession. Next,

the room heard from Brenda Wise, Director of Policy & Communications at the Office of Management & Budget for the State of Delaware. She thoroughly provided a detailed presentation regarding the State's anticipated expenditures and budgeted items. She highlighted the funds designated for workforce development, education infrastructure, and healthcare. Finally, Linda Parkowski, Executive Director of the Kent Economic Partnership stepped to the podium to share projects which her organization has completed and which are underway. She brought attention to the efforts of "site readiness," which is vital in making Central Delaware a prime location for companies wishing to relocate. She also addressed the need for better strategies in workforce development.

The CDCC is hopeful that all our guests walked away feeling more equipped to handle their personal and professional assets in regards to the future of the economy in the State of Delaware.

Thank you again for attending this year's Economic Forecast Breakfast. The CDCC wishes you and your business great fortune throughout 2023. We hope to see you next year!



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CDCC SHOWCASE

The CDCC At Legislative Hall – A Member Benefit

The CDCC would like to shine light on one of our biggest hidden gems of membership – the monitoring of legislation and advocacy! We all know well that the conversations, actions, bills, and laws coming from our Representatives, Senators, and Governor at Legislative Hall, have the ability to directly impact the way the Central Delaware business community conducts business for their livelihoods and the livelihoods of their employees. The interests of small businesses are at the forefront of the CDCC’s mission of being “THE essential resource for the development of businesses in Central Delaware.” Monitoring legislation and making sure our member’s voices are heard on the Legislative floor is just one way the CDCC continues to ensure that Central Delaware is “THE place to

live, work, and play.”

The CDCC has a Legislative Affairs Committee whose purpose is to monitor legislation on behalf of the membership body at the federal, state, county, and municipal level. The committee’s purpose is to help represent the CDCC’s position on various legislative motions that will affect the small business community and our member businesses. They maintain crucial communication with elected officials to stay updated on pressing matters. In addition to this committee, the CDCC has two lobbyists who represent the organization and its members to protect the interests of all members.

This committee also hosts elected candidate interviews focused on business issues which are published right here in the Chamber Connec-

tions newspaper and on the website.

These interviews are done to help our members know where those running for office stand on the issues that will affect their businesses. To create better connections, this committee hosts the Legislative Luncheon, an event with the purpose of bridging together elected officials and CDCC’s members to share their views, opinions, facts, and information regarding law matters. This year’s Legislative Luncheon will be held on March 23, 2023, from 11 a.m. – 1:30 p.m. at Bally’s Dover Casino Resort. Tickets are \$55 for Chamber Members and \$60 for nonmembers if paid by March 9. For more information or to register for this event, please visit cdcc.net or call (302) 734-7513! The CDCC will be thrilled to see you there!

The CDCC works closely with the House Small Business Caucus to guarantee valuable input on business-related bills to increase CDCC’s awareness in order to create positive change.

The CDCC disseminates important information from Legislative Hall in Downtown Dover to its membership base through “Legislative Alerts” and “Call to Action” emails.

As you can see, the CDCC surely has its foot on the ground regarding Legislative matters that matter most to you. As busy business owners, the CDCC understands you do not have the time to monitor legislation, track bills, lobby, or contact elected officials – leave that to the CDCC and rest at ease knowing you have an advocate on your behalf who cares about the same issues you do.



CDCC Board of Directors – Guiding Lights

The CDCC is very appreciative of the group of Kent County business leaders from various influential industries who comprise our Board of Directors. This collection of powerful minds volunteers time, energy, and expertise to the Central Delaware Chamber of Commerce out of their pure desire to support our members, the community, and the CDCC’s mission to be “THE essential resource for the development of businesses in Central Delaware.”

You will find the CDCC’s current Board of Directors on the CDCC’s official website: www.cdcc.net. You will see they are a curated group of hard-working, skilled, involved and invested visionaries who want Central Delaware’s business community to thrive making Central Delaware “THE place to live, work, and play!” From their widely diverse industries, they bring their own perspectives, experiences, and ideas to the table when the CDCC staff, members, and the business community needs them the most.

The Board of Directors meets once a month, outside of special events, to vote

on policies and make decisions affecting the future of this organization. Community leaders, such as representatives from Kent County Levy Court, Kent Economic Partnership, Kent County Tourism, Dover Air Force Base, and the City of Dover, are included in these meetings to maintain the Board of Directors’ relationship with the community at large, and to stay updated on recent projects, changes, or potential problems. This creates a sense of unity among “branches” of the CDCC and Central Delaware.

Although the Board of Directors makes formal votes on motions, it is still very much a collaborative and behind-the-scenes effort in directing the CDCC’s present and next steps. There is great support, creativity, and camaraderie that exudes from our Board of Directors, and we couldn’t be more grateful to have such a dedicated team of guiding lights. The light of their time and labor shines brightly through the CDCC’s events, relationship with the community, and daily office practices.

CDCC SHOWCASE

CDCC Coffee Coaching: Start Your Day on the Bright Side!

You're already at work, in the office or at home, and you have your coffee made just the way you like it — it's a Wednesday, you're almost over the hump of a productive week, and it can only get better from here! You woke up on the right side of the bed and are ready to engage and learn something new for yourself and your business! You're logged in via Zoom and ready to be a sponge and absorb new information by an expert on the subject. You're at a CDCC Coffee Coaching session!

Coffee Coaching is virtually all you need to keep growing, expanding, learning, and connecting with business professionals of various industries. Your CDCC's Coffee Coaching sessions provide a time and place for thoughtful collegial conversations about new trends in business, important success-building skills, strategies for growth and the sharing of great ideas. You'll be happy to hear that currently all Coffee Coaching sessions are highly convenient because they are now via zoom. Sign on to zoom from 8-9am before you head into your workday

for a thought-provoking session with professional CDCC members sharing a relevant topic with you!

The CDCC just wrapped up a 3-part marketing Coffee Coaching series from 3 different member businesses who shared this expertise in the digital, print, and mass media messaging industry. This was a great series coupled with great attendance from our members like you! If you attended any one of those sessions in the fall of 2022, we'd love to know what you gained from them. Stay tuned for this monthly educational session, always on the 2nd Wednesday of the month, via zoom, from 8-9am — you never know what you'll learn and use in your business professional journey moving forward!

This is a FREE member benefit of the CDCC, and we want you to take full advantage of the pertinent information being offered to you each month. We want to continue to foster a safe space for positive discourse, learning, and innovative thinking to all CDCC members. Consider sharing this session with all of your employees as well —

they are covered under your membership and all are invited to learn with us!

Our one-hour Coffee Coaching sessions typically consist of a 30 to 40-minute presentation with time afterwards for questions, idea sharing and brainstorming. Your CDCC is currently working hard to schedule intriguing and knowledgeable speakers and presenters who are eager to share their craft with those who want to learn. If you have an idea or inclination to lead a Coffee Coaching session on a relevant topic of your expertise, please reach out to the Cindy Friese at cfriese@cdcc.net to learn more!

If you are interested in registering to attend a CDCC Coffee Coaching session, please do not hesitate to call the CDCC office at (302) 734-7513 or register online through our calendar of events at cdcc.net. We can't wait to learn and connect with you! Also — if you have an idea or inclination to lead a Coffee Coaching session on a relevant topic of your expertise, please reach out to the Cindy Friese at cfriese@cdcc.net to learn more!

Make Your CDCC Membership Work for You

Educational opportunities designed to help you grow your business... a voice at the General Assembly speaking on your behalf about decisions that impact the business community... advertising and sponsorship opportunities that bring name recognition and help tell your story... a strong framework of business relationships... 75+ events per year created to help you meet people, exchange information and gain qualified leads... these are all benefits that come with your Central Delaware Chamber of Commerce membership.

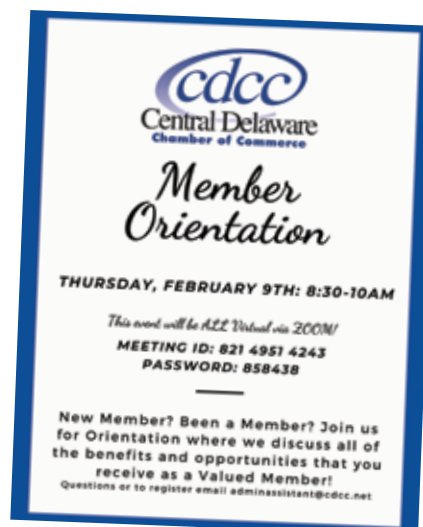
Are you taking advantage of all that our Chamber offers? Are you participating in all the opportunities available to help your business succeed and grow? The CDCC's Member Orientation sessions are designed to help you, our members, get the most out of your membership. We want you to get everything you can from the services, events, and activities we have to offer, but that can only happen if you know what they are, and which ones will most benefit you.

Each month, on the second Thursday of the month, members gather via ZOOM to hear about the ways your Chamber works for you. These virtual sessions are not just for new members, they are also for longtime members as well. We want you to stay current on all that is happening at your Chamber, and we especially want you to be aware of new opportunities that come along and new services as they are added. (For example, did you know that by logging in to your member portal on our website you can begin saving money at Staples? This "for members only" promotion will provide you with discounts on supplies as well as printing services!)

Often attendance at these sessions is followed by the creation or the review of members' journey maps. We long for the opportunity to meet with each of you to create a journey map that will assist you in making the most of your membership. We want to be your most essential resource for the development of your business — but that will only happen if you become familiar with

what we can do for you, and if we become familiar with the goals you have in place for the growth and expansion of your business.

The next Member Orientation session will be held on Feb. 9, from 8:30 – 10 a.m. To register for this FREE session, contact the CDCC Office at (302) 734-7513. We look forward to helping you make your membership work for you!



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Central Delaware
Chamber of Commerce

Member
Orientation

THURSDAY, FEBRUARY 9TH: 8:30-10AM

This event will be ALL Virtual via ZOOM!
MEETING ID: 821 4951 4243
PASSWORD: 858438

New Member? Been a Member? Join us for Orientation where we discuss all of the benefits and opportunities that you receive as a Valued Member!
Questions or to register email adminassistant@cdcc.net

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The CDCC's Young Professionals Social is Rebranding!

For the past 8 years, the CDCC has coordinated the Young Professionals Social (YPS) for the membership body between the ages of 21 and 25 to meet at a local location, network, learn from various speakers centered around the topics of workforce development. The group would meet every other month from 12 – 1 p.m. for lunch and the chance to network with like-minded individuals. In the past several years, attendance has waned, as expected through the pandemic, and therefore the CDCC is channeling its efforts into revamping this valuable program and opportunity for its members to connect and learn on a regular basis.

The CDCC is focused on relevancy, grappling with overarching questions like “As times change, how does the CDCC remain relevant to its members and the community?” “What do new professionals need from us?” “How can the CDCC foster a new generation of leaders and generate a promising future?”

We are proud of the diversity within



our membership base, but, as expected, those who have the privilege of attending the nighttime Sunset Business Mixers or paying for our ticketed events frequently are not those who just started a family, a new position in a new career, or simply have limited time for travel. The CDCC wants members and the community to know that we value your engagement in whichever ways are comfortable and accessible for you, and we want to continue to provide pertinent information that is valuable to you (and your employees). We understand that, although age can be a constructive classifier, it can also be exclusionary. Age is spectrum, everyone is on their own path to success, and each journey looks different and doesn't always abide by our boundaries of age. In “real” life, each business journey is unique.

With this in mind, the CDCC is very excited to work towards the rebranding of the event formerly known as the Young Professionals Social. The CDCC organized a Think Tank meeting in January comprising local leaders in our membership to brainstorm ideas to rebrand, increase effectiveness, and participation. The meeting went extraordinarily well and left us all excited and with many things to consider – such as a new name! A name that captures the new essence of this event, regardless of age. The CDCC

wants to make this event monthly, but alternating between one session being in person, and the following month's session being via Zoom. The CDCC feels that this will increase accessibility, while maintaining the incomparable spirit of in-person communication.

The CDCC will be busy scoping members who are experts on introductory topics such as, professional development, time management, mentorship, public speaking, customer service, goal-setting, problem solving, multi-tasking, resume and portfolio building, and more. These topics are geared toward anyone who finds themselves wanting to learn something new in a personal and instantly applicable way, relevant to the obstacles they may be facing. We are aiming to make a proper balance between two pillars of the CDCC: education and networking.

The CDCC is open to input from our members who are interested in attending and leading this learning session in the coming months when the program returns on March 14, at the beautiful Biggs Museum of American Art in Downtown Dover.

Employers, the CDCC needs your help in disseminating this new information to your employees who you think would benefit from this program. We need your help in translating the value of attending these sessions



to your employees. Encouragement and approval to attend will mean so much more coming from you as an employer to an employee. This benefit is a part of your CDCC membership, and investing in your employees is an investment in your company. We want you to get the most out of your membership with us by urging your staff to stay engaged, ready to learn, and be a part of Central Delaware's vibrant community for decades to come!

We urge you to stay tuned to the rebranding of this program and all it will offer to those who need it the most! We look forward to further facilitating connections and opening minds for all leaders embarking on their personal journeys with their companies and the CDCC.

If you or someone you know is interested in attending and/or leading a session in the coming future, please reach out the CDCC office by calling (302) 734-7513! We are so excited to see where this new adventure leads for you – our members!

Military Affairs Committee – Supporting TEAM Dover!

As the proud receivers of the coveted Abilene Award for 4 years, the Central Delaware Chamber of Commerce (CDCC) is honored to have a strong relationship with our service men and women at the Dover Air Force Base (DAFB). “The Abilene Trophy is awarded annually to the community in Air Mobility Command that is most supportive of its local Air Force Base. Formally known as the Air Mobility Command Community Support Award, it has been awarded since its establishment in 1998. The award's sponsor is the Abilene, Texas Chamber of Commerce,” reads the Abilene Texas Chamber of Commerce website. Visit our website www.cdcc.net for more information highlighting the CDCC's 2022 win of the Abilene Trophy.

This wouldn't be possible without the amazing relationship we have

with the DAFB, which is maintained through the people who comprise the CDCC's Military Affairs Committee. This committee meets 4 to 6 times a year and is responsible for the planning and execution of three annual events which provide networking opportunities for CDCC members and military personnel to maintain and strengthen the positive and supportive relationship between the CDCC and DAFB, otherwise known as TEAM Dover.

The Military Affairs Committee can't wait to welcome two crucial branches of the community together under one roof for the Annual Military Affaire occurring THIS Feb. 28, 2023, at the beautiful ballroom at Noble's Pond (13 Nobles Pond Crossing) from 5:30 – 7:30 p.m. Military Affaire, usually a winter event, provides an opportunity for community members

to meet with the leadership of the Base and other military divisions in a casual setting – an opportunity that doesn't come around very often. To register for this year's Military Affaire, please contact the CDCC office at (302) 734-7513 or register online here at www.cdcc.net.

In addition to the Military Affaire, this committee is responsible for orchestrating the CDCC's Annual Bluesuiters Golf Tournament, which pairs two airmen and women with two business professional members to connect, have fun, and build relationships. Stay tuned for more information coming this spring on this event and how you can be involved!

The State of the Base Briefing Breakfast, held annually in November, is always a tremendous success! Business members of the community

hear the intricate and profound stories of multiple servicemen and women throughout various branches of our defense. Guests hear directly from Col. Husemann on the current missions and accomplishments of the DAFB. This event is attended by Delaware's Congressional delegates, Delaware's governor, military commanders, state elected officials, and members of the Central Delaware business community. The CDCC wishes to connect the DAFB with the community because they are influential pillars of the Central Delaware economy, which impacts residents' day-to-day life.

If you or your business is interested in a valued relationship with the DAFB, consider sponsoring or attending an event with the CDCC! Give the office a call today at (302) 734-7513 to get started in making an impact!

CDCC SHOWCASE

Leadership Central Delaware: The Emerging Class

Are you looking to take that next step in your career or professional journey? Are you looking to take a deep dive into the world of Kent County? Are you looking to connect with a diverse group of people with like-minded goals? If you answered yes to any of these questions, look no further than the “Diamond Program” of the Chamber – Leadership Central Delaware (LCD)!

Leadership Central Delaware is a 10-month leadership development adventure that creates effective, dynamic, and knowledgeable leaders. LCD prepares the leaders of tomorrow with the information, knowledge, and resources they need to make Kent County a better place to live and work. Each year participants from various member business go through an applications and interview process to form a class of 28 individuals who will embark on a new journey together as they grow their personal and professional networks, their knowledge of Kent County, and hear from important leaders in the community.

Emerging leaders from various industries create long lasting bonds beginning at their Opening Retreat overnight stay in Rehoboth in September. From there the fun and is only just beginning – they will meet on the first Thursday of every month from October to June for their class days that focus on a key economic driver

in Kent County such as Agriculture & Agri-Tourism; Energy & the Environment; Healthcare; Government & Politics; Criminal Justice & Public Safety; Media & Communications; Economic Development; and Education and more! The class is expected to be in for a ride (and not just a hayride) on each of their jam-packed class days full of tours, presentations, activities, and connections from 8 – 5 p.m. We wish there were more hours in a day to spend with the class because there are just so many great things to see, do and learn about Central Delaware! The LCD program is a glimpse into the behind-the-scenes of Kent County. Whether you are a Delaware native or a recent resident, the CDCC guarantees your commitment in the LCD program will surprise and open so many doors for you!

LCD connects emerging leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased value, individually and professionally. Participants in the program can expect to develop the following skills: team building, delegation, goal setting, innovative thinking, creative marketing, problem solving, decision making, ethical and moral discernment, assessment, evaluation and more. Class members will gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the

community, connections with people of influence and an understanding of the importance of collaboration among businesses.

The CDCC would like to take a moment to thank the many supportive businesses who have sponsored this amazing program year after year – we couldn’t keep providing this opportunity to the community without you – thank you! Sponsors of the CDCC’s “Diamond Program” receive 10 months of advertising to over 1,300 people through numerous CDCC activities, engaged and connected employees ready to make a positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work and play. Thank you to our LCD alumni who have stayed engaged, impacted their community for the better, and continue to spread the great news of this program.

Ask the CDCC’s network of over 500 graduates about their experience and benefit from the program – the CDCC sees and hears of the connections made every day from LCD and we couldn’t be more proud to facilitate a space to allow Central Delaware expansion to flourish!

To learn more about the Leadership Central Delaware program, visit our website at www.cdcc.net or call (302) 734-7513.

The CDCC Resource Guide: All You Need to Know About Central Delaware!

If you asked the Central Delaware Chamber of Commerce about the things to do and see in the area, we wouldn’t know where to start to guide you on the road to endless discoveries! There are so many things worthy of your attention here in Central Delaware that we just had to put them in one central location: The official CDCC Resource Guide! This annual publication is the perfect tool for newcomers of the area and a great refresher for longtime residents as well.

The CDCC’s Resource Guide is your one-stop destination for everything you should know about Central Delaware’s business community. On full-color glossy pages, this 96-page reference guide will include all the

details you need about taxes, Delaware industries, local and state government, tourist attractions, housing, accommodations, restaurants, medical/health care, education and more. The Resource Guide 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. Make this your handy guide ready to inform you or anyone you know about the area! Keep it in your car, in your business’ office, on your kitchen table, or library for easy access.

With over 8,000 copies printed and distributed to local hot spots around Kent County, this guide is the perfect

way to showcase your business with a beautiful advertisement featured where your target audience’s eyes are



Continued on Page 14



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CDCC SHOWCASE

RESOURCE GUIDE

Continued from Page 13

fixed. This book is distributed to 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!

The CDCC is currently offering advertising spaces for the 2023-2024

edition of the CDCC Resource Guide. This book will be available for distribution by July 1, 2023, so don't delay if your business is interested in reserving your space today! 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 is vibrant and full of endless discoveries, and we want to bring them to you! Help us showcase the best of our beloved hometown for newcomers and residents alike. For more information, pricing or to reserve a spot in our Resource Guide, contact Dina Vendetti at the CDCC office (302) 734-7513 or marketing@cdcc.net.

Advertise with the CDCC

The CDCC knows how special and unique each of its members' stories are. The CDCC knows how difficult it can be to share that story in the best way possible. The CDCC is fueled by the accomplishments of the wonderfully hardworking people in its membership and exists to share the good news and messages with the surrounding community. In today's world there are so many ways to share messages: either through digital, print, or word of mouth methods. The CDCC has been a trusted voice representing the community for over 100 years and has no intention of stopping now – keep reading to see how the CDCC can help tell your business professional story!

Are you receiving our weekly "Catchin' Up with the Community" E-news? If not, you are missing out on your fellow member's industry exclusive community events and happenings around Central Delaware. This weekly Wednesday e-news that is sent at 9 a.m. features flyers and information from our membership body who stays engaged and wants to share an event with the community! This could be you too! Did you know that sending your materials to be featured in this weekly newsletter is a FREE member benefit? Send your events today to marketing@cdcc.net by Tuesday at 12 p.m. to be included in the send. Don't forget to send your flyer or information a couple of weeks prior to the event date for better viewership and coverage to the 1300+ quality contacts in our database!

The same goes for our weekly Friday e-news, "Business News & Company Kudos." This email sent on Fridays at 9 a.m. is focused on business news happenings around Central Delaware. This publication lifts up news about

member businesses (i.e. new location, expansion of product line or services, alerts, etc.) and also congratulates members who have been recognized for something remarkable (i.e. won an award, celebrating an anniversary, engaged in a community service project, got a promotion, etc.). The Kudos section at the bottom is a chance to brag on our great members like you! There you will find successful event recaps, gradations, awards, employee promotions, and more good news. It's always a cheerful read because the CDCC knows their members are always up to great things! Consider sharing your good news linked to a press release or document with a few pictures to be featured in this newsletter (submission deadline: Thursday at noon). Be sure to help keep the CDCC in the know about the awesome accomplishments of your business through our weekly emails.

To contribute to either the Wednesday or the Friday publication, simply send a graphic (.pdf, .jpg, .png) along with pertinent information or a link to marketing@cdcc.net. Items normally run for at least two weeks at a time, depending on space. These emails are distributed to over 1,300 members, and the price is FREE.

In addition to our FREE weekly e-newsletters, the CDCC offers the opportunity for members to shout themselves out via an E-Blast! This is a solo broadcast email of your flyer, information, and materials sent to over 1,300 contacts as well. This is a great way to get the CDCC membership and community's attention and advertise directly to them from a trusted source

CDCC SHOWCASE

– which is so valuable in today's world of spam. Your email can be scheduled any time during the week. This is a strong advertising tool for promoting your business and experiences above average open and click rates. These broadcasts cost only \$100 per send – which averages out to about 7 cents per recipient. They can be used for any kind of news, announcement, or advertisement. Simply send your flyer or graphic (.pdf, .jpg, .png) along with any pertinent information or links to marketing@cdcc.net and we will help you create your broadcast in a way that is sure to get everyone's attention!

Last but not least, print is certainly not a dead medium for sharing messages! Each month, the CDCC does a mailing comprised of flyers that highlight events and other happenings at the Chamber. Members are invited to contribute their own flyers to this effort in a program called "CDCC Direct." Members must contact the CDCC office by calling (302) 734-7513 or emailing adminassistant@cdcc.net to schedule a time to include their flyers. If you want to promote your business, advertise a product or service, or invite members to an exclusive event, CDCC Direct is a great way to attract 1,300+ members. The standard rate for this program is just \$190 – members are responsible for providing the flyers (1,300). Don't discount print advertising with YOUR

CDCC!

Digital or print, whichever you choose to tell your story with the CDCC, we ensure you will be in good hands and have your message shared with those who care. These are just some of the ways that the CDCC can help you accomplish this to expand your business and create a stronger presence here in Central Delaware.

Be sure to check out our complete



membership directory on our website at cdcc.net. We'd love to help you schedule your ribbon cutting as they are a great way to generate buzz for your business! Of course, the Chamber Connections Newspaper you're reading now is another method of sharing your story. Please contact the CDCC office today to learn more about how we can continue to tell your story!

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Cornerstone Membership: **The Foundational Pillar**

At the CDCC, our members are our "Why." They are the why behind the hard work the CDCC does every day. They are the foundation of what we do. They are the reason we are so well supported in order to support them, similar to what a cornerstone achieves. The CDCC is thrilled to offer an opportunity for our members to showcase their business in a stronger way through Cornerstone Membership. Cornerstones are critical in securing a strong foundation for the long life of any building or organization – that is why the CDCC is extremely grateful for our cornerstone members who prioritize community engagement, philanthropy, and service from various industries in Kent County. Keep reading to learn how you can be a Cornerstone member and properly showcase your business as it should be.

Member businesses who are part of the Cornerstone program will receive, for one full year, an exclusive homepage rotating banner ad — complete with a hyperlink to your business — on our website. Also, for one full

year, your company logo will appear in an advertisement in the Chamber Connections Newspaper (12 months) identifying you as a Cornerstone Member. In addition, you will receive three featured articles in the Chamber Connections newspaper and four broadcast emails per year sent to nearly 1,500+ recipients. Cornerstone Members are invited to provide brochures/flyers/swag to be included bags that are distributed to each new member.

This exclusive membership will entitle you to a listing as a Platinum Sponsor for the State of the Base Briefing Breakfast (attendance 220+), the annual CDCC Legislative Luncheon (attendance 300+), and the Awards for Excellence Dinner (attendance 300+). You will also receive one exhibitor table at each of the semi-annual CDCC Member 2 Member Expos, admittance for eight at the Chairman's Circle event (Awards for Excellence Dinner), a quarter page/full color advertisement in the CDCC Holiday Gift Auction Program, and \$200 towards the purchase of an advertisement in the CDCC's

annual Resource Guide.

A recent addition to the benefits of Cornerstone Membership is that all Cornerstone Member's logos have been added to the bottom of the CDCC's email signature. That means that every email that leaves the CDCC Office has your logo attached, providing a huge opportunity for exposure and name recognition.

The value of the Cornerstone package is \$19,700, but as a Cornerstone member, you will receive all these amazing opportunities for just \$6,000. Our Cornerstone Memberships are industry exclusive. As a Cornerstone Member, you will be given the first right of refusal each year.

We hope this gives you a glimpse into cornerstone membership with the Central Delaware Chamber of Commerce. We hope that you have more questions about Cornerstone Membership that we are more than happy to answer for you! For more information about becoming a Cornerstone Member, please call (302) 734-7513 or visit cdcc.net.



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Economic Development: The CDCC is Ready to Build & Grow!

There is no doubt that a healthy local business economy equates and translates into a healthy society for all. Small and large local businesses are the backbone to Central Delaware's economic wellbeing. We all feel the effects of new business entering the area, and well as when they unfortunately close. The vibrant and balanced business landscape does wonders for a healthy and happy society. The Central Delaware Chamber of Commerce (CDCC) is honored to help this ebb and flow of businesses on their journey here. The CDCC has been ready and willing to assist in the economic development needs of Central Delaware for over 100 years – and thanks to our members, a 100 years more!

The role of Chambers of Commerce in the discussion of economic development is not necessarily working to attract businesses to the area, but instead working to cultivate an atmosphere where businesses want to relocate, build, and grow into. Chambers provide the product that economic developers – like our friends at the Kent Economic Partnership – sell. The CDCC has a fountain of information for business owners to access when they need it, and if we don't have the answers, we can connect you with those who do. We are business advocates that provide opportunities to network, which is crucial in our small, but mighty state.

The CDCC plays an important role in the economic development of Central Delaware and even the state as a whole due to the trick-down effect from our members and partners. We provide information, education, representation, marketing opportunities

and connections. It is our responsibility to strengthen businesses by ensuring they have support, opportunities, and networks to help them succeed. Within our informational role, it is our responsibility to provide up to date information to businesses that will help them maneuver through the obstacles and challenges that face them on a regular basis for them to make sound decisions for their businesses. This was most evident in the recent COVID-19 pandemic, where we provided trustworthy and current updates through our email publications.

Networking in Central Delaware is crucial in making sincere business relationships for the success of businesses. Delawareans conduct business with people they know or who they've heard of via powerful word of mouth. The CDCC couldn't wait to be able to reconvene in person with our amazing community. The CDCC offers over 74 events and programs each year, and each one has a built-in component of networking which allows businesses to make connections that help them fill needs and create pathways for their business development and growth. You never know where one conversation can lead. Be sure to check our Calendar of Events on www.cdcc.net to stay updated on the latest happenings!

Economic development takes a village; The CDCC couldn't do it without our hard-working partners, members, businesses, and community all working together creating synergy that blooms into a vibrant, expansive, and wholesome society for the bright future to come. Thank you for being along with us every step of the way!



A CDCC Groundbreaking Ceremony National Vinyl Products, a Barrett Outdoor Living Company in Dover in August 2022.

Meet the CDCC Staff!

The Central Delaware Chamber of Commerce staff is a small but strong team of 7 who work together for the best of our members! Lead by President Dr. Dina Vendetti, the CDCC assures that you are in great hands of people who care deeply about their home – Central Delaware. You will see the staff at all events, meetings around town, Legislative Hall, at local businesses, and of course, at the office in Dover where we are here for YOU! Keep reading below for a brief insight into each team member's role at the CDCC and their favorite quote. Be sure to reach the CDCC office at (302) 734-7513 for more information!



Dina C. Vendetti, President

Talk to me to learn more about: What's happening! at the Chamber, in the community, and where to go to be in the know.

My favorite quote is: "Don't worry that the world will end today – it's already tomorrow in Australia!" – Charles Schultz



Cristal R. Brenneman, Executive Assistant / Director of Special Events

Talk to me to learn more about: How the Chamber can help you and your business, any of the CDCC's 70+ events and programs, and the Military Affairs Committee.

My favorite quote is: "All our dreams can come true, if we have the courage to pursue them." – Walt Disney



Cleo D. Bell, Director of Leadership Central Delaware, Marketing & Communications

Talk to me to learn more about: The Leadership Central Delaware program and how the CDCC can market your business!

My favorite quote is: "Breathe. Let go. And remind yourself that this very moment is the only one you know you have for sure." – Oprah Winfrey



Jennifer L. Sutter, Director of Membership Sales & Retention

Talk to me to learn more about: All the benefits of becoming a chamber member and how to take advantage of all the free programs to help your business grow.

My favorite quote is: "Every accomplishment starts with the decision to try." – John F. Kennedy



Cindy A. Friese, Assistant for Special Events & Sponsorships

Talk to me to learn more about: Our special events and sponsorships.

My favorite quote is: "Stop being afraid of what could go wrong, and start being excited of what could go right." – Tony Robbins



Martha Lehman, Administrative Assistant

Talk to me to learn more about: When and where the latest Mixer will be so you can network with others and learn more about other businesses in our local area.

My favorite quote is: "Don't expect to get different results when you keep doing the same thing over and over. For things to change, YOU have to change."



**With a variety of discounts offered by Chamber members,
this card goes right on your key fob, so you'll always have it with you.**

It features discounts on everything from automotive to retail to personal services and more. As a business member, offer a discount and increase your foot traffic with fellow Chamber members! Discounts are updated as needed.

Member News

Kent County Levy Court working to modernize code

Planning and zoning rules to be voted on soon

By Logan B. Anderson
Reprinted by courtesy of
Delaware State News

A half century after adopting its first set of zoning laws, Kent County leaders are in the homestretch of a major update to its planning and building codes.

Zoning codes are developed and regularly reviewed by local governments as a tool for future planning. They are a collection of rules that determines what can be built where and how it will look and be used once completed.

On Jan. 24, Kent County Levy Court commissioners held a rare workshop with members of the Regional Planning Commission to review changes to its code that include relaxing some rules and adding others. The Regional Planning Commission is the group responsible for reviewing a project's plans and potential impacts. It forms its opinion about a project by vote, which is then shared with Levy Court commissioners as a recommendation.

Kent County's Director of Planning Services Sarah E. Keifer said the effort

was to bring the rules up to current standards.

"The primary goal of doing this rewrite of effectively the front half (of the county zoning code) is to modernize it," Ms. Keifer said during the workshop. "Procedurally, after we get through the workshops and identify any revisions ... we will produce a different document. It'll be under a different number, and the public hearing process will begin."

The rewrite didn't tackle issues of signage and parking, historic preservation and airport zones but works to make the rules that were changed more user-friendly.

"It gives us a little more flexibility as markets change as economies change to accommodate that. We also very much wanted to increase the usability of the document," Ms. Keifer said.

The first step in the rewriting process included addressing typos and updating the document's language by removing obsolete uses and adding modern ones. Next, county planners created a chart to determine a project's first step. Property and business owners can refer to the table and immedi-

ately know if their proposed project is permitted or if it needs special approval.

The proposed changes include moving all general retail uses in the county's Neighborhood Business District Zoning to a permitted use status. The change will make it easier for businesses to get set up. General retail includes banks, dry cleaners, box outlets, car washes, flea markets and pawn shops.

The proposed plans also created a new section for drive-thru businesses. The section sets guidelines for lane setbacks, widths and lengths. The new document also has a new "mixed use" section that codifies combined commercial and residential spaces.

This planned ordinance also lifts current restrictions on domestic pets and adds some guidelines for the keeping of backyard chickens. Currently, in Kent County a person is only allowed to have four pets on any lot.

"This one-size fits all approach hasn't worked," Ms. Keifer said.

If adopted, the zoning law would not put a limit on pets. It would restrict domesticated fowl to five birds per

15,000 square feet of land. It also completely bans the keeping of roosters, apart from commercial farms.

"It is a complex document. As we were working on revisions, we were looking to how would somebody who isn't a planner, be able to use it? So that led to a lot of reorganization," Ms. Keifer said.

Kent County leaders wanted to start the new year with a new planning code but just hours before it was to be heard by Kent County Levy Court commissioners, some issues were discovered.

"The problem being is we found that there were some things omitted or weren't put in and we would have passed it. We would have deleted the previous document, which would have taken out all the things that we worked hard to leave here. Having found that based on our lawyers' ability to help us on this, we decided to hold a workshop to hear the document," Third District Levy Court Commissioner Allan Angel said.

The document will now go through the new ordinance process and is expected to be voted on in the coming weeks.

Royal Prime Returns to Events!

It doesn't need to be said that the Central Delaware business community is still bouncing back from the effects of the COVID-19 pandemic and complete shutdown. The Central Delaware Chamber of Commerce is fortunate to be a part of our members' journeys, the ups and the downs! One member bouncing back even stronger in 2023 is Attento, LLC, doing business as Royal Prime. The community has had time to savor and enjoy the flavors and beautiful upscale ambience of the new Royal Prime Steakhouse located inside Bally's Dover Casino Resort in Dover. The CDCC connected with Executive Director Lisa Tratiak, to learn more about Royal Prime's bounce back into the event sector.

The Central Delaware community will be ecstatic to know there is another banquet and large event facility available to rent for various social events, corporate meetings, conferences, and expos! Royal Prime Events offers various venues within

Bally's, full-service catering, audio visual equipment rental & technicians and coordination services as well. The Central Delaware community is a social crowd who loves to communicate, connect, converse and conduct business in person. "Banqueting has had a positive effect on Central Delaware. Numerous businesses in our state have offices and personnel from neighboring counties. It is desirable and convenient for these groups to travel north or south and meet Midstate," shared Tratiak. Business professionals truly value the spirit of face-to-face interactions, especially when it comes to business matters – the pandemic highlighted this fact even more.

"Dover Downs was sold to Bally's in 2019 and did not host banquets or conferences during the COVID pandemic. The long closure created a void for regional and national clients. Royal Prime Events reopened services in July of 2022, filling that void," explained Tratiak.

The good news is that the Royal



Prime Events (RPE) team has your next special event covered! "The RPE team will coordinate all of your event needs including catering, audio visual equipment, and set-up details," added Tratiak. This relieves an enormous amount of pressure from our members and the community who use RPE's services. The company is back and better than ever to serve your banqueting needs to make your event one your guests will enjoy and remember. Consider planning your multi-day conference, large expo, or networking event at their wonderfully equipped facility. The RPE team is dedicated to serving the community and region in both the private and corporate sectors.

RPE's kick off has been strong so far. "The request for services has been great and we are inundated with inquiries. Recruiting qualified staff has been the biggest challenge," shared Tratiak.

This is a problem all too common across our Central Delaware businesses and much is being done behind the scenes to rectify the region's workforce shortage.

Tratiak credits welcoming guests into the venue as the most exciting aspect of Royal Prime returning to event service. "The pandemic years were long and absent of celebrations. There is nothing more exciting than seeing our guests arrive at a beautiful ballroom full of fun music and delicious food in a lovely presentation. I enjoy the experience of a good plan coming together."

The future of Royal Prime Events is very bright and just beginning. Guests can expect personalized service catering to the specific and individual needs and goals of each client – there is no cookie cutter service here. The CDCC

CDCC joins Dover Jazzercise for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Dover Jazzercise on Jan. 3. Chamber members and friends joined head instructor, Glenise Parks, to celebrate the Grand Opening of their new location at 506 Jefferic Blvd. in Dover, conveniently located in front of the Residence Inn.

Central Delaware residents' New Year's resolutions to get more active, feel better, and lead a healthier lifestyle just got easier thanks to Dover Jazzercise's new location! This new location will allow the passionate and peppy instructors like Parks to better accommodate the growing interest of this fitness class for the Central Delaware community. This new location will allow for a more open schedule for more participation and will better accommodate more class times, and the opportunity to collaborate with other fitness instructors seek teaching space. Current and potential attendees can expect less class cancellations and better schedule flexibility.

Dover Jazzercise's new location will have a permanent sign to increase

visibility on Route 13. "When getting new people in the door, we've heard time and time again that they love it and wish they knew about us sooner. Many have driven past our location (Capital Grange) not knowing that we were there. We were limited to putting our flag out surrounding class times therefore, visibility was limited," Parks explains.

Dover Jazzercise has focused classes dedicated to different muscle groups, activities, and goals. Currently they offer classes such as Dance Mixx, Fusion, Interval, Strength, Stretch, Core, and more! Their group fitness classes are for all skill levels and are perfect for anyone who is not only looking to achieve physical results but also mental benefits as well.

The mission of Dover Jazzercise is to "motivate and inspire people to have a stronger healthier life through fitness!"

"Jazzercise is a dance-based workout fit for everybody and every body. We sweat together, motivate one another, and create our healthiest, happiest selves through movement. In-person or virtual, the Jazzercise community is

an uplifting space to share your challenges and successes, feel supported, and celebrate those small wins and big achievements while building lasting relationships," adds Parks.

Parks has been an avid Jazzercise advocate ever since starting classes in 2006. Her Jazzercise workouts sparked so much joy within her that she decided to become an instructor herself in 2013. The opportunity of buying the business presented itself in 2018, and she seized the opportunity. "We've thrived and attracted new people even during the heart of the pandemic," Parks shared.

"Everyone in the Jazzercise community loves to volunteer!" continued Parks. "We have partnered with and/or raised funds for Delaware Girls on the Run, My Sister's Keeper (Wilmington Chapter), Mom's House in Dover, Caring Hearts Helping Hands, Dela-



ware Breast Cancer Coalition, Code Purple, and more!" The Central Delaware Chamber of Commerce is excited to continue to partner with Parks and her Dover Jazzercise team as they grow into their new location!

For further information about Dover Jazzercise, please contact Glenise Parks at glenisejazzercise@gmail.com, visit www.jazzercise.com, or call (302) 222-7662. Please join the Central Delaware Chamber of Commerce in congratulating the team at Dover Jazzercise on their new location!

CDCC joins Polytech School of Aviation Maintenance for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Polytech School of Aviation Maintenance (PSAM) on Jan. 17. Chamber members and friends joined the Polytech Adult Education team to celebrate the Grand Opening of this new program at a new location, 26 Starlifter Ave. in Dover.

The Polytech Adult Education District is extremely excited to present their new School of Aviation Maintenance program and the exciting new workforce opportunities it presents for students! PSAM's mission is to prepare participants for new and improved employment opportunities in the aviation maintenance industry through its three new training and certification programs. A profession in this field of study and practice is crucial in ensuring that various types of aircraft are suitable for flight and use. An Aircraft Maintenance Technician is responsible for diagnosing issues of an aircraft, maintaining compliance, replacing

mechanical and electrical parts of the vehicle, abiding by federal regulations, and more pertaining to aircraft such as planes and helicopters.

Polytech's new program is located in the Aero Park Business Center in Dover and will offer a daytime pre-apprenticeship program in General Aviation for individuals interested in starting a career in the aviation maintenance industry, an evening Registered Apprenticeship program in Aviation Maintenance for individuals working in the field seeking skill development training and career advancement, and a daytime Airframe & PowerPlant (A&P) certification prep class for individuals with aviation maintenance experience seeking a nationally recognized industry credential.

"Transportation & logistics is a rapidly expanding industry in Kent County. While our program is not new, this area of programming is new for us. The proximity of this facility to Dover Air Force Base and the Civil Air Terminal

is extremely helpful," writes Betsy Jones, Polytech Adult Education Director.

The Polytech Adult Education team is thrilled to bring this learning and career-expansion opportunity to Central Delaware because of the positive impact it will create for not only those who are interested in this career path, but the region as whole, in connection with the key economic driver, the Dover Air Force Base.

The Polytech Adult Education program has been a strong workforce development resource in Central Delaware, and this new program will only continue to strengthen job growth, economic development, community job readiness and employment in Kent



County and throughout the state/region.

For further information about the Polytech School of Aviation Maintenance or Polytech Adult Education, please call their office at (302) 697-4545 or visit polytechworks.com. Please join the Central Delaware Chamber of Commerce in congratulating the team at the Polytech School of Aviation Maintenance on their new program and new location!

ROYAL PRIME

Continued from Page 17

is very excited for the RPE team and wishes them nothing but bountiful, consistent business for years to come as they become a staple in the Central Delaware community. "I see the CDCC as an important partner in our business community. I expect that this partnership will blossom in the years to come and that the networking and support between RPE and CDCC will be mutually beneficial.

If you are interested in allowing Royal Prime Events host your next event, do not hesitate to complete the inquiry form on their website at www.royalprimesteakhouse.com or at www.ballysdoover.com. Please contact Lisa Tratiak at Lisa@RoyalPrimeEvents.com for more information. Congratulations to the Royal Prime Events Team!



MILITARY AFFAIRE

Continued from Page 1

event provides an avenue for CDCC members, local civic leaders and, of course, TEAM Dover members, to network and discuss community partnership initiatives in a relaxed setting. You won't want to miss this unique opportunity!

The Military Affairs Committee, composed of CDCC members, helps communicate the impact the Dover AFB has on the state and local economies. The purpose of the committee is to provide a mechanism for communicating the needs of DAFB to the Chamber's members so that community support can be provided to the installation and its personnel. The Military Affairs Committee holds meetings throughout the year to help engage the base with the community.

This event is one way of thanking our military leadership for all they do during the year. Additionally, it helps reinforce the partnerships that the DAFB has with the local community. It's a chance for members of the chamber to meet first-hand the people who are carrying out the mission daily. It is an opportunity to ask questions and understand more about what the servicemen and women do at Dover AFB.

Sharing stories and information makes our community more educated on the needs and requirements of our airmen. It puts a personal touch on the daily business of the mission. It allows our community partners to branch out of their circles and advocate for the Airmen, the base and the Air Force. The relationships that are forged between our airmen and the community create strong business relationships and friendships that transcend any permanent change of station.

The CDCC would like to especially thank our Premier Sponsor of this event: Dover Federal Credit Union for their ongoing support for the CDCC, this event, and the DAFB. In addition, the CDCC thanks our Five Star Sponsors from Alpine and Rafetto Orthodontics; Always Advertising – veteran owned; Bavarian Bakery & Deli; City of Dover; CNU Fit, LLC; Delaware Crime Stoppers; Delaware State News; Dowding Resource Group; and the Military Officers Association of American Dover Chapter. The CDCC could not organize this special event without you!

For security reasons, reservations are required. Contact the CDCC at (302) 734-7513 or visit www.cdcc.net to RSVP by Feb. 20. We look forward to seeing you on Feb. 28 and celebrating TEAM Dover with you!

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Member Spotlights

Introducing David of Five Star Home Foods!

“What’s for dinner?” is the daily hankering question for many households. We’ve all been there before: staring at the fridge and freezer, doors wide open, wondering what to pair together that would make a satisfying, healthy and easy meal before a busy day tomorrow. What if that problem was eliminated for you? Imagine not needing to drive to the grocery store, go through every aisle, stand in a long line, drive home, put everything away and still have to cook. You’re in luck! Five Star Home Foods (FSHF) is here to make that dream a reality by delivering high quality food items straight to your door!

Five Star Home Foods is a local, farm-to-freezer home food delivery service that provides families with the highest quality food items, sourced from regional farms, and delivered directly to homes. FSHF has an endless number of meal options and combinations to cater to everyone, from the pickiest of eaters to the most serious foodies. This company is dedicated to making mealtimes for the whole family easy, customized, and delicious with their personalized meal plans. “With all-natural meats, wild-caught fish, organic vegetables and juices, whole grain breads and more, our healthy home food delivery service ensures that your freezer is always stocked with your next meal.”

At FSHF, freshness is a priority. “After proper aging, Five Star meats are trimmed, portion-controlled and individually packaged. Meats are flash-frozen to sustain quality freshness. Each product is delivered to your freezer in vacuum-sealed, airtight, transparent wrap to protect against freezer burn, dehydration and discoloration.” All FSHF products receive the Safeguard Seal of Approval, which requires a rigorous inspection, from an off-site USDA office.

Meet David McClain, marketing and events manager at FSHF, father of soon to be 2 children, and husband to an award-winning chef. Prior to working full-time at FSHF, McClain helped open the largest Regenerative Organic Certified Farm in North America, where his wife currently serves as the executive chef. McClain is a Bucks County, Pa., native, played football at Rutgers University and earned his degree in sociology.

“My passion has always been ‘people’ and understanding what binds communities, and how to scale that to create a more connected world. As the husband of a chef, I have grown to understand the importance of food and how we consume it, and how those effect so many aspects of our lives,” shared McClain. “Food is culture, and it’s also the root of many problems our communities and our planet face every

day. The good news is: it can also be a solution. Five Star Home Foods is a passion project for me, to get the highest quality food to families in the most efficient way possible, while supporting small farms and their eco-friendly agricultural practices.”

FSHF has been based outside of Philadelphia since its founding in 1994. McClain and the company quickly realized the need for high quality food delivery here in Central and Southern Delaware through working with the Delaware State Fair. They notice the exponential growth of the region and the food insecure areas who lack access to fresh farm foods. “The average drive to an organic grocer is 20 minutes more than most of the local metropolitan areas. Because of this, we have seen the most growth in this region over the past 10 years, supplying grass-fed, wild caught, free-range and organic options to those who don’t have the best access to them” added McClain. This led to the opening of their Frederick, Mary-



land headquarters, which will allow FSHF to better serve the area.

Are you hungry for more information about Five Star Home Foods or even a free sample? Feel free to browse their website at www.fivestarthomefoods.com or call (800) 246-5405 to begin stocking your freezer today! Please join the Central Delaware Chamber of Commerce in welcoming the Five Star Home Foods into membership!



Introducing Nichole of Insight Ag. Scouting!



It’s safe to assume that Delawareans know the impact the agriculture industry has, not only on the state, but on the nation. “According to the 2017 Census of Agriculture, Delaware had 2,302 farms that produced \$1.5 billion in agricultural sales. That works out to

an average of \$637,000 per farm and ranks Delaware second in the nation behind California in per farm sales! Delaware ranks No. 1 nationally in the value of agricultural sales per farmland acreage at \$2,791 and also ranks No. 1 for lima bean acreage with nearly a third of the nation’s acreage,” reads the usda.gov archival blog. That’s no small feat for our small state! Hence, one can see how important it is for farmers to protect their crops from all potential catastrophes. Here to the rescue is Insight Ag Scouting!

Insight Ag Scouting, LLC, provides real-time, on-farm, and field specific data for the agriculture industry.

“We put boots in the field to identify pests, weeds, and disease. We can also observe nutrients by pulling soil and plants samples and submitting these samples to labs for analysis,” shared Nichole Krambeck, manager. This business is here to help provide thorough farm crop inspections and collect data on agricultural production to guide farmers and growers to better crops. This is crucial information that farmers may not always have the time or training to do it themselves. The work from the Insight team can make all the difference in a crop yield, on which farmers and consumers alike depend.

The services offered by Insight Ag



Scouting use local labs combined with the latest technologies to “ensure crops reach their full potential and avoid yield robbing nutrient deficiencies.” Additionally, they utilize GPS Scouting to “identify exact points in fields and

Member Spotlights

NICHOLE

Continued from Page 20

the changes as they happen and intervene in time to save crops and boost profits.” The team covers a plethora of Delaware crops from watermelons, peppers and tomatoes, to soybeans and small grains.

Growing up and living in Kent County with most of her family,

Krambeck is keenly familiar with the needs and landscape of the Delaware Agriculture industry, especially after studying horticulture at Delaware Technical Community College. Here is where her passion for plants and all things green flourished. Her experience in the industry includes working for Ronnie’s Garden World, Baywood Greens and the Architect of the Capitol. Her passion and experience have

led her to managing her own business under Insight Ag Scouting. When she’s not busy tending her business, you can find Krambeck tending to her own garden, jogging, playing table tennis, or spending time with her fiancé and their fur baby, Titan.

After being invited to a CDCC Sunset Business Mixer by her SCORE Mentor, Evie Zerefos, Krambeck is ex-

cited to become more engaged with the CDCC in order to continue meeting other business owners, open herself to more opportunities, stay informed and share ideas with her fellow business community.

For more information about Insight Ag Scouting, LLC please do not hesitate to reach out to Nichole Krambeck at nichole@insightagscouting.com.

Introducing All American Gutter Protection!



Have you checked your gutters lately? You forgot? No worries, leave it to the Central Delaware Chamber of Commerce (CDCC) to remind you with one of our new members! Leave your gutter concerns to the professionals whose sole focus is ensuring that your gutters are serviced, maintained,

and installed for lasting protection of your home – the place you care about the most.

Gutters are one the most ignored items of a homeowner’s checklist. However, they are incredibly important because they collect rainwater that would cause rot, deterioration, and mold in your roof, and lead it away from your home to prevent flooding, damage, and grime. Once leaves, branches, and debris clog the gutter, it becomes ineffective and therefore needs service. With All American Gutter Protection, this problem will no longer have you manually cleaning your gutters!

All American Gutter Protection (AAGP), based in Southampton, Pa., helps homeowners around 18 states, including Delaware, to “achieve clog-free gutter that properly divert rainwater away from their homes.” The service of AAGP reaches not only Central Delaware, but up and down the east coast. The company was founded in 2015 by owners Aaron Brosch and Dennis Elliott of Ohio. The company began in Florida and has spawned to serve homeowners throughout many

states east of the Mississippi River as well as Denver, Colo. The Southampton office, better known as the Philadelphia office, opened in December 2020.

AAGP understands that this industry can be hard for homeowners to navigate, and that they just want the job done properly to protect their home. “At All American we like to educate customers, give them a fair price, and let them make an informed decision.” Although you may not know anything about gutters or what kind, design, or color you need, the professionals at AAGP have you covered.

All American Gutter Protection is manufactured by All-Weather Armor in Wisconsin. It’s a composition of stainless-steel surgical grade steel micromesh over extruded aluminum. The microns on the mesh side are evenly spaced enough to catch small debris and accept water. The holes on the aluminum side are quite large and will not contract like vinyl does, often substituted by national brands. This is what sets AAGP apart from others. Also, potential and current customers will be ecstatic to know that AAGP’s

Warrant is second to none.

“If a customer looks up and sees that water is coming over their gutter protection, he, she, they, can call AAGP to come out and clean it off – NO QUESTIONS ASKED and AS OFTEN AS NEEDED to get it to perform correctly,” assured Jeff Garrett, Regional Events Manager for AAGP.

Catch the AAGP team at the CDCC’s 2023 Home & Garden Show at the Delaware State Fairgrounds on Feb. 17 & 18, at the 55+ Expo in April, and at Dover Days! Check them out on Facebook at www.facebook.com/EndGutterCleaningForever. For more information or a free estimate, please visit www.allamericangutterprotection.com or call (888-article) 323-8090.



SUNSET MIXER

Continued from Page 1

Central Delaware is at the heart of it all this February! One of the best things about the CDCC’s Sunset Business Mixer is that you never know who you may meet and what new relationships you may make. This monthly event is known for bringing the community together in a fun way that allows everyone to help each other grow.

Jonathan’s Landing Golf Course is a beautiful staple of the Central Delaware community. Whether you’re enjoying a round of golf with your

friends, a drink or meal in the Clubhouse, or planning your wedding or special event, the staff at Jonathan’s Landing is here to welcome the community and suit your every need to make it a time to remember to forever! Check out their website at www.jonathanslandinggolf.com for more information. The CDCC truly appreciates the partnership we have with this great local business. It is always a pleasure working with the dedicated staff of Jonathan’s Landing. The CDCC values the trust we have in them to bring our special events like our Annual Bluesuiters Golf Tournament in May, and

this mixer to life! Join us for a relaxing evening this month and experience the magic for yourself!

This event promises great networking opportunities, a chance to reconnect with business colleagues, delicious refreshments, and an opportunity to learn about Jonathan’s Landing Golf Course from the owners themselves, and all they have to offer to the Central Delaware community! The CDCC can’t wait to see you there – who knows, you might walk away with some extra money for a couple rounds of golf when the spring rolls around!

For more information about attending the May Sunset Business Mixer, please feel free to contact the Chamber at (302) 734-7513 or visit our website at www.cdcc.net to register. The CDCC hopes to see you at this month’s Sunset Business Mixer on Feb. 22 from 5 – 7 p.m. at Jonathan’s Landing Golf Course (1309 Ponderosa Drive, Magnolia, DE 19962)!



Ambassador's Corner

Chrissy Kyriss

Chrissy Kyriss was born and raised in Chester County, Pa. From 2001-2015, she was a military wife. Chrissy came to Delaware from her previous home in Washington State. After a short time in Delaware, Chrissy and her children (Hannah, Jacob, and Adam) fell in love with the area and decided to settle down and establish roots here. Chrissy has a giving heart and enjoys helping her community with activities such as volunteering at local churches, Girl Scouts and Boy Scouts. Chrissy and her children are happy to call Delaware "home."

Chrissy is in her seventh year of service to Kent County, Del., residents at Central Delaware Habitat for Humanity. She began as an event volunteer, where she quickly embraced the spirit of service and community. Shortly after, she began her

employment with CDHFH as a ReStore Associate. A natural leader, Chrissy was quickly promoted to ReStore Director. She is currently the Director of Operations, a position in which she manages a staff of 17 and oversees the daily operations of Central Delaware Habitat for Humanity.

Chrissy has been a CDCC member for a few years and loves the Chamber's efforts to bring the community together. She adores the CDCC staff and loves the Networking benefits. The CDCC is very supportive of Central Delaware Habitat for Humanity, where Chrissy is currently employed. Chrissy explains that "being a Chamber Ambassador is my way of giving back to the CDCC and thanking them for all their support through the years."



Let's Put a Ribbon on It!



Before I became the CDCC's new Director of Membership, I was a 17-year member of the Central Delaware Chamber of Commerce through my former employer. As a CDCC member, an event on which I placed a very high priority was the CDCC Ribbon Cutting. When Ribbon Cuttings were scheduled, I always put them on my calendar and made it a point to attend. Ribbon Cuttings bring people together to share the excitement and energy of something worthy of a celebration – these milestones bring great encouragement to the business owner and team as they begin something new.

Over the years, it wasn't uncommon to consistently have 30 or more people attend the CDCC's ribbon cuttings, and then COVID came, and we were all locked away. Obviously, attendance has dropped since then, but we still make sure we promote, publicize, and show up with our ribbon, our huge

scissors, and our big smiles!

I am writing this article (something I don't often do) because I need your help. I want to re-grow our ribbon cuttings. I want to see our attendance at these incredible milestone events increase as our business community gathers around someone who is celebrating something new that will ultimately contribute to the community as a whole.

As I'm sure many of you remember, when you joined the chamber, one of the first things we did was to set a date for a ribbon cutting. This is a huge, exciting time for a new business – it deserves to be a BIG DEAL. We are welcoming a new member into our amazing business community, and we want everyone to know about it. One of the major reasons that companies join the chamber is to build relationships through marketing and networking – when you attend a ribbon cutting, you are not only welcoming a new member, but you are showing your support for their business and beginning a relationship.

I really feel this is important, especially now, as companies have struggled over the past few years, and as they are



working their way back to "some kind of normal." There's no better way to support each other than to make the effort to join in welcoming not only new businesses, but also established companies that are offering a new service line, new product, or are completing any new expansion. This is our opportunity to embody community spirit as we "put a ribbon on it!"

We work diligently to schedule ribbon cuttings around the lunch hour so that people can get away from the of-

fice and easily stop by to show support. Please keep an eye on your emails, our Facebook page, or our monthly newspaper for our upcoming ribbon cuttings. We always give plenty of notice, and these events are designed to be short. I look forward to seeing you at these CDCC Ribbon Cutting events offering congratulations and support ... and smiling for the official picture and our Facebook video!

Submitted by Jen Sutter.

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 DECEMBER 2022

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
Delaware State University	45	Sherry T. Wilkins	12
Richard Y. Johnson & Son, Inc.	41	Kaizen Karate Academy	11
Mitten & Winters, CPA	37	CNU Fit, LLC	10
Ronald B. Outten	36	Dover Motor Speedway	8
Paul Edwards Carpet	32	Transamerica Agency Network	8
Regulatory Insurance Services, Inc.	29	Renewal by Anderson	6
Atlantic Concrete Co., Inc	27	Secure Data Computer Solutions, Inc.	6
Delaware Brick Co.	27	Fairway Independent Mortgage Corporation	5
R & R Commercial Realty, Inc	27	PAM Health Rehabilitation Hospital of Dover	5
Lessard Builders, Inc.	25	Wagamon Technology Group, LLC.	5
Artesian Water Company, Inc	23	Military Officers Association of America – Dover Chapter	4
Allen Ins. Assoc Inc. t/a Allen Ins. Group	21	Pole Building Supplies	4
Delaware State Chamber of Commerce	21	Growing Bones Pediatrics + Neuromuscular Orthopaedic	3
Delaware Breast Cancer Coalition, Inc.	19	Xpress Computer Systems	3
John H. Brothers	18	Town of Cheswold	2
Always Advertising, Inc.	13	Precision Garage Door of Delaware	2
Dover Tents & Events, a div. of Collective Event Group	13	First Command	1
Delaware Farm Bureau	12	Harmony at Kent	1
Merry Maids	12		

New Members

All American Gutter Protection

Mr. Josh Elliott
800 N Main Street
North Canton, OH 44720
330-605-7332

Avelo Airlines

Mr. Travis Christ
12 Greenway Plaza, Suite 400
Houston TX 77046
404-310-6036

Castle The Window People

Mr. Vennie Plater
109 Gaither Dr
Mt. Laurel NJ 08054
856-373-3475

Five Star Home Foods

Mr. David McCain
234 Mall Blvd., Suite 140
King of Prussia PA 19406
610-337-9006

Coffee On Us!

SPONSORED BY
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 FIRST 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 **Rachel Rohm of Kent County Tourism Corp.** for correctly identifying the Silver Lake Park Bridge. Congratulations, Rachel Rohm – 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.

