

# Chamber Connections

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

August 2023

**CORNERSTONE MEMBERS**



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## On Your Mark...Get Set: Save The Date for the CDCC's Amazing Chase!



On your mark...get set...Save the Date for Central Delaware Chamber of Commerce's 2023 Amazing Chase: Downtown Dover Edition for an evening of competitive camaraderie in the heart of the heart of the First State, also known as Downtown Dover! Begin rallying your teams of three for success to take on a scavenger hunt like you haven't seen before. Clear your

schedule for an evening of frenzy fun this upcoming Thursday, Sept. 21st, from 5-8 p.m.!

The Amazing Chase: Downtown Dover Edition is the CDCC's rendition of the multi-Emy award-winning adventure reality game show, The Amazing Race. The premise of the show is that teams of two

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## Beat the Holiday Stress with the Community You Love the Best!



With July passing by welcoming August in, we are officially entering the last half of the year. Whew – where did the time go? Next thing you know, the holidays will be here

before you know it! While that is exciting for many, the Central Delaware Chamber of Commerce (CDCC) understands that it can be equally as stressful and hectic with many names, gift items, and places to be crossed off the list. The holidays instill cheer, hope, love, and the spirit of giving to special people in our lives. The CDCC wants to relieve some of that holiday stress for our members and potential members by bringing unique gifts

to you for everyone on your list. The CDCC's Annual Holiday Gift Auction coming this Oct. 25th at Maple Dale Country Club (180 Maple Dale Cir., Dover) from 5-8:30 p.m. will serve the community by offering an amazing array of items from our wonderful local businesses.

The CDCC is currently accepting donations for auction items for the 20th Annual Holiday Gift Auction

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## Networking with Gusto this August! Member 2 Member Expo & Mixer



Gusto is a fun word to express enjoyment or vigor in doing something. The Central Delaware Chamber of Commerce (CDCC) is full of gusto to present a double networking feature for the Central Delaware business community. Seasoned members and new members alike are familiar with our premier networking event, the Sunset Business Mixer. Pair the

Mixer with a Member 2 Member (M2M) Expo-style event, and it's a match made in heaven! Mark your calendar and clear your schedule for Wednesday, Aug. 30th, 2023, for the CDCC's semi-annual M2M Expo and Mixer! You, the community, members, potential members, and the CDCC will meet at Pizzadili Vineyard & Winery (1683 Peach Basket Rd., Felton, DE) from 4-7 p.m. to showcase all we have to offer – with gusto!

Although our Sunset Business Mixers are exciting events on their

own, the CDCC is pleased to couple this August's Mixer with our popular M2M Expo. This means that fine businesses and individuals, like yourself, will be featured with tabletop displays to showcase the wonderful products and services they have to offer. This is an exceptional opportunity for our cherished Chamber members and friends to increase their professional presence within the community, gain qualified leads, and connect with their fellow business colleagues. This event is

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# Dina's Digest



PRESIDENT  
Dina Vendetti

## A Road Map of Connections!

As I write this, July is winding down and the heat and humidity are winding up! It's been quite a summer. I imagine that many of you have had opportunities to travel and find ways to spend some fun vacation time. Each year, when I was a kid, my parents would decide on a summer vacation destination sometime in late winter and out would come the maps and the notepads - and the planning would begin! If the trip was longer or further than normal, a trip would be made to AAA which resulted in more books and maps - and a TripTik! Oh, the anticipation!!! By the time we'd leave the house bound for a week of fun, we knew where we were going, how to get there, where we'd stay, where we'd eat, and what we wanted to be sure to see along the way!

Here at your Chamber, we are already mapping out plans for a Fall that will be busy with events and activities and opportunities to connect. As you peruse this edition of the widely read Chamber Connections newspaper, you'll find all the details you need to mark your calendars and participate. We are excited to be able to continue to gather our members for experiences in education, legislation, marketing, and networking to help businesses succeed, thrive, and grow! Here's what's coming...

At the August Sunset Business Mixer on August 30th, we will once again present our Member 2 Member Expo. This is an opportunity for members to learn all about other members' businesses. If you'd like to showcase what's happening in your business, simply give us call and purchase a table-top display space at the expo! Tables are \$125 and give you the opportunity to share flyers, business cards, samples, etc., and talk with other members about your company.

Our annual Amazing Chase will be held in downtown Dover on September 21st

beginning at 5 p.m. This event, which imitates television's once popular Amazing Race, will feature teams of 3 who partner for an exciting scavenger hunt to highlight the awesome businesses that make up Downtown Dover! Each merchant will provide a challenge at their location for the participants to complete. What a great way to explore our downtown shopping district!

On October 25th, we will hold our 20th Annual Holiday Gift Auction. This year's theme is Celebrating Community - and that's exactly what we want to do! We have listened to your comments and, as a result, this year's event will harken back to our pre-COVID events and will be held all in one evening and completely IN-PERSON. Come and enjoy the strategy of out-bidding each other in the silent auction - and the fun of joining together with others to bid for experiences at the live auction. We will be excited to experience this fun evening of shopping, laughing, and enjoying each other's company with you!

In November, we will gather for our annual State of the Base Briefing. Stay tuned for details about date, time, and location. The beloved State of the Base Briefing features a report by Dover Air Force Base's leadership highlighting missions and other significant happenings over the past year and a sneak preview of coming attractions for the year ahead. This is an event you won't want to miss!

So, as you can see, the CDCC event map is full! As always, for more information about YOUR Chamber's activities and programs OR to register for events, please give us a call at the CDCC Office (302) 734-7513 or visit our website at www.cdcc.net. We are excited to be sharing these events with all of you and we look forward to connecting with you soon!

# Calendar of Events

## AUGUST

- Thursday, Aug. 3**  
Kent County Open for Business  
8:30 - 10 am  
Kent County Levy Court
- Tuesday, Aug. 8**  
CDCC Board Meeting  
7:30 - 8:30 am  
Faw Casson
- Tuesday, Aug. 8**  
Professional Power-Up Online  
12 - 1 pm  
via Zoom
- Wednesday, Aug. 9**  
Marketing Committee Meeting  
10 - 11 am  
via Zoom
- Thursday, Aug. 10**  
Member Orientation  
8:30 - 10 am  
via Zoom
- Tuesday, Aug. 15**  
LCD Steering Committee Meeting  
12 - 1 pm  
CDCC Conference Room
- Monday, Aug. 28**  
CDCC Executive Committee Meeting  
8 - 10 am  
CDCC Conference Room
- Wednesday, Aug. 30**  
Ambassador Committee Meeting  
3:30 pm  
Pizzadili Winery
- Wednesday, Aug. 30**  
Sunset Business Mixer / Member 2 Member Expo  
4 - 7 pm  
Pizzadili Winery

## SEPTEMBER

- Monday, Sept. 4**  
Labor Day  
Office Closed
- Thursday, Sept. 7**  
Kent County Open for Business  
8:30 - 10 am  
Kent County Levy Court
- Tuesday, Sept. 12**  
CDCC Board Meeting  
7:30 - 8:30 am  
Faw Casson
- Tuesday, Sept. 12**  
Professional Power-Up LIVE!  
12 - 1 pm  
Biggs Museum of American Art
- Wednesday, Sept. 13**  
Coffee Coaching  
8 - 9 am  
via Zoom
- Wednesday, Sept. 13**  
Marketing Committee Meeting  
10 - 11 am  
via Zoom
- Thursday, Sept. 14**  
Member Orientation  
12 - 1:30pm  
via Zoom
- Thursday & Friday, Sept. 14 & 15**  
LCD Class of 2024 Opening Retreat  
8 am  
Brighton Suites in Rehoboth Beach
- Tuesday, Sept. 19**  
LCD Steering Committee Meeting  
12 - 1 pm  
CDCC Conference Room
- Thursday, Sept. 21**  
The Amazing Chase  
5 - 8 pm  
Downtown Dover
- Wednesday, Sept. 27**  
Ambassador Committee Meeting  
4:30 pm  
Hilton Garden Inn
- Wednesday, Sept. 27**  
Sunset Business Mixer  
5 - 7 pm  
Hilton Garden Inn



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### Thank you to the CDCC Cornerstone Members!

**CORNERSTONE MEMBERSHIP**  
Est. 2013

**An Industry Exclusive CDCC Marketing Package!**

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

CREDIBLE



ENGAGED



# CORNERSTONE MEMBERSHIP

RESOURCEFUL



RELEVANT



## G. Fedale: A Legacy of Excellence and Community Impact

For over two decades, the G. Fedale company has been a trusted name in the residential and commercial exterior improvement industry—locally owned and operated with a commitment to quality, innovation, and community service. As they celebrate their 20th anniversary, G. Fedale proudly announces new product offerings, reinforcing their dedication to staying at the forefront of the industry. Alongside the introduction of GAF Solar Roofing Systems, Roof Rejuvenations, and Roof Cleanings, the company continues to make a difference in the lives of those less fortunate within our communities through their charitable initiative, Roofs From The Heart, along with Energize Delaware.

G. Fedale's legacy of excellence began 20 years ago with a vision to provide homeowners and business owners with exceptional exterior improvement services and products. Through consistent hard work, dedication to customer satisfaction, and a skilled team of professionals, they have earned a reputation for excellence in the community. Over the years, the company has grown and evolved, embracing advancements in technology and sustainable solutions to offer their clients the best possible products and services.

Now, their new product offerings embrace sustainability. As a testa-

ment to their commitment to innovation, G. Fedale proudly introduces the GAF Solar Roofing Systems, roof rejuvenations, and roof cleanings. With environmental concerns on the rise, the GAF Solar Roofing Systems offer a cutting-edge solution to harness the power of the sun while maintaining a beautiful, functional, and energy-efficient roof. Homeowners can now reduce their carbon footprint and save on energy costs while benefiting from GAF's renowned roofing expertise.

Moreover, G. Fedale's roof rejuvenations and roof cleanings provide cost-effective solutions to extend the life of existing roofs and restore their appearance. Through expert maintenance and cleaning, homeowners can protect their investment and ensure the longevity of their roofs.

Beyond their professional achievements, G. Fedale takes immense pride in their charitable initiative, Roofs From The Heart. Understanding that a safe and secure roof is essential for every family, the company aims to help local community members who are in need of a new roof but may not have the means to replace it themselves.

Through a well-organized nomination and selection process, G. Fedale invites community members to share their stories and nominate deserving candidates for help. The

nominations are carefully reviewed, and a winner is selected to receive a completely new roofing system, provided entirely free of charge. This heartwarming initiative not only transforms the life of the recipient but also strengthens the sense of community, spreading positivity and compassion in the process.

As G. Fedale looks ahead to the future, they remain dedicated to their core values of integrity, customer satisfaction, and community impact. The company's commitment to using top-tier products and staying up-to-date with industry trends ensures that their clients always receive the best service possible.

With a strong focus on customer education, G. Fedale aims to empower homeowners to make informed decisions about their exterior improvement needs. Their team of experts takes the time to understand each client's unique requirements and offers personalized solutions that align with their vision and budget.

G. Fedale's 20 years of success in the home exterior improvement industry are a testament to their unwavering commitment to excellence, sustainability, and community service. The introduction of GAF Solar Roofing Systems, Roof Rejuvenations, and Roof Cleanings showcases their dedication to



innovation and providing the latest solutions to their customers.

Moreover, their charitable initiative, Roofs From The Heart, demonstrates the heart and soul of the company, allowing them to make a lasting impact on the lives of local community members in need. As they continue to grow and evolve, G. Fedale's mission to enrich homes and uplift lives remains at the core of everything they do. For those seeking top-notch home exterior improvements from a company that genuinely cares, G. Fedale stands as a beacon of trust, reliability, and community support.

*For more information about G. Fedale Roofing & Siding, please visit [www.gfedaleroof.com](http://www.gfedaleroof.com) or call (302) 524-7117.*

# CORNERSTONE MEMBERSHIP

## Cornerstone Membership: The Blocks on Which We Build

The cornerstone is a key component in construction because it is part of the foundation. The foundation of any structure is what provides the strong support on which it is built. With the shifting of the ground, the impact of inclement weather, and the weight of the entire structure, any building built without the bedrock of a foundation is likely to lean, collapse, or crumble over time. A great example of such a tragedy is the famous Leaning Tower of Pisa – which was built on sandy soil without a foundation. Needless to say, cornerstones are necessary to ensure the long life of any building or institution.

The Central Delaware Chamber of Commerce is pleased to provide members with the opportunity to showcase their businesses through Cornerstone Membership. A Cornerstone Membership not only provides outstanding exposure, visibility, and name recognition, but helps to ensure a long, quality life of service for your CDCC. Cornerstone Membership is a partnership that goes a long way in helping businesses grow, by helping the CDCC continue to serve as the essential resource for the development of businesses in Central Delaware.

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 2 – 3 featured articles in the Chamber Connections newspaper and four broadcast emails per year sent to nearly 1,500+ recipients.

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 1 exhibitor table at each of the semi-annual CDCC Member 2 Member Expos, admittance for 8 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.

The value of the Cornerstone package is \$16,200, but as a Cornerstone member, you will receive all these amazing opportunities for just \$5,000. Our Cornerstone Memberships are industry exclusive. As a Cornerstone Member, you will be given the first right of refusal each year.

As you can see, Cornerstone Membership (established in 2013) is a marvelous engaging way to showcase your business. It is also an incredible way to be known as part of the foundation on which your Chamber is built.

*For more information regarding Cornerstone Membership, please contact the CDCC Office at (302) 734-7513 or visit our website at [www.cdcc.net](http://www.cdcc.net). As always, thank you for your continued support and encouragement as we work to help businesses grow and be recognized!*

### 2023-2024 Cornerstone Membership

For the eleventh year, the CDCC offers an Exclusive Package for Members who showcase the CDCC Cornerstone values...

*Credible, Engaged, Resourceful, Relevant*  
CORNERSTONE MEMBERSHIP  
Est. 2013



#### For 1 full year, CORNERSTONE MEMBERS will receive the following:

- An Exclusive Homepage Rotating Banner Ad with Hyperlinks on our Website (45,000 webpage views)
- Your Logo will appear in a banner advertisement in our Chamber Connections Newspaper (identifying you as a CORNERSTONE MEMBER (12 months))
- 3 featured articles in the Chamber Connections Newspaper (articles scheduled will be first come, first served)
- 4 broadcast emails per year (sent to over 1,500 business leaders)
- Your Logo will appear in a banner ad in the Email Signature of initial outgoing emails of all CDCC staff
- Advertisement to appear on the CDCC website Main Business Directory for 12 months

#### Exclusive Sponsorship, CORNERSTONE MEMBERS will receive the following:

Your company will be listed as a PLATINUM SPONSOR for the following CDCC Events:

- The State of the Base Briefing Breakfast (attendance 220+)
- The Annual CDCC Legislative Luncheon (attendance 250+)
- The Awards for Excellence Celebration (attendance 300+)

(You will also receive a Reserved Table for 8 at all three events.)

#### Exclusive Offer, CORNERSTONE MEMBERS will receive the following:

- 1 Exhibitor Table at each of the (2) CDCC Member 2 Member Expos
- Admittance of 8 at the Chairman's Circle event (Awards for Excellence Dinner)
- Quarter Page/Full Color Advertisement in the CDCC Holiday Gift Auction Program
- 2024 Central Delaware Resource Guide - \$200 towards an advertisement
- Brochures/Rack Card/Song Items included in New Member bags (brochures/rack card promotional items provided by Cornerstone Member)

The value of the package is \$16,200.00

The cost to you is \$5,000.00

(Includes one monthly feature/broadcast)

Our CORNERSTONE MEMBERSHIPS are industry exclusive. You will be given the first right of refusal each year.



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## AMAZING CHASE

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race around the world, solve clues, perform mental and physical challenges, while avoiding eliminations in order to emerge victorious and receive the grand prize. It is surely an adventure of a lifetime—and with your participation, the CDCC ensures our Downtown Dover edition will be, as well!

With YOUR CDCC, Central Delaware adventures are never far away! We are very excited to be able to partner with the City of Dover once again to bring this unique event to the community. Participation in The Amazing Chase guarantees an evening of ambitious adventures all over Downtown Dover.

How does it work, you ask? Merchants (Downtown Dover businesses) who participate in this event provide clues, that if correctly solved by the teams, lead them into their doors, which will shed light on their next location to solve the next clue. The Amazing Chase is not only a race against other teams of the three, but also against time. This is a test of teams' quick wit,

knowledge of Downtown Dover, community involvement. Sneakers and smiles are highly encouraged!

Besides the fun of witnessing color-coordinated costumes and tutus run crazily around Downtown Dover, the CDCC loves to see its members build relationships, support Downtown Dover's awesome small businesses, make lasting impressions, make memories, and have fun! The Amazing Chase is the perfect event to highlight the great businesses that make up Downtown Dover already, while also increasing awareness of what our capital city has to offer.

Interested in sponsorship opportunities for the 2023 Amazing Chase? Want to have your company's logo on the CDCC website, numerous publications, and increased foot traffic? Consider sponsoring this niche, but wide-reaching, local event to let your community know you care. The CDCC could not make this event such a continued success without the participation of great business-minded people like you who want our city to flourish. Be a participating merchant for only \$100 and secure your team of

three for just \$75 today! – Teams and merchants will fill quickly, so save the date (Sept. 21st) and register today!

*If you are interested in being a merchant, registering a team or would like more information about the CDCC's Amazing Chase: Downtown Dover Edition, please do not hesitate to contact the CDCC office at (302) 734-7513 or visit our website at [www.cdcc.net](http://www.cdcc.net) for more information. The CDCC can't wait to cheer your team on in Downtown Dover this Sept. 21st!*



# New Leaders Loading...LCD Class of 2024 Coming Soon!

Twenty-eight new leaders are out in the world, Delaware, and Kent County doing great things all around us. They are empowered, enlightened, engaged, and better connected with their community after their experience of successfully graduating from the Leadership Central Delaware (LCD) Class of 2023. It is a bittersweet ending that welcomes another exciting beginning for the pending LCD Class of 2024.

Applications have been submitted and reviewed, interviews have been scheduled, policies and expectations have been outlined for

the next potential candidates for the new class and tough choices have to be made on selecting the CDCC's newest leaders of Central Delaware. This decision is one that takes deliberation to make sure this program is a good match for the candidates and vice versa. Heading into to the 23rd consecutive year of this program, the CDCC wants to ensure that LCD is matching the wants and needs of the candidates, and also that they are fulfilling the commitment and purpose of the program in their own way. Leadership is fluid and flexible. Surely there are specific qualities

that make an effective leader, but ultimately it is up to individual to figure out a balance, management, and leadership style that best fits them. LCD is here to help expose new people to new industries, experiences, and knowledge to empower them to become their best selves, as a class and as individuals.

Designating and shaping leaders takes time and patience. The CDCC asks for your patience as we continue to deliberate and conduct interviews that will form the LCD Class of 2024. It has been a pleasure to get to know the applicants thus far. To hear their stories, future plans,

accomplishments, and why they believe this program is great for them is a privilege. The process has been wonderful so far, but not one to rush! This is an exciting time for the CDCC and the applicants who may or may not embark on this new and unique Kent County journey. Trust us, we are just as excited as you are to present the new class of emerging leaders to you! Stay tuned to the CDCC website, [ww.cdcc.net](http://ww.cdcc.net), and be sure to read next month's September Chamber Connections issue for the official announcement of the new LCD Class of 2024!



## Leaders Support Leaders: Thank you LCD Sponsors!

The CDCC's Diamond program could not be as successful as it has been for 23 years without the support of our wonderful sponsors! The CDCC is surely grateful and thankful to all sponsors over the years of this program, especially this year. We cherish that you would allocate your resources to help your community and the people in it, directly. Thank you for investing in their future, exploration, and personal & professional development – it truly means so much to have partners and leaders in the community leading change and empowering leaders of the future. Thank you so much for sharing your generosity with the LCD Class to make the logistics of the program possible. Even in the current economy and its challenges, you have shown

grace and initiative for the best of Central Delaware. Thank you from the bottom of our hearts for your support!

The CDCC would like to thank our LCD Class of 2023 sponsors: Bally's Dover Casino Resort, Bayhealth Medical Center, Delaware Electric Co-Op, Delaware Municipal Electric Corporation, Delaware Solid Waste Authority, Delaware State University, Delaware Technical Community College, Kent County Tourism Corporation, Faw Casson, Jonathan L. Parker & Associates, LLC, Kent County Levy Court, Roy Klein Education Foundation, Parkview RV Center, Payroll Management Assistance, and Wilmington University. Thank you! The CDCC couldn't do it without your help!

As we are currently in the transition between new classes and a new LCD year, the CDCC is currently seeking and accepting sponsors now. If your company aligns with the vision of this program and would like to support it, please contact the CDCC office at (302) 734-7513 for more information. We thank you in advance for your support!

## Meet & Greet This Month!

Upon the emergence and official unveiling of the LCD Class of 2024 next month, the pending class will finally meet each other for the first time under the Leadership Central Delaware title at their Meet & Greet reception on Friday, Aug. 18th. The reception will take place 5-7 p.m. at the wonderfully hospitable alums', Terry & Dean Blaha's home in Magnolia. This will be the initial meeting of the class before they embark on this exciting journey as a class.

The Central Delaware Chamber of Commerce would like to thank Terry and Dean

Blaha for their continued generosity in making this event possible for our new class of local leaders. Thank you for setting the tone, atmosphere, exemplifying servant leadership, and for just being yourselves. We appreciate you so much and can't wait for you to meet the class as they meet each other likewise! Cocktails and hors d'oeuvres will be served, and of course plenty of casual, social fun! From here, nothing will be the same! The class is asked to register by Aug. 17th via email to [LCD@cdcc.net](mailto:LCD@cdcc.net) or by calling (302) 734-7513.





## Get Recharged at the Professional Power-Up!

The CDCC is happy to announce that the Professional Power-Up sessions have been engaging and empowering not only for the attendees but the CDCC as well! We love connecting with our members, the community, and potential members and this event it just one simple way to do that, while offering something new to learn and take away. Each session has a different local presenter who can share their expertise. In an effort to make this event more accessible, the program alternates between in-person and virtual sessions every month, and no longer has a confining age bracket.

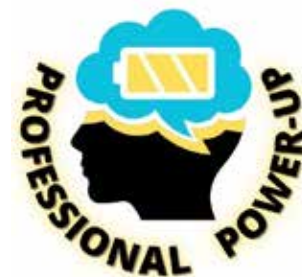
The CDCC would first like to thank The Biggs Museum of American Art's very own Michael Dudich, Director and his co-host, Sandra James, Director of Philanthropy and External Relations, for leading an impactful discussion on the

differences of leading a nonprofit vs. for-profit enterprise. It was an intimate and enthralling discussion on a topic all attendees in the room were very interested in. It was enlightening to hear Dudich's experience in both categories, but even more so hearing the resources for income, budgeting, and terminology for both nonprofits and for-profits. Attendees had mind-provoking questions for Dudich and James, replied with answers that will help shape how they lead in their own enterprises. Thank you to the Biggs Museum staff for their hospitality, lunch, presentation, and support of this program, the CDCC, and ultimately the community! You can't go wrong with a thoughtful discussion surrounded by beautiful art.

Now the CDCC is excited to recharge with you this Aug. 8th, via zoom, to learn about the principles of Financial Literacy by Dover Fed-

eral Credit Union's Taevann Callo-way. Dover Federal Credit Union has been a pillar in the Central Delaware community for providing the community with education, resources, dependability, and services needed for optimal financial standing. Join us for this virtual presentation on budgeting, saving, investing and how Dover Federal Credit Union can help you get one step closer to your financial goals, whatever they may be! This is a great opportunity to ask questions.

*You can register today at [www.cdcc.net](http://www.cdcc.net) for more information and to attend August's Professional Power-Up! Get the surge of energy you need to tackle your goals by learning something new! For more information, please call the CDCC at (302) 734-7513. See you there (virtually)!*



**BIGGS**  
MUSEUM OF AMERICAN ART

### HOLIDAY

Continued from Page 1

– one of our biggest events of the year! Auctions are a fun and engaging way to connect the community, increase awareness of local businesses, and browse a large variety of unique items to please even the pickiest people on your list. The CDCC's Holiday Gift Auction is the perfect event to take home unique, eye-catching, one-of-a-kind, gifts that you may not be able to buy anywhere else. The CDCC staff always enjoys seeing what beautiful and cool combinations our members come up with to showcase their product or service. Let your creativity run wild. Attendees can expect to see over 150 high-quality, useful, and thoughtful items on which to place their bids. Food, jewelry, clothing, vouchers, experiences, and more are all up for grabs. All items are locally donated. This is a

direct way to support local businesses and your fellow Chamber Members, while enjoying a fun and inviting atmosphere. Through this event, funds are raised that enable the CDCC to continue to provide programs, networking events, educational activities, and many other services that members can rely on to help them grow their businesses here in Central Delaware. We thank you so much for your support!

The evening's festivities will be **COMPLETELY LIVE AND IN-PERSON** at Maple Dale Country Club in conjunction with the CDCC's October Sunset Business Mixer. Guests will be able to enjoy delicious food and beverages as they bid to their heart's delight, as well as catch up with colleagues and make new friends. There will not be an online auction portion this year. The CDCC is especially excited to be completely present in the moment with you!

Now is the time to join forces with your family, friends, and co-workers to organize and conquer to get the items/packages you want the most! Groups have been known to plot ahead of time about how to spend their bids and team up with other bidders to share experiences. Be sure to stay tuned in to the CDCC website for updates as Oct. 25th approaches.

This is an event you don't want to miss! The CDCC's 19th Annual Holiday Gift Auction is a fun and exciting way to support and showcase the incredible business members of the CDCC. Get a start on your holiday gifting this season and have fun while doing it as the CDCC brings the spirit of giving to you again this year!

Keep your eyes and ears open for updates on this consistently well-revered event as we approach the Fall season. However, it is never too early to submit your donated items to

CDCC. If you are interested in getting your business's name out there by donating, do not hesitate to call the CDCC office at (302) 734-7513 or visit our website at [www.cdcc.net/auction](http://www.cdcc.net/auction). Members are welcome to drop off their items to the CDCC office! We can't wait to welcome the Holiday season with you!



# What's On Tap at Fordham & Dominion Brewery!

**FORDHAM & DOMINION**  
BREWING • COMPANY



Fordham & Dominion Brewing Company is a proud Independent Craft Brewer and has been a Mid-Atlantic Tradition Since 1995, centrally located and headquartered in Dover, Delaware, (1284 McD Drive) to many visitors' and locals' surprise. Whether you consider yourself a craft beer aficionado or are new to the craft beer scene, Fordham & Dominion (F&D) has a beer for you! Their selection features a wide variety of year-round and seasonal brews, from IPAs to stouts to ales and everything in between.

"Hey, it's Chris the Beer Guy" is an exclamation you might have heard by an excited guest at a Central Delaware Chamber of Commerce (CDCC) Sunset Business Mixer! They're referring to CDCC friend, member, and wonderfully devout beer vendor, Chris Kellar, Tasting Room Manager (among

other titles) at F&D. If you've had the privilege of meeting Kellar, you'd know from one encounter that he is passionate about people and thoroughly enjoys his role at F&D. With the recent bittersweet retirement of LuAnne Shockley, former Office Manager, Kellar is ready to step up to the tap to usher in a new chapter of F&D's service to Central Delaware and beyond. He feels fully equipped by her guidance and care of "always treating me like a son of her own," Kellar shared. He credits Shockley's wonderful leadership in preparing him to take on "more emails and phone calls" for running the operation. The CDCC met with him to hear about the exciting news and brews on tap for the community in the coming months.

First and foremost, F&D is known for rotating their offerings and introducing new recipes to tantalize your tastebuds often. On deck, August 4th marks the official date of a new beer being released at the tasting room. We don't want to spoil the fun by telling you, but it is a delight citrus take on a summertime favorite – sure to refresh you and your friends after a long summer day! Speaking of hot summer day, available now is their tastefully balanced Strawberry Lemonade Lager, which released July 7th, 2023. Additionally, their new Tangerine Pale Ale is a smile in a glass. These are limited releases so grab them while you can!

F&D is also known for their fun events, festivals, live music,

and local partnerships! Kellar has great relationships with local food trucks that park on site to deliver good eats to match their delicious drinks. Fordham Fest 2023 was just held July 26th, from 3-10pm, full of drinks, food, and live music – the recipe for a successful party. Beer not your first beverage of choice? No problem, join F&D and Harvest Ridge Winery for "Wine'd Up Wednesday" from 3-8pm to experience their fruitful partnership and delicious wines and Field of Dreams Food Truck. Looking for a brain teaser? Join F&D for Trivia Thursdays in the Tap Room starting at 6pm. Tuesdays are for the Bingo Lovers.

As Summer's close, the Fall also brings excitement for F&D customers. On September 7th, catch F&D at the Stars of Delaware publicly-voted competition orchestrated by the Delaware State News. September 9th F&D will be at Rehoboth Fest in Rehoboth Beach. Stay tuned to hear about "Brews & Roos" featuring kangaroos in Wilmington, Delaware. October 7th & 8th is "V-Dubs at the Brewery" with food trucks, VW pedal cars for show, beer, and awards. October 21st 22nd, welcomes F&D's Spice Fest which supported all local brands and bands. Can't wait for an event? Stop by their partners at DD Taphouse (137 Jerome Dr., Dover) for your favorite brews on tap any time. Additionally, of course, all of F&D's new and staple brews are available at their Tasting Room, freshly brewed onsite!

Kellar just surpassed his 5-year anniversary with the company and is excited for what's to come at F&D. He shared recollections of fond memories over this time such as "traveling to different events, CDCC events, expos, the Agricultural Museum, Bally's, OctDover Fest, Traps Pond and more." The most gratifying aspect of his position for Kellar is interacting with people. "I've met such cool people, visitors, and locals alike. I've learned so much from others, received constructive criticism, and positive feedback," shared Kellar.

The one thing Kellar wishes the public to know about F&D is "we are here, we are open for the community. So many people love all our beers because they're unique without a lot a heaviness. They're light and refreshing. There's something for everyone." The CDCC admires F&D's community-mindedness in all that they do, especially from "Chris the Beer Guy!"

*For more information about, Delaware's Largest Independently Owned Brewery, Fordham & Dominion Brewery, visit [www.fordhamanddominion.com](http://www.fordhamanddominion.com), call (302) 678-4810. Feel free to stop by the Tap Room at 1284 McD Drive in Dover Delaware any time from Tuesday – Thursday 3:00-8:00pm or Friday & Saturday 12pm-9pm, and Sunday 1pm-6pm. The CDCC appreciates our partnership with F&D and can't wait to see them, and you, at an upcoming event or enjoying all they have to offer.*





# LEGISLATIVE UPDATE

## “FINAL GAVEL”

### 1st SESSION OF THE 152nd DELAWARE GENERAL ASSEMBLY

As of July 13, 2023  
EXECUTIVE SUMMARY

“This will do exactly the opposite of what you think you are doing.”

State Rep. Rich Collins

By C. Scott Kidner  
C.S. Kidner Associates/  
Capitol Strategies

The First Session of the 152nd General Assembly started with all members of the state legislature returning to the building for an in-person Session. Committee meetings were held both in-person and virtually. Time limits on speakers, a holdover from COVID, continued. In some cases, speakers would only get one minute to present their issues with specific legislation. While the “record” would remain open for 24 hours following the committee meeting, many agreed that the members never read the submitted comments. The speed at which bills were being introduced and passing in the building has dramatically increased.

As the Session progressed, social and environmental issues again took a prominent position in the topics legislated. Some were left over from the previous session, such as the Law Enforcement Bill of Rights and numerous climate change bills; however, new for this year were bills related to electric vehicles. While Zoom offered seemingly more public access, it was still a difficult environment to petition your government officials. Essentially, while access via Zoom and in-person hearings were improved, actions moved through the general assembly quickly.

As to spending, and while some of Delaware’s economy continued to recover, early DEFAC numbers presented a revenue picture for the coming FY ‘24 showing estimates for a very large surplus. By the end of June, DEFAC revenue estimates showed that Delaware was facing a budget surplus of again nearly \$400 million; with another near record-breaking Bond Bill of \$1.4 billion and a General Operating Budget of \$5.6 billion. And, like last year, this Assembly passed a supplemental spending bill of one-time increases for state employees, as well as contingency spending for bills that if they passed would receive funding.

This Session saw the legalization of marijuana for recreational use, which the Governor allowed to become law without his signature;

the publication of the regulations (DOL) around mandated family leave (PMLA) for all businesses; the publication of proposed regulations (DNREC) to eliminate the sale of new models of gas- and diesel-powered vehicles in Delaware by 2035; and the legislation creating the Data Privacy Act impacting larger businesses. Also, again legislation to allow doctor assisted suicide, legislation to allow for natural organic reduction of human remains, bills increasing rights for employees, a new \$.60/line tax on all land lines and cell phones to support the 988 mental health crisis line were all in play. The passage by one Chamber of a “permit to purchase” for all firearms was also on the table as was area Realtors again seeking to reduce the 4% realty transfer tax. A new bill adding a short-term rental tax, a bill to eliminate any HOA covenants that prevent homeowners using clotheslines, and numerous bills impacting both the multi-family and manufactured housing codes were also worked.

The business community again recognized the significance of the 2022 elections and its impact upon both the House and Senate. For some in the business community, the last two cycles have moved the Assembly further to a more liberal point of view. This has emboldened the drive to introduce and pass some very controversial, non-business friendly bills.

Specifically, in the House, there were a series of gun and environmental bills that were presented, consuming much time and effort. One such measure was a strong effort to release SS#1 to SB 1 the “Permit to Purchase” bill from the House Appropriations committee before June 30th. This effort, along with actions on other bills added to the complexity of the Assembly.

Most notable, during the last night of Session, and as promised by Speaker of the House, Representative Pete Schwartzkopf, the Speaker stepped down from his position and turned the chair over to Representative Valerie Longhurst, the former Majority Leader, and now Speaker for the 2nd Session of the 152nd General Assembly. Also during this historical moment, we saw the election of Representative

Mimi Minor Brown as Majority Leader and Representative Keri Evelyn Harris become the first freshman to take the role as Majority Whip.

On the Senate side, where the majority party has 15 votes to 6, practically every bill they wished to move forward did so without delay. An interesting observation: the Senate Majority made it a practice to post their agenda the evening before while many of those same bills were still in committee. This is just a small indication of their ability to present and pass legislation quickly.

As to the money bills, the Assembly passed the Budget Bill HB 195 by Tuesday, June 27 with the two remaining money bills, Bond Bill SB 160 and Grants-in-Aid HB197 both passing the House and Senate respectively on Friday, June 30.

However, it was during the closing days of Session this year, and with expectations of getting out of the building earlier because of a change to Delaware laws allowing Special Session to be called at 5:30 p.m. instead of midnight, that the House Republicans staged a walkout.

On Tuesday, June 27th, with the Seaford Charter Change bill (which held the provisions to allow business entities to vote) being defeated on the floor, the Republican Representatives had made a commitment that they would vote against the Bond Bill which they did, and shortly thereafter, walked out of the building. The Minority Party told the leadership that if there were not enough votes to pass that bill and a floor vote on HB 123 (directing DNREC to stop their EV mandate) the following day, the Bond Bill would not get done.

However, the next day, upon the passage of the Seaford Charter Change bill, and a floor vote on HB 123 (passing w/ 21 yes) the Bond Bill was brought forth and passed easily by both sides.

Here are some spending highlights from this year:

**The FY’24 Budget is \$5.606 billion.**

This year’s budget showed increases again in spending for virtually all agencies and employees, to include 9% pay raise for

teachers. The Assembly increased monies in the Budget Stabilization Fund (budget smoothing); numerous one-times in HB 196/Supplemental for Fire Company Pensions of \$4.625m, DSHA getting \$30m, monies for the Presidential Primary, and \$2m for residential lead remediation, in addition to numerous line items for the Marijuana Control Act. Budget growth was almost 10% from last year.

A breakdown of spending for the last number of years as compared to the new FY2024 budget is as follows:

#### **FY2017 - 7 years ago**

General Operating Budget  
\$4.084 billion

Bond/Capital Improvement Bill  
\$501 million

Grant-in-Aid  
\$45.9 million

#### **FY2018 - 6 years ago**

General Operating Budget  
\$4.11 billion

Bond/Capital Improvement Bill  
\$590 million

Grant-in-Aid  
\$37.2 million

#### **FY2019 - 5 years ago**

General Operating Budget  
\$4.27 billion

Bond/Capital Improvement Bill  
\$816 million

Grant-in-Aid  
\$52.1 million

#### **FY2020 - 4 years ago**

General Operating Budget  
\$4.57billion

Bond/Capital Improvement Bill  
\$863million

Grant-in-Aid  
\$55million

#### **FY2021 - 3 years ago**

General Operating Budget  
\$4.525billion

Bond/Capital Improvement Bill  
\$707 million

Grant-in-Aid  
\$54.4 million

#### **FY2022 - 2 years ago**

General Operating Budget  
\$4.771 billion

Bond/Capital Improvement Bill  
\$1.350 billion

Grant-in-Aid



\$63.2 million

**FY2023 - Last year**

General Operating Budget  
\$5.09 billion

Bond/Capital Improvement Bill  
\$1.40 billion

Grants-in-Aid  
\$69.4 million

**FY2024**

General Operating Budget  
\$5.606 billion

Supplemental/One-times  
\$ 194 million

Bond/Capital Improvement Bill  
\$1.409 billion

Grants-in-Aid  
\$ 70 million

Once again, the state has presented and passed record-setting Operating and Bond Bill budgets. As Delaware moves past the post-COVID environment, coupled with a more progressive Assembly, spending in the out years could become much more difficult. As the last days of Session approached, the Chair of the JFC warned his fellow Legislators that next year's budget already shows some \$200 million less in revenue.

Delaware's revenue picture was record setting for FY'24. While inflation is remains high around 7%, some of the persistent issues that have long plagued Delaware such as an aging population through the increased migration of retirees, and a lack of a diversified production-based economy, more clearly indicates that the out-year projections could be more difficult. And given there were "no" tax cuts (again) for any segment of Delaware's businesses and/or citizens, our economy looks more fragile.

With all this said, we need to be more cognitive and deliberate in passing business friendly and business supportive legislation, because even though our Delaware small and large business owners are flexible and resilient, they need legislation that helps them remain competitive with our surrounding states and to attract the talent needed to increase employment opportunities.

**REVIEW OF LEGISLATION**

*A recap of noteworthy legislation and the CDCC's position on each proposal.*

**I. LAND USE /REAL ESTATE/HOUSING**

The following bills and positions noted represent the overall commercial and residential real estate, multi-family, and manufactured housing industry, along with the business community as it relates to

their private property rights, how they conduct their business, and their ability to use/transfer real property within the state of Delaware.

**SENATE**

**SS#1 to SB 1w/HA#1** – Sen Townsend and Rep Minor Brown – Right to Counsel/Diversion Program/CLASI

**NEUTRAL**

As most in housing know, the bill is a significant rewrite of SB 101 from last session that for virtually every eviction case, an attorney must be provided for the defense of that tenant. A Coordinator would be hired through the AG's office to contract with CLASI or other legal services who would provide the defense counsel. The bill saw numerous changes after lengthy and detailed conversations with the sponsor and CLASI, which resulted in: Defining a "tenant", how full-time students are calculated, how income is calculated, requiring that mediation must occur no later than 48 hours before trial date, and tenant's failure to complete mediation may not delay commencement of trial (HA1), creates a list of actions that are covered for representation, among many other changes.

Based upon these changes and other items removed from the bill, the DAA eventually took a position of neutral, and it easily passed both Chambers by 16 June 16.

Awaiting Governor's Signature.

**SB 99** – Sen Pinkey and Rep Wilson-Anton – Municipalities

**NEUTRAL**

The bill prevents the use of municipal ordinances that require removal by eviction of a tenant or the tenant's household for criminal activity. Essentially, this bars the local government from enforcing eviction by landlords, such that if they do not remove the tenant – they will have their rental license cancelled. Both DAA and DAR took the position of neutral: passing in the Senate with 4 No votes, and then released from the House Housing Committee on June 15, without making it to the House floor for a vote before June 30.

No Further Action Taken.

**HOUSE**

**HB 37 (HB 191)** – Rep Dorsy-Walker and Sen Brown – Tenant Remedies/Escrow

**OPPOSED**

Like HB 477 from the last year, the bill seeks to address issues in Wilmington relating to a specific landlord and condemnation of his rental units in 2022, by giving tenants ability to withhold and/or

escrow rent into an account within the JP Court system. DAA maintained throughout the debate from last year and into this year, creating an escrow account does nothing to help tenants that are facing life and safety issues and their unit is condemned. After several weeks of meetings and two separate hearings, the bill was changed again and filed as HB 191 and then a week later, HS#1 to HB 191 was introduced.

Each version made changes to the current code around escrow, and while some changes were positive for the landlord community, the final version needed significant redress to eliminate conflicts and confusion in the bill. Opposed by DAA in committee again, the bill was released – then assigned to House Appropriations (Fiscal Note) – whereby it was released late on June 21. It passed the House on 22 Yes, 1 No, 1 Not Voting and 16 Absent and was assigned to the Senate Housing Committee with no hearing held before June 30.

No Further Action Taken.

**HS#1 to HB 55** – Rep Lynn and Sen Hoffner – Homeless Bill of Rights

**OPPOSED**

Amending Title 6 and Title 31, the bill – and like many versions before it, seeks to establish a new protected class for those that are defined as homeless in the bill. And like the previous version, this one is also opposed by DAA, DAR, and the CDCC because of the negative impact it will have on the ability of the property owner to determine if the potential tenant can meet the requirements of tenancy. Additional issues remain in this version as the broad definition of homelessness, the rights afforded to these people that include their ability to "stay" in cars or in public spaces without intervention from police, and what happens to the landlord if they are accused of violating the provisions of this new fair housing claim charged against them by a tenant.

Introduced on Mar 14, 2023 and assigned to the House Judiciary Committee, no hearings were held before the close of the Session.

No Further Action Taken.

**HB 168** – Rep Williams and Sen Mantzavinos – Short Term Rental Tax

**SUPPORT**

Amending Titles 9 and Title 30 – the bill creates a new tax for short-term rentals (VRBO/ARBNB) of a150 days or less and adds a new rental license fee of \$25 a year for short-term listing services. Strongly opposed by DAR and supported by the Hotel Lodging and Tourism Associations – the bill was intro-

duced on May 18 and assigned to the House Revenue and Finance Committee. It was released from Committee in June and remains on the House Ready List. The expectation is the parties will try and seek some common ground before the return of the Assembly in January 2024.

No Further Action Taken.

**II. ENVIRONMENT**

**SENATE**

**SB 96** – Sen Pettyjohn and Rep Ramone – DNREC EV Regulation **SUPPORT**

This bill, like others from the Minority prohibits the Department from implementation of their ACCII (Advanced Clean Car) ZEV Regulations which ban the sale of any diesel or gas powered vehicle under 14,000lbs in Delaware by 2035, from being implemented by the Department. Introduced in April, the bill was assigned to the Senate Environment and Energy Committee, eventually received a hearing in June. However, it failed to garner any support from the Majority.

No Further Action Taken.

**HOUSE**

**HR17** – Rep Ramone – DNREC EV

Continued on Page 10



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## Regulation

**SUPPORT**

This Resolution directs the Department from advancing any regulations or action that would implement California's ACCII regulations on DE until all fiscal impacts and directs the Department to evaluate the 33 states that currently operate under EPA's CO2 emission standards, and make these finding known to the Assembly by March of 2024. Never getting a floor vote, it remains on the Ready List.

No Further Action Taken.

**HB 8** – Rep Osienski and Sen Walsh – Clean Construction Preferences

**NEUTRAL**

This is the first in a series of bills directing the State to implement various "clean" energy or technologies or preferences in the hiring process for state contracts. Specifically, this directs the Agencies to implement "clean construction preferences" that measure the amount of carbon released or other pollutants used in the materials purchased for construction. Released from Committee on 10 May and remains on House Ready List

No Further Action Taken.

**HB 9** – Rep Griffith and Sen McBride – EV's/Statewide Fleet

**NEUTRAL**

It will require the State to purchase EVs in a phased approach that by 2040, 100% of all state-owned vehicles and light duty trucks will be zero-emission. It allows OMB with the stated exemptions for police and vehicles operated by the Dept of Education, to grant some additional exemptions. Released from the House Natural Resources Committee and re-assigned to Appropriations because of a multi-million dollar FN, it remains tabled in Committee.

No Further Action Taken.

**HB 10** – Rep Heffernan and Sen Hansen – Electric School Bus Program

**NEUTRAL**

Requires the state to begin eliminating diesel powered school buses in a phased approach, such that by 2030, 30% of all school buses in DE will be zero emission vehicles. This too had a FN, but it provided costs to FY'26 of \$1.625mm for that year. Assigned to the House Natural Resources committee, it eventually passed the House and the Senate by June 27 along party lines.

Awaiting Governor's Signature.

**HB 11 w/HA#1** – Rep Heffernan and Sen Hansen – County Building Codes/Solar Ready Zones

**NEUTRAL**

This will require all new construction over 50,000 sqft to have their roofs and electrical systems able to accept solar panels and the accompanying conduit and service panels. Supported by DAR and CIRC Neutral, the bill does exempt those buildings that have 70% shade for the year, those that already have onsite solar, or the building is certified it cannot support a solar ready zone. Introduced in May, it passed easily in both Chambers by June 27.

Awaiting Governor's Signature.

**HB 12** – Rep Phillips and Sen McBride – EV Rebate Program

**NEUTRAL**

Introduced on May 2, this bill creates a program that will incentivize the lease or purchase of new and used electric vehicles in the amounts of no more than \$2500 for all EV, and no more than \$1000 for hybrids. The FN notes annual cost of \$2m a year coming from the Regional Greenhouse Gas Initiative and other ASF funds from DNREC. Like the others, it passed the House and Senate along party lines by June 30.

Awaiting Governor's Signature.

**HB 13** – Rep Phillips and Sen McBride – EV Charging Stations Report

**NEUTRAL**

Requires DNREC to report no later than December 31 2023, with support from DelDOT, an assessment of existing EVSE (electric vehicle supply equipment) availability and how to deploy more EVSE through incentive programs, with a focus on single family homes with on-street parking. Assigned to the House Natural Resources Committee on May 2 - no hearing was held.

No Further Action Taken.

**HB 99w/HA#1** – Rep Heffernan and Sen Hansen – Climate Change Solution Act of 2023

**OPPOSED**

While similar to last year's SB 305, the bill got numerous changes made in consultation with the business community, yet it still requires every Department in State Government to create and coordinate their Climate Action Plan as established in 2021 by meeting the requirements on greenhouse gas reduction limits; to create Climate Change Officers in each Department who will develop the strategies and report those to DNREC on a yearly basis, and other requirements. The bill also requires all rulemaking, regulations, and procurement from the State Agencies be done through the lens of climate change. HA#1 brings some clarity as to the Technical Climate Advisors, who they are,

and more critically, the timing and use of offsets for carbon by the business community. As with many bills of this nature – it passed the House and Senate along party-line votes.

Awaiting Governor's Signature

**HB 123** – Rep Ramone and Sen Hocker – Assembly Consent on EV Regulations

**SUPPORT**

The bill requires the Department to get consent from the Assembly before promulgating any regulations restricting the sale of gas and diesel powered vehicles in Delaware. A direct result of the EV mandate published in April by DNREC for ACCII, the bill became part of the Republican House "walkout" over the Seaford Charter Change. This bill passed the House with a bi-partisan vote of 21 yes under suspension of rules. It has not been assigned to a committee in the Senate.

No Further Action Taken.

**HB 220** – Rep Willson-Anton and Sen Hansen – Constitutional Amendment for Natural Resources

**OPPOSED**

This is the first leg of changing Delaware's Constitution that says all people have an inherent right to clean water, air, soil, and climate, and the preservation of these natural resources are the common property of every Delaware citizen. While many understand the merits of a clean environment, the bill is so broad it will lead to any citizen suing or taking any business or agricultural entity to court because they violated their inherent right to clean environment. Opposed by members of the Administration, CDCC, DFB and others, it was released from House Administration committee but failed to get onto the floor before June 30.

No Further Action Taken.

**HB 246** – Rep Phillips and Sen Huxtable – Statewide Riparian Buffers

**OPPOSED**

Seeking to establish a uniform statewide 300 foot buffer around all water bodies in Delaware, the bill creates numerous problems within the land development community, and steps on home rule. With numerous organizations including the CDCC in strong opposition, the bill was not heard in committee and the sponsors indicated they would bring all stakeholders into a meeting(s) to discuss this issue before the return of Session in January.

No Further Action Taken.

**HB 248** – Rep Johnson and Sen Townsend – Pre-Permit Community Outreach Meeting

**OPPOSED**

The sponsor has indicated the intent is to require businesses that are seeking zoning and/or permits in underserved communities to conduct their business activities must first – before any application for permits – meet, within 3 miles of the property or site, with all the interested members of the affected communities. Opposed by many in the business community including the CDCC, the sponsor finally agreed to not pursue the bill, and would meet with the business community in the coming months.

No Further Action Taken.

**HB 249** – Rep Carson and Sen Paradee – Increasing Fees for DNREC

**OPPOSED**

Introduced on June 28– the sponsors have indicated this will be a topic for 2024 to seek increases across the board for numerous DNREC fees and licensing programs that include storage tanks, emergency generators, hazardous waste facilities, drilling licenses, waste hauling transport permits, NPDES permits, VOC unit fees, sediment and stormwater control fees, and many others. It also allows fees in Section 6 of the bill to be raised by the Department without Assembly vote by no more than 5% each year. Assigned to the House Appropriations Committee, it will be heard in January.

No Further Action Taken.

**III. TAXES****SENATE**

**SB 65** – Sen Buckson and Rep Briggs-King – Transfer Tax Expenditures

**NEUTRAL**

The bill simply adds workforce and affordable housing programs to the current list of transfer taxes eligible for expenditure in the three counties. Having gotten some opposition, the bill was stricken on June 6.

No Further Action Taken.

**SS#1 To SB 87** – Sen Huxtable and Rep Baumbach – Realty Transfer Tax

**SUPPORT**

Essentially, the bill allows for the transfer of property to or from tax exempt organizations when the purpose is to provide owner-occupied housing to low and moderate income persons. Supported by DAR and others in the housing community, the substitute removes the exemption in the original bill for homes financed through the federal Low Income Housing Tax Credit Program. Easily passing both Chambers by June 30.

Awaiting Governor's Signature.

**SB 88** – Sen Huxtable and Rep Lambert – Realty Transfer Tax  
**NEUTRAL**

The bill sets forth a new levels of which a TTax will be paid by a first-time buyer depending on the value of the home. Generally supported by DAR in that any reduction of the transfer tax for real property is good, the bill makes the calculation of these taxes complicated. Opposed by the Administration, it was assigned to the Senate Executive Committee and did not have a hearing.

No Further Action Taken.

**HOUSE**

**HB 36** – Rep Bush and Sen Walsh – Transfer Tax Reduction  
**SUPPORT**

Like the many bills before it in previous Sessions – this simply reduces the current 4% transfer tax to 3% on the sale of real property. Long supported by DAR, CDCC and others within the housing community, the bill was released from the House Revenue and Finance Committee and reassigned to the House Appropriations Committee on January 24, yet never received a hearing.

No Further Action Taken.

**HB 62** – Rep Wilson-Anton and Sen Lockman – Assessment of Real Property  
**NEUTRAL**

The bill introduced in March will require each county to reassess the value of real property in the respective county at least every 5 years, starting when this current assessment process is complete. It also requires the property to be valued at present fair market value vs. true value in money, easily passing the Senate on June 20.

Awaiting Governor’s Signature.

**HB 67** – Rep Shupe and Sen Hocker – Realty Transfer Tax  
**NEUTRAL**

In another attempt to reduce Delaware’s TTax in some manner – this bill will exempt someone who sells their primary residence in Delaware and purchases their next primary residence within 12 months from the TTax on that second purchase, with the discussion in committee about adding language that makes this allowable only every 10 years. Assigned to the House Revenue Committee, it failed to get out of committee.

No Further Action Taken.

**HB 89** – Rep Baumbach and Sen Sokola – Personal Income Taxes  
**SUPPORT**

The bill increases the earned

income tax credit to 7.5% for tax years beginning after January 1, 2023 and makes clear that previously enacted refundable earned tax credit of 4.5% for federal tax purposes took effect for tax years after January 1, 2021. Assigned to 4 separate committees, the bill with an amendment got out of the Senate Appropriations Committee but was never placed on the Senate agenda for consideration given the FN attached was \$24.9m in year ‘24, increasing to \$55m in 2025.

No Further Action Taken

**HB 127** – Rep Baumbach and Sen Huxtable – County Fire Protection Fees  
**OPPOSED**

It would allow the counties to impose a new fire protection fee on all property within the county, with fees deposited into a separate account, that only 5% of fees collected can be used for administration, and the fire company must include in their audit the monies collected under the fee. Generally opposed by the CDCC and other business organizations, it was released from the House Housing Committee on April 26, but failed to get to the agenda before June 30.

No Further Action Taken.

**HB 128** – Rep Baumbach and Sen Townsend – Personal Income Tax  
**OPPOSED**

The bill totally rewrites the PIT levels in DE by creating more tax brackets and increasing the top tax bracket for anyone making income over \$100,000 a year at 6.9%. Assigned to the House Revenue Committee in May, it never got to the House Agenda.

No Further Action Taken.

**HB 149** – Rep Collins and Sen Hocker – Personal Income Taxes  
**SUPPORT**

Introduced in early May, the bill simply requires that each PIT bracket to be annually adjusted for cost-of-living increases, whereby lower income individuals do not get hit with “bracket creep” because of salary increases that are to offset inflation. Assigned to the House Revenue Committee it failed to have a hearing.

No Further Action Taken.

**IV. BUSINESS ISSUES**

**SENATE**

**SS#1 to SB 43** – Sen Richardson and Rep Baumbach – Human Trafficking/Postings  
**NEUTRAL**

The bill requires businesses to post signage about human trafficking and contains violation provisions for failure to post. The business community agrees trafficking must be eliminated, there were some concerns over failure to post the appropriate signage. Easily passing both Chambers by June 20.

Awaiting Governor’s Signature.

**SB 51 with HA#1, 2, 4** – Sen Paradee and Rep Baumbach – Polystyrene Ban  
**OPPOSED**

The bill basically bans the use of any polystyrene made products from use by consumers, as well as single use coffee stirrers, picks, and plastic straws within the food industry. It does exempt this material used in meat or food production for shipping. The CDCC believes the amount of these items contributing to landfills is minimal, as compared to the new costs and compliance issues which are great for our food/hospitality industry. Passing along party-line votes in both Chambers by June 27.

Awaiting Governor’s Signature.

**SB 64w/HA#2** – Sen Paradee and Rep Bolden – State Lottery/Casino Investment  
**SUPPORT**

The Act will promote capital investment by the three tracks by allowing them to restructure their table game licensing fees such that instead of paying these fees to the state – they can use them for capital improvements. Supported by CDCC and the tracks along with the Dept of Finance, the bill faced opposition from the Majority Leader, eventually placing HA#2 that sunsets these provisions within one year and requires the Lottery Director and the Comptroller General to approve the accounting submitted by the tracks before they can use them. With only one No vote in the House, and 21 Yes in the Senate – it easily passed by June 30.

Signed by the Governor May 25, 2023.

(Related to Gaming, HR 6 was introduced in January that established an Internet Sports Lottery Legislative Working Group to be led by Representatives Cooke, Bush, and Smith and Dukes.

This group’s intention is to seek legislative action to allow for multi-platform sports betting in Delaware via groups like Fan Duel and Draft Kings. The group met in public multiply times with the tracks, horsemen, Lottery Office, and the current lottery provider listening to the advocates, as well as outlining their concerns and the multitude of issues around a multi-platform system vs a platform controlled and run by the Lottery Office. By June

30 there was no resolution to this issue, and no bills were introduced on behalf of Fan Duel or Draft Kings.)

**SB 81** – Sen Townsend and Rep Griffith – Wrongful Death Actions  
**OPPOSED**

The bill changes the standard of what can be considered in a wrongful death action and opens the business community to a much lower threshold of litigation for accidents that result in death or serious injury. Some insurance carriers that have these types of policies sought changes in language to limit this much broader language use. Unfortunately – the bill’s sponsor did not accept any changes.

Awaiting Governor’s Signature

**SB 145 SA#1** – Sen Sturgeon and Rep Osienki – Damages for Employment Discrimination  
**NEUTRAL**

It increases the limits on the dollar amount of awards of compensatory or punitive damages or both in cases of employment discrimination and creates caps in specific categories based upon the number of employees. SA#1 keeps those limits the same as current law for 4-14 employees, and then changes

Continued on Page 12

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those limit levels for 15 to 100 employees. With strong support from the DTLA, it easily passed by both Chambers by June 30.

Awaiting Governor's Signature.

**SB 146** – Sen Sturgeon and Rep Osienski – Discrimination in Employment

### NEUTRAL

A simple bill that clarifies that an individual can file a charge of discrimination by sending a verified charge to the DOL – and this verified charge is deemed to be filed on the date it is sent to the Department. With no opposition – it passed both Chambers before June 30.

Awaiting Governor's Signature

**SB 147** – Sen Sturgeon and Rep Osienski – Computer Related Offenses

### OPPOSED

Broadly written – the bill would allow employees to access the employers' computer systems, programs, data-bases or other networks if the employee is doing this to seek information or evidence in the case of violations of federal or state employment laws. Strongly opposed by the CDCC and the other Chambers, it was released from the Senate Judiciary Committee on June 7 – but did not get to the floor. The sponsor indicated she would bring new language before it got a vote.

No Further Action Taken.

## HOUSE

**HB 1** – Rep Osienski and Sen Paradee – Marijuana Legalization

### NEUTRAL

**HB 2/wHA#1,2** – Rep Osienski and Sen Paradee – Marijuana Control Act

### NEUTRAL

As many are aware, HB 371 and HB 372 from last Session never garnered, even with various amendments, enough votes to pass. The sponsor then split the bill into two parts, one for straight legalization HB 371 which is a simple majority bill, and then a bill that provides all the regulations and taxes to allow for the sale of recreational marijuana.

The business community's overall issues were and remain around dramatically changing the employer/employee relationship. Specifically, the business community sought and got language that insured the employer's policies on drugs in the workplace or working while impaired known as "zero tolerance policies" will not be affected. However, while this was welcomed, there are no reliable tests for THC impairment; there is little legal

framework for employers to know what they can or cannot do, and this will impact an already difficult hiring environment by taking even more people out of the hiring pool.

Because of the past election, the sponsor believed with HB 1 and HB 2 there were enough votes to pass – but to also sustain a veto override effort. Both bills passed with enough votes to override, and on April 23, the Governor allowed both bills to become law without his signature.

**HB 41** – Rep Briggs King and Sen Pettyjohn – Right to Repair

### NEUTRAL

This is a follow-on to legislation introduced last year, this bill requires the manufacturers of electronic devices to produce parts, documents, tools and updates to allow consumers to fix their own device. Initially opposed by the larger telecoms and ISP, this bill makes changes that exempt any equipment owned and leased to the consumer. Introduced in January, it was finally heard in March, released but failed to make the House Agenda.

No Further Action Taken.

**HB 101** – Rep Bush and Sen Walsh – Expedited Review

### SUPPORT

As the first in four bills and as part of the Ready in 6 initiative – this bill requires both DNREC and DelDOT to speed up their reviews of entrance permits and stormwater plans associated with new development by allowing for the use of pre-approved consultants hired by the agencies. Strongly supported by the business community but opposed by DelDOT – this bill was not released from committee in May.

No Further Action Taken.

**HB 102** – Rep Bush and Sen Walsh – Temporary Entrance Permits

### SUPPORT

This will allow the issuance of temporary entrance permits within 10 days for those projects within Level 1 where the development meets economic goals. Like HB 101 and the others, it was strongly supported by the CDCC and the business community as part of the Ready in 6 initiative, and with little opposition, it was passed easily in early June.

Signed by Governor on 20 June 2023.

**HB 103** – Rep Bush and Sen Walsh – Traffic Impact Fee

### SUPPORT

The third bill as part of the Ready in 6 initiative, and more complicated and controversial, it will allow developers in Level 1 and 2 to pay an impact fee for those areas that

are not part of a transportation improvement district. The business community believes this will speed up construction, bring predictability, and help with needed improvements to the areas they are developing. Opposed by DelDOT, the bill was not released from Committee.

No Further Action Taken.

**HB 104** – Rep Bush and Sen Walsh – Pre-Application Exemption

### SUPPORT

The final bill being presented in as part of the Ready in 6 initiative, this allows the developer to be exempted from the pre-application process with PLUS if the project is within Level 1 or 2, meets local zoning and comprehensive plan requirements and will create full-time jobs. Supported by CDCC and many other business groups – this bill easily passed both Chambers with little opposition.

Signed by Governor on June 20 2023.

**HB 144** – Rep Bush and Sen Mantzavinos – Workers Compensation

### SUPPORT

A simple bill that changes the number of exemptions for workers comp reimbursement in LLC's from 4 individuals to 8 individuals, which is current law for corporations. With support from the insurance brokers and no position from DOL – the bill easily passed both Chambers by June 30.

Awaiting Governor's Signature.

**HB 154w/HA#1 and #4** – Rep Griffith and Sen Townsend – Data Privacy Act

### NEUTRAL

After numerous meetings with all stakeholders impacted by the bill, and with numerous changes and two amendments, the sponsor was able to get Data Privacy passed through both Chambers. Overall, an extremely complicated and cumbersome bill, the CDCC with other Chambers were able to gain exemptions that will virtually eliminate any small business owner from getting captured under these provisions because of the "floors" on data sold and date collected. With other exemptions for federally regulated entities such as banks, insurance carriers and brokers, only those within a very specified segment of data collection and sales will be required to meet the confines of the bill.

Awaiting Governor's Signature.

**HS#2 to HB 160** – Rep Longhurst and Sen Poore – Mental Health Line Tax

### OPPOSED

Introduced late in the Session on June 6, this bill will place a 60-cent tax on every phone line and cell

line on all residents and corporations (except state phone lines) per month to fund a new mental health crisis intervention hotline and support services. After testimony from the business community with concerns on the amount of the tax (highest in the nation) and seeking clarity on lines that will be charged, as well as who will oversee the funds generated, two substitutes were introduced. However, many of the issues remained including the high tax, passing both Chambers on a bi-partisan vote.

Awaiting Governor's Signature.

**HB 175** – Rep Neal and Sen Poore – Accessible Parking

### OPPOSED

The bill is another attempt by the Assembly to dramatically increase the amount and redesign/layout of handicap parking in the state by mandating to local governments their duties and responsibilities in code enforcement. With the response from the Chambers and League of Local Governments, the sponsor acknowledged the issues around the bill and concerns from the business owners. As a result – HCR 68 was introduced asking the three Counties and the League of Local Governments to convene and make recommendations to the Assembly for improving, signage, and uniformity of handicap parking in the state.

No Further Action Taken.

## V. ISSUES FOR JANUARY 2024

Delaware's revenue picture looks less robust for 2024, with signs of inflation and reduced spending by consumers. Delaware's inflation is running over 6% and unemployment remains a mixed bag of high claims, but "Help Wanted" signs indicating employers are unable to find workers. With no tax cuts offered, and the loss of COVID federal dollars washing through the system, it remains unclear how this impacts our state's economy in the coming months.

Returning legislation for next year will include these and other bills that impact the business community: Transfer Tax Reduction; Source of Income; Homeless Bill of Rights; Rent Escrow/Withholding; Rent Control in Manufactured Housing; Potential Additional Lead Paint Testing/Inspection Requirements for Multi-family Housing; Electric Vehicles; Issues around Climate Change, and; Implementation of FMLA by regulation.

# CDCC Annual Report

## EDUCATION

The CDCC held a total of nine **Coffee Coaching** sessions via Zoom. This free informational program includes topics that apply to both large and small businesses and attendees leave with action steps to help improve their businesses.



The **Young Professionals Social**, an educational tool for professionals between the ages of 21-35 to discuss workplace challenges and to build professional relationships, was redesigned in March 2023. Renamed **Professional Power-Up**, the program will discuss topics pertinent to those new to their careers. The group will meet in person every other month and virtually on the opposite months.



## LEADERSHIP DEVELOPMENT

**Leadership Central Delaware**, in its 22nd year, saw 28 individuals complete the program, bringing the total to 531 graduates. The LCD Alumni Association helps graduates stay connected while continuing to enhance their leadership skills. The Class of 2023 completed a community service project. They chose to do power washing, exterior painting, and campus beautification for Dover Interfaith Mission for Housing's The Interfaith Crossing in Felton.



## LEGISLATION

The Chamber tracked 47 Bills during the 1st session of the 152nd General Assembly and took positions on 29.

**Legislative Alerts and Legislative Calls to Action** are sent to members to activate our grass roots network efforts and to, when needed, secure speakers for both the House and Senate.

The **Legislative Luncheon** was held in March 2023. There were about 212 business representatives in attendance at the event. It gave members the opportunity to hear directly from our area legislators on issues affecting their businesses.



## MILITARY AFFAIRS

The Chamber submitted a nomination package to the Abilene Chamber of Commerce in Texas for the **2021 AMC Community Support Award (Abilene Award)**.

Colonel Matthew Husemann, Commander of the 436th Airlift Wing, presented an overview of the **State of the Base** to 250 attendees from the business community and base at The Landings on Dover Air Force Base in November 2022. This included highlighting four military construction projects and their amazing impact on the Delaware economy, security assistance to the Ukraine, and the stories of several Team Dover Airmen. Colonel Douglas Stouffer, 512th Airlift Wing Commander, U.S. Senators Thomas Carper and Christopher Coons, and U.S. Representative Lisa Blunt-Rochester also addressed the audience.

The **Military Affaire** was held in February 2023 at Noble's Pond for the purpose of interacting with the military leaders at the base. There were about 100 attendees at this networking reception.

The **Bluesuiters Golf Tournament** was held in May 2023. Civilians and Airmen were teamed up to play in the outing at Jonathan's Landing for a little friendly competition. There were over 90 golfers, including about 40 Airmen sponsored by CDCC Members. Volunteers hosted Snack and Beverage Stations on the course.



## MEMBERSHIP



The CDCC offers several opportunities for our members to increase their exposure. Among these are event sponsorships, volunteering, Member Orientations, Coffee Coaching, Sunset Business Mixers, Ribbon Cuttings, New Member Spotlight Articles, and the 5-Star Journey Map Program.

## Benefits

### CDCC Showcase

Held every year in January by the Marketing Committee in conjunction with the Sunset Business Mixer to acquaint prospective and current members with the benefits of the organization.

Delaware State News and Kent County Women's Journal advertising discounts, Staples purchases discount, Benefits Connection comprehensive insurance plan, LASIK Corporate Discount Program through Eye Specialists of Delaware, ability to join Dover Federal Credit Union and Del-One Federal Credit Union, Special Marketing Packages, discounts through the Club Card Savings Program, membership in the U.S. Chamber Federation Program, and copies of Delaware Today Magazine and The Business Report.

### CDCC Journey Map to 5 Star Membership

Journey Maps serve as the catalyst to being an engaged CDCC member by combining each member's unique business needs and goals with benefits offered by the CDCC.

Members meet with a CDCC representative to identify their business needs & map out their 5 Star Journey. Next they complete their Action Steps and start seeing the impact on their business. Once completed, they are recognized as a 5 Star Chamber Member.

What does a 5 Star Member get?

\*Official Pinning at a Sunset Business Mixer

\*Photo in the Chamber Connections.

\*A gold listing in the Business Directory.

\*A remarkable return on the investment of CDCC membership & its benefits.

29

Total # of ribbon cuttings and groundbreakings to celebrate new businesses and expansion of existing businesses in 2022 -2023

92

new members

87% retention rate

## PARTNERSHIPS

- The CDCC and **Kent County Tourism** jointly own their building at 435 N. DuPont Hwy, Dover. The Chamber works closely with KCT, whose mission is to market, develop and promote tourism in Kent County.
- The Chamber partners with **Kent Economic Partnership** and **Downtown Dover Partnership** for the purpose of countywide and citywide economic development, respectively, which includes business attraction.
- Kent County Open for Business, a series of free business development sessions, is held on the first Thursday of the month at **Kent County Levy Court**. Resource partners are available to meet with current and prospective business owners to discuss business solutions in the local area.
- The Chamber coordinates the **Association of Chambers of Commerce of Delaware** which focuses on issues affecting all Delaware businesses.
- An ongoing partnership exists with **Bally's Dover Casino Resort** to hold the 55+ Expo - a trade show for the over 55 population and caregivers. Participation and attendance continue to grow following the pandemic.
- An agreement with the **Retired and Senior Volunteer Program** has been invaluable to the Chamber and allows us to utilize the talents and abilities of a wonderful group of volunteers who are 55 and older.
- Media: **The Delaware State News** features a column from the Chamber in its business section every Tuesday. Quarterly, the **Kent County Women's Journal** publishes a Chamber article. And **iHeartMedia** allows the Chamber to place 40-second weekly announcements on 1410 WDOV-AM, 92.9 TOM FM WRDX, and iHeartRadio.
- Partnerships with **Dover Federal Credit Union** and **Del-One Federal Credit Union** offer our members financial benefits.
- Two partnerships specifically benefit Leadership Central Delaware Alumni. **Leadership Delaware** will give a discount to Alumni who are accepted into their program. **Wilmington University** will give 3 college credits to all LCD Alumni.

## NETWORKING



The Chamber's most popular and well attended networking events are the Sunset Business Mixers. Two times a year (August and January) Member 2 Member Expos are held in conjunction with the mixer. These have provided our members with an opportunity to showcase their products/services. The January event was also paired with the CDCC Showcase.



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# CDCC Annual Report

## PROMOTIONAL OPPORTUNITIES

*Sponsorship opportunities make it possible for more of our members to participate in events and to gain exposure.*

**Showcase Opportunities** include tabletop displays at the Legislative Luncheon, Awards for Excellence Celebration, and two Member 2 Member Expos.

**Sponsored programs** include Leadership Central Delaware, Sunset Business Mixers, and Coffee Coaching.

The **CDCC Club Card** is used to bring more customers directly to CDCC members' doors. Key cards are distributed to all members, who are encouraged to shop the discounts offered by about 100 Chamber members. The program has been rewarding for both businesses and CDCC members. All discounts are easily accessible under the "Club Card Savings" tab on the CDCC website.

The **Central Delaware Resource Guide** and **Dover/Kent County Map** are distributed to people interested in relocating to the area and to local residents looking for a quick reference guide or CDCC Membership Directory. These resources assist the individuals at Dover AFB, new college students, and new hires to our member businesses in becoming acclimated to Central Delaware. The Resource Guide is also available on the CDCC website. Both options are supported by advertising.

## Sponsored Events:

- The Amazing Chase
- CDCC Holiday Gift Auction
- State of the Base Briefing
- CDCC Holiday Party
- Economic Forecast
- Capital Reception
- Home & Garden Expo
- Military Affaire
- Legislative Luncheon
- 55+ Expo
- THE Chamber Mini Masters
- Bluesuiters Golf Tournament
- Awards for Excellence Celebration

## AWARDS

After the membership voted for the individuals who best exemplified Excellence in Business, awards were presented to the following at the Awards for Excellence Celebration:

### Small Business of the Year

*The Ice House: Wellness + Community*



### Large Employer of the Year

*Polytech Adult Education*



### Young Professional of the Year

*Lauren Webb Dedicated to Women, ObGyn*



**Awards presented at the Annual Dinner included:**

- Outstanding Partnership Award: Bally's Dover Casino Resort;
- Economic Development Achievement Award: Downtown Dover Partnership;
- Board Member of the Year: Scott Connell of Merrill Lynch - Connell & Associates;
- Volunteer of the Year: Sand Hoffman of Chesapeake Utilities Corp.;
- Ambassador of the Year: Esther Rich of Special Touch Card Creations.

## SPECIAL EVENTS

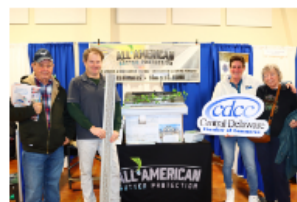
*Over 75 events and programs were coordinated in the past year by the CDCC Staff and CDCC Member Volunteers.*



The **Holiday Gift Auction** was held in October at Maple Dale Country Club. The Live Auction was held in person and all Silent Auction items were set up to view. Bidding on the Silent Auction items was done virtually. The Auction enabled buyers to purchase over 125 quality gifts with a goal of showcasing the goods & services provided by CDCC members and to promote shopping locally.

The **Home & Garden Expo** was held in February in the Exhibit Hall on the Delaware State Fairgrounds. Hundreds of attendees visited with over 40 vendors from construction and gardening to mortgage and insurance services. Educational seminars were hosted both days by event sponsors.

**THE Chamber Mini Masters** was held in April at Tre Sorelle Dolce Ice Cream & Mini Golf. Teams of four had fun playing a round of competitive mini golf. Attendees had the chance to network and cheer each other on while enjoying delicious food and beverages. Awards were given to the Best Team, Overall Best Mini-Golfer, and the top two Best Dressed Teams.




The **Awards for Excellence Celebration**, held in June at Bally's Dover Casino Resort, gave the CDCC the opportunity to recognize its many volunteers & partners, recognize our Excellence in Business Award nominees & announce the winners, hold a graduation ceremony for the Leadership Central Delaware (LCD) Class of 2023, and announce the LCD Best in Class competition winner.



**Other events hosted during the year included:** The Amazing Chase in September, the State of the Base Briefing in November, Capital Holiday Celebration & CDCC Holiday Party in December, Economic Forecast Breakfast in January, Capital Reception & Military Affaire in February, Legislative Luncheon in March, the Leadership Central Delaware Invitational & The Chamber Mini Masters in April, and Bluesuiters Golf Tournament in May.







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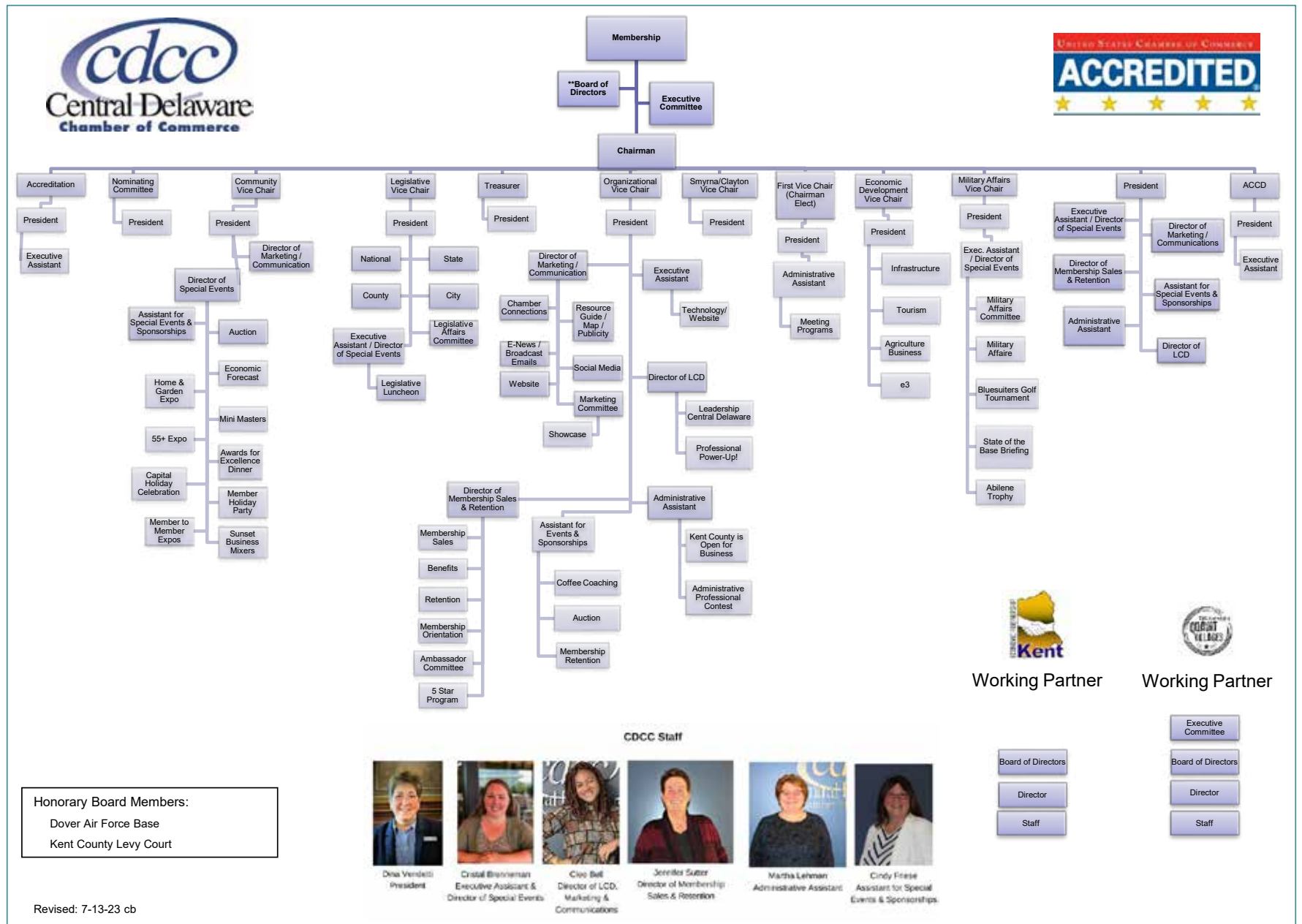


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# CDCC Annual Report



Honorary Board Members:  
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Revised: 7-13-23 cb

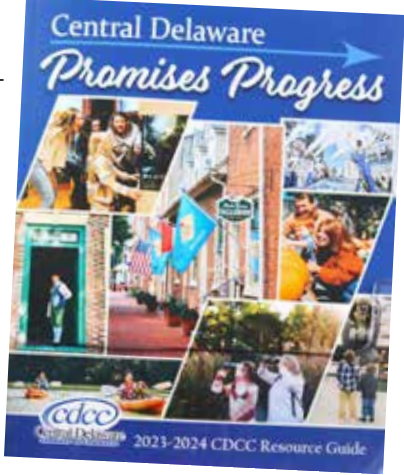
## The CDCC Resource Guide: Available NOW!

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 fixed.

This book is distributed to Kent County businesses, colleges, universities, hotels, the Dover Air Force Base, DE 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! Full-page or half-page advertisers 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 or to get your 2023-2024 CDCC Resource Guide, contact the CDCC office at (302) 734-7513 or email [marketing@cdcc.net](mailto:marketing@cdcc.net).*



# Residence INN<sup>®</sup> BY MARRIOTT

## CDCC Guests Checked Into the Residence Inn by Marriot Dover!

The Central Delaware Chamber of Commerce's (CDCC) members and friends checked in to the Residence Inn by Marriot Dover (600 Jefferic Blvd., Dover) to meet, mix, and mingle at another successful Sunset Business Mixer on Wednesday July 26th. New and familiar faces exchanged laughs, smiles, and business cards as they enjoyed food, drinks, many prizes and great company!

The CDCC members always leave refreshed and invigorated at the end of our premier networking event, the Sunset Business Mixer, because of energizing attendees like you who bring this event to life every month consistently on the last Wednesday. It brings the CDCC staff joy to see and know that we have a small part in making meaningful connections to grow our community for the better. It truly takes a village, and the CDCC could not be happier with the "village" everyone creates each month. The CDCC extends a warm thank you to everyone who attended July's Sunset Business Mixer.

Additionally, we especially thank the Residence Inn team for being such accommodating hosts for the evening, welcoming the community into their "home," and offering a safe, inviting, and inclusive atmosphere for like-minded professionals to connect, catch up, and exchange ideas.

Thank you for trusting your CDCC as you checked out the Residence Inn by Marriot Dover. We hope guests learned more about this beautiful business, which does so much to support Delaware's tourism economy and welcome visitors. Thank you to the Residence team for their willingness to offer tours and showcase what they have to offer their guests.

Congratulations to all the lucky door prize and 50/50 raffle winners, we hope you enjoyed your winnings and smiled the whole way home. Congratulations to our new Member of the Month who will be featured in the September issue of the Chamber Connections newspaper.

July's Sunset Business Mixer was an engaging evening of fun and friends, new and old, nurturing relationships to build Central Delaware stronger than ever. Here, simple conversations lead to big ideas and inspire visible change for the better. We appreciate offering communal spaces for the exploration of ideas from people like you who come from various industries and have so many resources at your disposal.

If this was your first CDCC Sunset Business Mixer, we thank you for coming and hope you had a great time amidst the meeting of the Central Delaware minds! We hope that you consider becoming a member of the CDCC to experience many more events like this. We'll see everyone again next month on Wednesday, Aug. 30th, at Pizzadili Vineyard & Winery for a special 2-in-1 networking event, featuring our mixer plus our Member 2 Member Expo with amazing tabletop displays!

*For more information or to register for an upcoming event, please do not hesitate to reach out to the CDCC office at (302) 734-7513 or visit our website at [www.cdcc.net](http://www.cdcc.net). Potential members – we love having you join us. Remember you can attend two events before requiring membership. Thank you for another great gathering and see you soon, Central Delaware!*





**MEMBER 2 MEMBER**

Continued from Page 1

sure to help market and expand the network of our amazing member businesses. You won't want to miss this opportunity!

Members are encouraged to reserve their tables NOW by purchasing their space as soon as possible because space is very limited and eager members have begun to fill spaces fast! Call the CDCC office today to secure your tabletop display space for just \$125 each. Create traction for you and your business by proudly presenting your products/services to a supportive and caring audience – your Chamber friends and community!

We don't want you to regret missing this valuable experience to connect with your local business professional community and stay engaged with people who want you to succeed. The CDCC is proud to offer the M2M Expo in conjunction with the monthly Sunset Business Mixer because it ultimately helps Central Delaware and each of us to thrive, compounding over time. Delaware is unique for many reasons; there is no place quite like Delaware & Central Delaware to do business. People truly value partnerships, face-to-face interactions, and have a strong community-growth mindset while supporting each other. We are a small but very mighty state and county – attend this event to see how and why!

A friendly reminder – don't forget to bring plenty of business cards to share and to enter in our drawings for the chance to win nifty door prizes, cash to enter our 50/50 raffle, of course your smile and positive attitude. Stick around for our Member of the Month

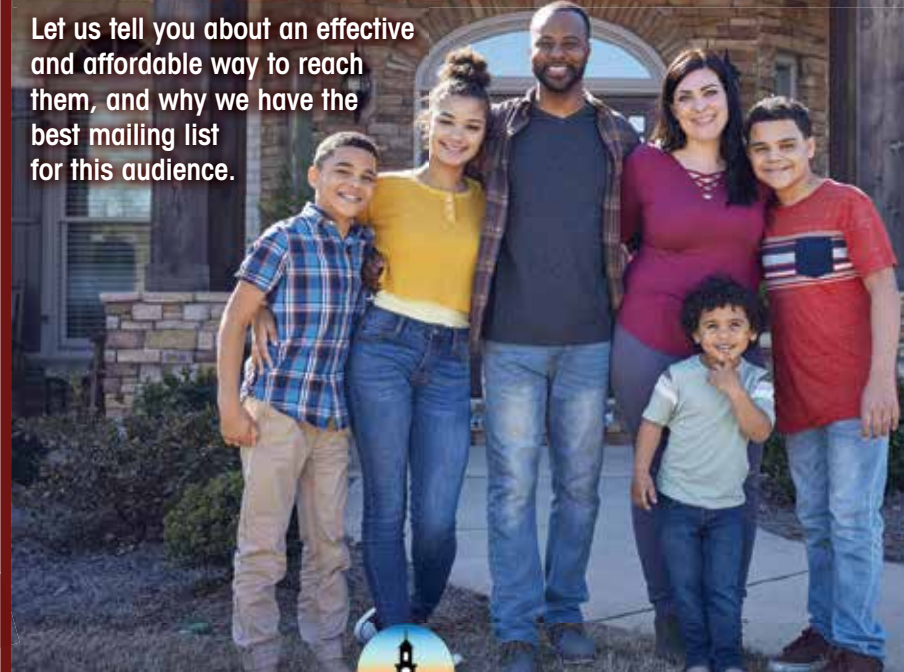
drawing, which is a free member benefit that will feature you and your business in the next Chamber Connections Newspaper issue! Lots of fun and new connections are to be had at this August Sunset Business Mixer & Member 2 Member Expo.

*For more information about the CDCC's Monthly Sunset Business Mixer or the Member 2 Member Expo, please do not hesitate to contact the CDCC office at (302) 734-7513 or [www.cdcc.net](http://www.cdcc.net). The Central Delaware Chamber of Commerce cannot wait to help the community connect over beautiful tabletop displays, mixing and mingling with gusto on Aug. 30th at Pizzadili Vineyard & Winery in Felton from 4-7 p.m.!*



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# New Member Spotlight & Ribbon Cutting

## Introducing, Helping One More Entrepreneur (H.O.M.E.)



The CDCC is motivated by our members who have the entrepreneurial spirit for themselves and for their community. The CDCC thrives on seeing connections being made to help the success and development of businesses in Central Delaware, and it is a privilege to be a small part of that connection. The CDCC is excited to introduce a new member whose motto is “Your Potential is Our Mission” and feels that “a small business owner has endless potential to create, innovate, and succeed.” Continue reading to learn more about Helping One More Entrepreneur (H.O.M.E.):

Founded in 2012 by the brainchild of CEO and President, Joe Richichi, H.O.M.E. is an amalgamation of multiple business services packaged in an easy one-stop shop. H.O.M.E.’s services range from small business formation (LLC), business and life coaching, website creation and maintenance, back office support, bookkeeping, records scanning and shredding, a copying service, and a full service commercial property management company, all designed to help an entrepreneur with startup. They take the startup principles they teach their clients one step farther, and provide training and networking events to

help empower their success. Within their office space they also provide incubator rental space, training and conference rooms, all of which can be rented by a burgeoning entrepreneur who may not yet own or rent their own office space.

The origins of H.O.M.E began because Joseph and his team “saw the need to support small businesses in our area” and “many residents had visions of services they wanted to offer in the area, but no idea how to accomplish their goals.” Joe felt that equipping these persons with the tools to start a business, by advising them where to go for the necessary permits, how to fill out LLC documentation, how to do a market survey, create a website, design a brand logo etc., they would start their entrepreneurial journey with boundless potential and less stress. From there, they took those concepts and expanded on them. Now they offer business coaching, team building, and like-minded, supportive peer groups which grew their nonprofit, Helping the Entrepreneur Society ([htesociety.com](http://htesociety.com)). The purpose of their nonprofit is to “inform Delaware entrepreneurs on the potential impacts of legislation on their small business and offer a safe space for them to pitch an idea and receive constructive criticism.”

It is also interesting to know that H.O.M.E. is an affiliate company

of Thrive Real Life Independence, LLC (“Thrive”), which is an employment service for people with cognitive disabilities. Thrive receives contracts from the State Division of Vocational Rehabilitation and Division of Developmental Disabilities Services (“DVR”). One a referral is received for an individual, H.O.M.E. will assess their needs to determine the best job placement. If someone needs additional skills, it can be learned through their Day Program.

“Members of our Day Program make homemade items ranging from bracelets to wooden signs, which they sell for a nominal fee. Creating the items helps foster teambuilding skills. They learn to take pride in their creations. We set up sales in our lobby, teaching program members how to give receipts, make change, interact and engage with a customer,” shared Joseph Richichi. Due to their good relationship with the DVR, H.O.M.E. now has a contract to provide a comprehensive self-employment business formation program to people with disabilities.

Originally from Port Chester, N.Y., founder Joe Richichi earned his bachelor’s degree in Accounting from Rutgers University, and an MBA in Finance and Taxation from LaSalle University. His extensive financial management career includes 18 years as the

Vice President of Operations and Business Development for Christiana Care. In his spare time, Joe loves to unwind with a comedy or listening to smooth Jazz. His great joy in life is his wife, Anna, and their three beautiful children, Rosemarie, Daniela and J. Christopher, all of whom are affiliated with H.O.M.E., and his four grandchildren.



Richichi and his team at H.O.M.E are excited to be a member of the CDCC because of shared interests and goals in helping one more entrepreneur. They are excited to get involved with the community more in order to make a difference one entrepreneur at a time. They have many resources and are excited to help people who need it.

H.O.M.E offers so many resources to foster entrepreneurial success and bring businesses’ visions to life.

*For more information about Helping One More Entrepreneur (H.O.M.E) and their nonprofit, The Helping the Entrepreneur Society ([www.htesociety.com](http://www.htesociety.com)), please visit [www.helpingentrepreneur.com](http://www.helpingentrepreneur.com), or call (302) 261-3530. Please join us in welcoming Helping One More Entrepreneur (H.O.M.E) into membership!*

## CDCC joins The Scoop on Loockerman for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for The Scoop on Loockerman on Wednesday, July 19th, at 1pm. The event was held at 305 W. Loockerman St. in Dover. Chamber members and friends joined The Scoop on Loockerman team, NeighborGood Partners and the community to celebrate the Grand Opening of this new Social Enterprise!

The Scoop on Loockerman is Downtown Dover’s newest sweet treat to beat the heat! This ice cream shop offers a variety of ice cream flavors that are sure to please. Guests can also order water ice, hot dogs, snacks and more. Be sure to get your favorite ice cream scooped upon a fresh waffle cone, made daily!

As a part of NeighborGood Partners’ Restoring Central Dover’s initiative to build a strong community—their mission is to build community capital, increase public safety, engage youth in community, and expand adult & family services. The team felt that the Downtown Dover district was a prime location to provide this opportunity through The Scoop on Loockerman to meet the needs of the community they are here to serve.

The Scoop on Loockerman is a Social Enterprise, meaning that is built with the intention of giving back to the local community by serving at-risk youth. The Scoop on Loockerman offers an

opportunity for youth to develop workforce training and business acumen in a safe and trusting environment, which can provide resources to other social needs. Since the shop’s soft opening in May, The Scoop on Loockerman currently employs three young local community members who are gaining valuable business experience.

The inspiration behind The Scoop on Loockerman Social Enterprise was established by the research from the nation-wide initiative called the Project Safe Neighborhoods (PSN) Task Force, on social enterprise models and when they came across a nationally recognized social enterprise model in Dallas, Texas, Café Momentum. The Cafe Momentum model provides justice involved youth with the skills necessary to operate a restaurant, both the front of the house and the back of the house. The restaurant (enterprise) operates to support the Community Service Center (social) aspect of supporting the juveniles’ basic immediate needs to establish a sense of stability and achieve sustainable success. Essentially, the juveniles learn employment, social, and life skills training while working in the restaurant and can then connect with an on-site Community Service



Center case manager who supports the juvenile’s career development milestones by providing not only resources for the juvenile, but for the juvenile’s family as well. The case managers provide stabilizing counseling in the areas of anger management, fatherlessness, abandonment, and trauma, as well as other social service needs.

After pitching the social enterprise model to SoDel Concepts (a Rehoboth Beach-based, chef-driven, group that develops and operates restaurants and businesses), they provided the PSN initiative with a \$10,000 grant to purchase the necessary equipment to open the ice cream store that guests can now visit the store Tuesday-Saturday 11 a.m. to 6:30 p.m.

*For further information about The Scoop on Loockerman, please contact (302) 524-4484. Please join the Central Delaware Chamber of Commerce in congratulating The Scoop on Loockerman, a NeighborGood Partners Initiative, on their Grand Opening!*



# An Evening Spent with Kent County Stars!

**Editor's Note: It has come to our attention that this article was printed with multiple errors. We sincerely apologize. In this reprint, those errors have been corrected. Thank you for your patience and understanding.**

The Central Delaware Chamber of Commerce (CDCC) completed its fiscal 2022-2023 year with a star-studded evening on Wednesday, June 28th, 2023, at the elegant Bally's Dover Casino Resort – Rollins Center from 5:30 – 9 p.m.

The CDCC's Annual Awards for Excellence Celebration serves as the culminating event for this non-profit organization whose vision is "to be THE essential resource for the development of businesses in Central Delaware!" It was truly a night not to miss and to be remembered forever by the 300 beautiful guests in attendance.

The CDCC welcomed members, the extended community, family, and friends, to an evening of celebrating the excellent accomplishments of Central Delaware's business community. It was amazing to relish the moment with some of the stars of Kent County; to take a moment to pause and reflect on the past year. The CDCC deeply appreciates the opportunity to award and acknowledge the nominees in the Small Business of the Year, Large Employer of the Year, Young Professional of the Year categories, and more. It was incredible to see a room full of guests cheering on their peers, meeting new people, and reveling in the awesome business community that is Central Delaware.

Attendees mixed, mingled, ate, and drank amongst the new 28 Leadership Central Delaware (LCD) alumni as they ceremoniously graduated from the Diamond Program of the Chamber. Leadership Central Delaware is a unique and immersive 10-month program that challenges the classmates' team building, decision-making, and goal setting skills, all while learning and touring various industries in Kent County. This evening marked a bittersweet moment as this year's program ended for our graduates; however, we know that we will see them again as they

are so eager to stay involved and impact their community for the better. Congrats to the LCD Class of 2023!

We hope the delivery of our 2022-2023 State of the Chamber Address provided some clarity and insight into what the CDCC accomplished this past year and what our focus is for the future. The CDCC does so much within a year that it can be hard to keep track of, but not for you; you've joined us for every step of the way and we couldn't be more grateful. Thank you for allowing us to be a small part of your business journey here in Central Delaware.

From sponsors, volunteers, business partners, to ambassadors, the CDCC could not have completed a busy year without each and everyone's help. The CDCC staff works hard to orchestrate events, provide programs, and be present in the community and it is so gratifying to see our members bring our events, especially this one, to life. This celebration was for YOU – our members, the community! This was to express our gratitude to all your hard work and dedication to us, the CDCC and the community. We were elated

to roll out the red carpet, call the "paparazzi," and enjoy a glamorous evening with all of you!

The CDCC would like to give a special thank you to our Signature Sponsor, Merrill Lynch – Connell & Associates for their generous support in making this year's Awards for Excellence Celebration a success! Thank you to our Platinum Sponsors: Century Engineering Inc., Chesapeake Utilities Corporation, Dover Federal Credit Union, G. Fedale Roofing & Siding, Harrington Raceway & Casino, Kraft Heinz, PAM Health Rehabilitation Hospital of Dover, Pratt Insurance, and R&R Commercial Realty.

A special thank you to Bally's Dover Casino Resort, Faw Casson, Delaware State News, Easterseals DE & MD's Eastern Shore, L&W Insurance, Delmarva Power: An Exelon Company, Allen Insurance Group, Del-One Federal Credit Union, Dover Pools, Advantech, and Burns & Ellis Realtors! Thank you to Joe Baione Music for providing live music! The CDCC and Central Delaware community thank all these great local businesses for their continued support and generosity!

## Congratulations to all winners!

Please join the CDCC in congratulating our 2023 Awards for Excellence Celebration winners:

- Small Business of the Year – The Ice House: Wellness + Community
- Large Employer of the Year – Polytech Adult Education
- Young Professional of the Year – Lauren Webb, Dedicated to Women OB/GYN
- Partnership of the Year – Bally's Dover Casino Resort
- Volunteer of the Year – Sand Hoffman, Chesapeake Utilities
- Board Member of the Year – Scott Connell, Merrill Lynch Connell & Associates
- Ambassador of the Year – Esther Rich, Special Touch Card Creations
- Economic Development Achievement Award – Downtown Dover Partnership
- LCD Best in Class – Class of 2022



Thank you to everyone in attendance at the Central Delaware Chamber of Commerce's 2023 Awards for Excellence Celebration at the beautiful Bally's Dover Casino Resort-Rollins Center. Thank you to everyone for remaining engaged with the CDCC for another great year. Thank you for supporting your local community and Chamber throughout the year. Every ending welcomes a new beginning and the CDCC is so excited to begin a new fiscal year with our cherished community – we couldn't do it without YOU!



Logan Anderson Shares LCD Community Impact Project



Logan Anderson Shares LCD Community Impact Project



Joe Baione and his Trio



Tetra Shockley Shares LCD Community Impact Project





Young Professional of the Year  
- Lauren Webb



Small Employer of the Year  
- Ice house Wellness + Community



Large Employer of the Year  
- Polytech Adult Education



Volunteer of the Year  
- Sand Hoffman



Best in Class - Class of 2022



Board Member of the Year  
- Scott Connell



Ambassador of the Year  
- Esther Rich



Recognition for retiring Judy Diogo  
by Mayor Christiansen



Economic Development Achievement  
Award - Downtown Dover Partnership



CDCC Board of Directors



Outstanding Partnership of the Year  
- Ballys Dover Casino Resort



# Member of the Month



**NAME:** Barbara Steele

**TITLE:** Sales Associate

**BUSINESS:** : The Kent County Women's Journal

**ADDRESS:** P.O. Box 57, Lewes, DE 19958

**PHONE:** 302-740-2149

**WEBSITE:** [thewomensjournal.com](http://thewomensjournal.com)

**EMAIL:** [Barbarajretd@aol.com](mailto:Barbarajretd@aol.com)

## Tell us a little about your business:

Quarterly, Educational, Nationally Syndicated Local Publication supporting the community. When people read print, they retain longer than online. Many save our Journals as educational options for future needs. They also refer our professionals to family and friends.

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

Continue to grow and serve the community and our family of contributors who renew year after year. We welcome new members to make our Journals even more valuable to readers.

## Tell us about your role in the business.

We invite local business to join and promote through print, website, and high touch events.

## How has the Chamber helped your organization grow?

The Central Delaware Chamber offers high touch, positive events with wonderful professionals. They support our efforts to connect with the BEST!

## Tell us something that makes your business unique.

Our unique Exclusive Opportunity with one in each category allows us to partner as an additional marketing arm for our many contributors.

## What is your best advice to other businesses?

Be visible and take advantage of all that is offered. Connections are golden.



Photo by Theresa A. Johnson



## Tracey Ingram

Tracey helps business owners understand their money better and create more ease and flow with their finances. Tracey and her husband Randy are lifelong Delawareans (in fact, her father's family has been here since the 1780s) and love attending concerts, dining at area restaurants, and going to the beach.

Her mission is to help entrepreneurs create more joy and financial freedom in their business so that they can spend more time with their family, pay off debt, save for vacations and retirement, and create a satisfying and rewarding business relationship with their clients.

As a Money Coach and former

bookkeeper and CFO, she helps entrepreneurs identify the "friction points" in their business finances and create a simple strategy and action plan to solve them. The most common concerns are paying off debt, smoothing out cash flow, and creating more savings or income. But it can also include how to pay themselves more, save for taxes or a future investment, and have more confidence in their day-to-day finances and financial decisions.

As a Certified Sacred Money Archetypes coach, she helps people understand their unique money gifts, strengths, and challenges. Using their individual "Money DNA," she works with her clients to identify and focus on revenue streams that align with their gifts and strengths. This often means helping them shatter their old, unconscious, limiting money blocks and write a fresh, new, inspiring money story. This allows them to work in their "zone of genius" and create more income while simultaneously feeling more joy and ease. That also provides an optimal experience for their clients.

Her Sacred Money Archetypes

coaching packages are structured and priced for "fast action" (1 or 2 half-day sessions) and are designed so that her clients take immediate action and make their investment back in the first 30 days. Clients focusing on more immersive experiences (like creating savings or destroying debt) can enroll in 90-day 1-to-1 packages where they'll create a strategy and implementation plan, and tackle mindset and habits.

"My favorite part of what I do is when my clients tell me that they have more money, time, and energy to do what they love because they no longer second guess themselves and know what to focus on in their business," Tracey says. "I love being a small business owner and believe now is an amazing time to be an entrepreneur. And I think more people are recognizing that all the time and are starting their own business.

"That's one of the reasons that I believe so strongly in the mission of the Chamber. I joined CDCC in order to network and meet other entrepreneurs and members of the community and it has been such a rewarding experience. I have new friends and feel understood in a way

that I never did in my corporate life and I'm proud to be an Ambassador and 5 Star Member. Being in business for yourself can sometimes feel lonely, and it's satisfying to be a member of an amazing Chamber that provides so many opportunities to its members (and their guests!) via the marketing, education, and networking pillars. And it's reassuring to know that they have strong relationships with our state legislators and work hard to ensure that our concerns as small business owners are a top priority.

"Of course when I learned that the CDCC is a National 5 Star Chamber and one of the requirements has a significant financial commitment, the money geek in me rejoiced! I love making new friends and look forward to seeing you at a Chamber event, so please say 'Hi' and introduce yourself."

*To discover YOUR Sacred Money Archetypes or schedule time to discuss your financial goals and concerns, contact Tracey at 302-265-0101, [tracey@traceygram.net](mailto:tracey@traceygram.net) or [www.traceygram.net](http://www.traceygram.net).*

# Congratulations - You're a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2022-2023 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 JUNE

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
L&W Insurance Agency	51	Koski Enterprises Inc.	7
Harrington Realty, Inc.	47	Leander Lakes, LLC	7
JBA Greentree Properties LLC	37	Bavarian Bakery & Deli	6
Easterseals DE & MD's Eastern Shore	33	D.R. Horton	6
Johnny Janosik, Inc.	27	IMD4	6
Sambo's Tavern	27	Estate Nomads	5
State Street Assisted Living	25	The House of Coffi	5
Fairfield Inn by Marriott, Dover	22	Waste Industries	5
BIG Investment Services	18	Fur Baby Pet Resort	4
Correctional Officers Assoc. of Delaware	18	Instant Imprints of Delaware	4
Brooks Machines	17	Scentsy	4
First Class Properties	17	Caruso Homes, Inc	3
Dover Jazzercise Fitness Center	13	CrossCountry Mortgage, LLC	3
Positive Outcomes Charter School	12	G's Down Too Earth Landscaping	3
Goeins Williams Associates Inc.	10	JP's Wharf LTD	3
Grotto Pizza - Dover	10	Michelle Rawley, Realtor – Bryan Realty Group	3
Excel Business Systems	9	The Terminix International Company LP	3
HOME 2 Suites / Axia Management	9	Mr. Bill Vendetti	3
Pugh's Service	9	Woody's on Wheels	3
Accurate Tint And Graphics	7	Bombshell Hair Studio Inc.	2
Diamond State Home Loans	7	C & M Custom Homes	2
Shawna Kirlin, Realtor with Patterson Schwartz	7	Delaware Senior Medicare Patrol	2
		Attento, LLC dba Royal Prime	1
		National Vinyl Products	1

## New Members

### Clearway Pain Solutions

Jennifer Eskridge  
810 Bestgate Road  
Annapolis, MD 21401  
302-260-0278

### Little Caesars

Danny Ruffin  
599 Jimmy Drive  
Smyrna, DE 19977  
302-653-8503

### Remedy Restore Aesthetics, LLC

Stephanie Duphily  
257 E. Camden Wyoming Ave.  
Suite C  
Camden, DE 19934  
302-233-9343

## MEET THE CDCC STAFF!



President

### Dina C. Vendetti

- 1. 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.
- 2. My favorite quote is...**  
"Don't worry that the world will end today – it's already tomorrow in Australia!" – Charles Schultz
- 3. If I could live in any sitcom, it would be?**  
"Cheers"
- 4. If I had one extra hour of free time a day, I would...**  
pick something from my garden, go to my kitchen, and cook something delicious!
- 5. In one word I am...** Italian!
- 6. Working at the CDCC, I've learned...**  
even more reasons why I love my hometown!

# 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 **Robert Njoku of Rooah! LLC** for correctly identifying the Bank of America Building at Delaware State University. Congratulations, Robert – 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.\*\*\*

