

# Chamber Connections



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www.cdcc.net

## It's Time to Tune in to the CDCC's 18th Annual Holiday Gift Auction!

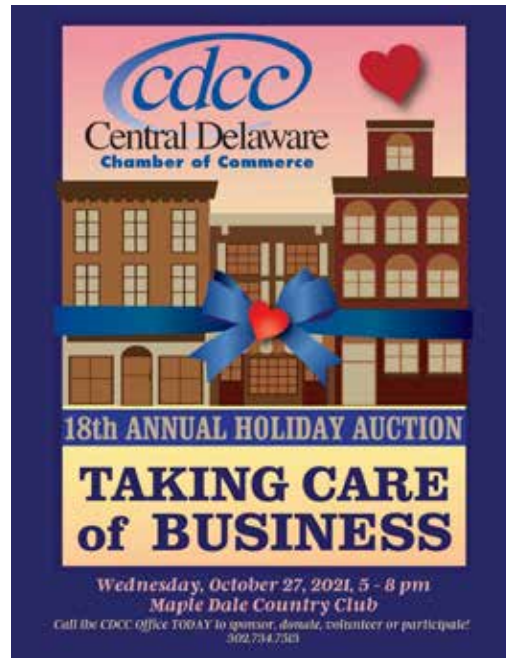


Steve Harrell, Auctioneer Extraordinaire

It's time to mark your calendars for the last Wednesday of October and to start thinking about one of the CDCC's most anticipated events of the year!

The Central Delaware Chamber of Commerce's Holiday Gift Auction is always a super shopping experience that offers high quality items donated by local businesses, and some created by local artisans, that are sure to make wonderful gifts for friends and family members. The occasion provides the CDCC an opportunity to showcase business members who donate the items and who support the event with sponsorships. The gathering also ignites a unique kind of camaraderie that brings people together behind an important and worthy cause: supporting the Cen-

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## Save the Date for The State of the Base Briefing



Col. Matthew S. Husemann, commander of the 436th Airlift Wing, DAFB



State of the Base Briefing to the Community  
Monday, November 22, 2021

The Central Delaware Chamber of Commerce (CDCC) Military Affairs Committee is excited to invite you to attend the Annual State of the Base Briefing, brought to you by Signature Sponsor Delaware Technical Community College. The event will be held on Monday, November 22nd. The location for the event has not yet been determined. The event promises to be a wonderful celebration of TEAM Dover!

Air Force Base has been an integral part of our Central Delaware community. We are proud to be home to all the men and women who make up the workforce at the base. Each year there are many projects happening at DAFB that have a significant impact on the community. Guests at the briefing will hear an in-depth briefing by Colonel Matthew S. Husemann, 436th Airlift Commander, in which he will describe the past year's base activities and projects that have been

completed to prepare the base for long term viability. He will also share information about future projects being planned. In addition, participants will meet many members of the Colonel's team, and will have the opportunity to celebrate the many accomplishments of the base's personnel. Also, our congressional delegation will be on hand to share remarks regarding U. S. military activities and their

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# Judy's Journal



PRESIDENT - JUDY DIOGO

## Time Flies

Time is an interesting creature. As we dream dreams, create goals, and set benchmarks, the creation of plans seems like a slow process. But once those plans are in place and we start the work of achieving our goals, time seems to move at lightning speed! Time flies...

In 2017, the CDCC Board of Directors and I established a five-year transition plan for my position as President. We have been working through the steps of that plan ever since. I must admit that, when we began that path of transition, five years seemed to stretch out in front of us like an eternity. Suddenly, here we are - five years later, and it's time to complete the journey.

While this plan has not been a secret, I realize that for some of you, this idea will be a shock. It will feel sudden and for that, I apologize. That plan, for me, represents the accomplishment of a collaboration of goals combining work life and family, dreams and desires, an expected change of seasons, and time well spent. Even with the anticipation and the planning, these five years have flown by. Times flies. And it is time.

Retiring as your CDCC President is bittersweet. While there is so much for me to look forward to, it is incredibly difficult to let go. To me, that's a sign of how good it's been. How could it not be bittersweet? My tenure has been about collaborating on the most incredible work, creating impactful programs and events, sharing support and encouragement, always envisioning a better,

bright future for our businesses.

But most of all, my time at the CDCC has been about people - celebrating the success of new businesses opening, helping to influence business-friendly legislation, assisting companies in learning how to tell their stories, connecting people and forming partnerships that benefit everyone, and walking together with you through a global pandemic. Sitting in this chair as President of the BEST Chamber with the BEST members, I have experienced more than my fair share of blessings.

I am so very grateful to each of you... and for each of you. Your support, time, dedication, commitment, and passion have carried this Chamber through many challenges, turning each one into a wonderful opportunity.

THANK YOU ALL so very much for the privilege of serving as your President. It has been the most incredible journey. I know without a doubt that I have enjoyed the honor of working with some of the best people in the world.

The best part of this news is that my retirement doesn't mean goodbye. I will continue to work as your President until December 31, 2021, and then as a part-time consultant in the months that follow - that means that our paths will continue to cross again, and again, and again!

It is true - time does fly. But this experience, with all of you, has been the time of my life!

## Calendar of Events

**October**  
**Thursday, October 7th**  
 Leadership Central Delaware  
 8:00am - 5:00pm  
 Agricultural Day

**Thursday, October 7th**  
 Kent County  
 Open for Business  
 8:30am - 10:00am  
 Kent County Levy Court

**Tuesday, October 12th**  
 CDCC Board Meeting  
 7:30am - 8:30am  
 Faw Casson

**Wednesday, October 13th**  
 Coffee Coaching  
 8:00am - 9:00am  
 CDCC Conference Room

**Wednesday, October 13th**  
 Marketing Committee Meeting  
 10:00am - 11:00am  
 CDCC Conference Room

**Thursday, October 14th**  
 Member Orientation  
 12:00pm - 1:30pm  
 CDCC Conference Room

**Tuesday, October 19th**  
 LCD Steering Committee  
 12:00pm - 1:00pm  
 CDCC Conference Room

**Wednesday, October 27th**  
 Holiday Gift Auction  
 5:00pm - 8:00pm  
 Maple Dale Country Club

**November**  
**Thursday, November 4th**  
 Leadership Central Delaware  
 8:00am - 5:00pm  
 Public Safety Day

**Thursday, November 4th**  
 Kent County  
 Open for Business  
 8:30am - 10:00am  
 Kent County Levy Court

**Tuesday, November 9th**  
 CDCC Board Meeting  
 7:30am - 8:30am  
 Faw Casson

**Tuesday, November 9th**  
 Young Professionals Social  
 12:00pm - 1:00pm  
 Jonathan's Landing

**Wednesday, November 10th**  
 Coffee Coaching  
 8:00am - 9:00am  
 CDCC Conference Room

**Wednesday, November 10th**  
 Marketing Committee Meeting  
 10:00am - 11:00am  
 CDCC Conference Room

**Thursday, November 11th**  
 Member Orientation  
 8:30am - 10:00am  
 CDCC Conference Room

**Tuesday, November 16th**  
 LCD Steering Committee Meeting  
 12:00pm - 1:00pm  
 CDCC Conference Room

**Wednesday, November 17th**  
 Ambassador Committee Meeting  
 4:30pm  
 Westminster Village

**Wednesday, November 17th**  
 Sunset Business Mixer  
 5:00pm - 7:00pm  
 Westminster Village

**Monday, November 22nd**  
 State of the Base Briefing  
 TBD

**Thursday-Friday, November 25th & 26th Thanksgiving Holiday**  
 Office Closed

Thank you to the CDCC Cornerstone Members!



An Industry Exclusive CDCC Marketing Package!



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



## Chamber Connections

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

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Additional mailings are available for a \$20 subscription fee. In many cases, more than one individual in a member business would like to receive information from the Chamber. By forwarding the subscription fee, the Chamber will satisfy the second class postage requirements and that individuals will be added to the mailing list.

## Cornerstone Member - Post Acute Medical

# Retraining Patients and Returning Them to Work

The team at Post Acute Medical Rehabilitation Hospital of Dover (PAM) are never willing to settle for status quo. “Complacency” is not part of their vocabulary, and they have no time for basking in their previous accomplishments. Out of PAM’s number one priority to assist the community in any way they can, they are constantly reviewing reports, looking at the research, and creating new programs for patients who would benefit from additional services.

Erin DeFarno, PAM’s Director of Strategic Initiatives, is constantly on the move creating additional programs and services. About six months ago, she noticed a population that would benefit from additional and more efficient methods of care. In her role as business development director, she gathered the data, briefed the team, and they went to work to fill the gap.

Even though workplaces are far safer now than they were some years ago, a large number of worker’s compensation claims are filed each year. The Bureau for Labor statistics reports 3.4 claims for every 100 full-time employees. From more catastrophic injuries due to falls, to fires, to work-related auto vehicle accidents, to being struck by an object to less critical injuries such as sprains, minor fractures, cuts, etc., injury on the job is not uncommon.

Often in instances involving worker’s compensation, much time is spent completing paperwork, navigating the process, and waiting on approvals from designated worker’s comp insurances companies. Unfortunately, patients cannot receive the care they need until all the i’s are dotted and the t’s are crossed. Often care is delayed, hospital stays are prolonged, and rehabilitation is put on hold preventing the patient from returning to home and returning to the workplace.

As part of a large corporation with 43 hospitals in 12 states across the country, PAM is afforded multiple resources. One of those is the work of a corporate worker’s compensation team. This team works diligently to create relationships and forge contracts with Worker’s Compensation Insurance Carriers across the nation. Because of these existing relationships, processing requests and receiving approvals can be expedited. Requests that, through traditional channels of worker’s compensation, can take a week or more to approve can often be received at by PAM in a single day.

The professionals at PAM work diligently with patients who were injured on the job to help them



**Dr. Giancarlo Levrio, PT, DPT, ATC, Director of Inpatient and Outpatient Rehabilitation**

recover and thrive. By expediting the approval process, patients can more quickly be transferred from area hospitals, and, depending on the severity of the injury, hospitals in other states to PAM where they are closer to family and closer to the community that supports them. This process allows patients to get on with their recovery quicker and get to work sooner on regaining their abilities. Employers are pleased with the efficiency because it means that their worker will recover more quickly and soon be able to return to the job.

Because PAM is a full Rehabilitation Hospital, they can care for patients’ medical needs as well as their rehabilitation needs. This enables patients to transfer to PAM more quickly, start their therapy sooner, and perhaps, shorten their rehabilitation time. “Our expert staff at PAM can administer wound care, wound healing, antibiotics, and the like as well as provide the specific therapy patients require to return to home and to work,” commented DeFarno. “This, in addition to providing an easy transition from inpatient to outpatient services is a huge benefit to the patients.”

As patients enter PAM for services after a work-related injury, they are assessed, and treatment is prescribed. “We work to determine their overall health and endurance, range of motion, balancing abilities, and the like in order to create an individualized plan for each patient,” remarked Dr. Giancarlo Levria, Director of Inpatient and Outpatient Rehabilitation. “Then we work to take them from where they are to where they need to be to return to their families and

their lives.”

“Patients are generally successful here,” Levria continued, “This hospital has a strong hold on advanced protocols and technologies that allow us to work outside a ‘cookie-cutter’ approach. The staff is extremely capable of assisting anyone with treatment that applies to their needs. Whether working with a firefighter or a person who farms their own land, we can help them regain the skills they need to be back to what they do.”

Each patient is assigned their own Care Team comprised of physicians, nursing staff, therapists, and family members. For patients who have been injured at work, the team also includes the employer the worker’s comp carrier. The Care Teams meet twice per week to discuss case management and generate options for the best possible care. Their goal always is to return the patients to their homes or other highest level of quality life. The Care Team can arrange for necessary supplies, equipment, and family training.

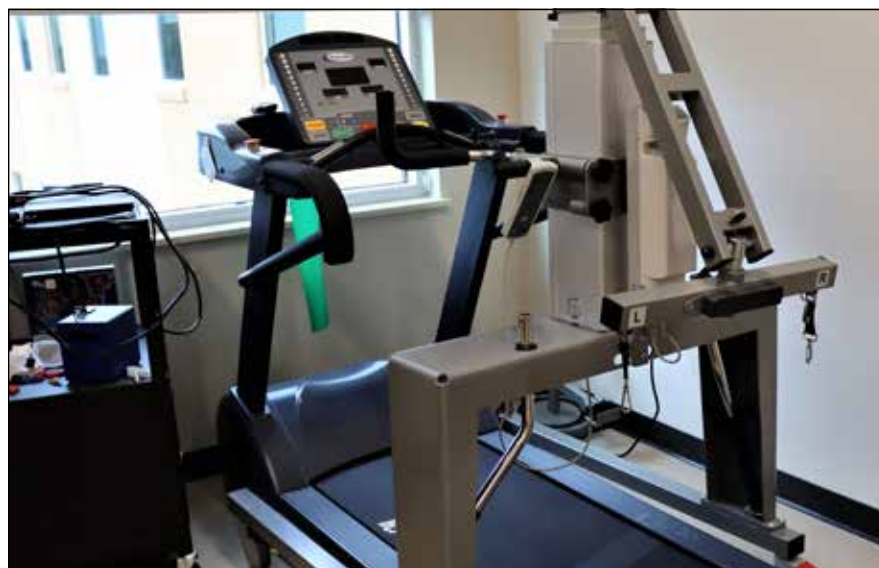
Plans are currently being implemented to create an outpatient Advanced Work Rehabilitation Center within the hospital. This area will be specially designed for patients recovering from work injuries. The center will be equipped with items that are typically used on the job like a firefighter’s ladder, a box used as a step on the docks, and other specialty items that will allow therapists as they help patients retrain their bodies to be able to go back to work. The center is projected to be open and ready for use by early 2022.

All the attention currently being focused on patients with work-related injuries goes hand in hand with the goals that PAM sets for any and all of their patients. Through medical and rehabilitative care, Post Acute Medical Rehabilitation Hospital of Dover works diligently to help their patients thrive, enjoy their best quality of life, prevent further injuries, require less help at home, and ultimately, to return each patient to his or her highest possible functional status, including home and work.

In doing what they do, PAM seeks to always assist and support patients and fulfill their role as a valuable member of community. To learn more about PAM and all they have to offer, please call (302) 672-5800 or visit [www.postacutemedical.com](http://www.postacutemedical.com).



The KoreBalance System measures balance and helps to inform a patient’s plan of treatment.



This treadmill equipped with a Body Weight Support System enables patients to stand and regain muscle strength while feeling support.



The Bionik Arm provides a way for patients to retrain their muscles to refine their movements through observation and repetition.



# Cornerstone Member - R & R Commercial Realty

## Lessee or Lessor; R&R has you covered

While R&R Commercial Realty provides top-shelf service to real estate buyers and sellers on Delmarva, one of our lesser-known services is leasing.

Whether you're in the market for space to lease or for a tenant to lease your space, R&R Commercial Realty provides end-to-end solutions. Commercial leasing can get complicated in a hurry on both sides of the transaction. That's why the local market knowledge required to properly evaluate rates and terms is invaluable. We have that in abundance.

Bringing in the leasing professionals at R&R will reduce the stress, increase the efficiency, and maximize the profitability of the whole process.

Our agents specialize in leasing:

- Offices
- Retail
- Warehouse/industrial
- Multifamily
- Land



### Leasing Space

Shopping for office space for your law firm? Need a high-traffic retail spot for your coffee shop? Maybe you need a state-of-the-art warehouse for your corporation's fulfillment center. Whatever the case, R&R has you covered.

From the perspective of a lessee, it's a no-brainer to bring us on. Because we don't charge any extra broker fees, our services to you come free of charge. Whether the lease is 500 square feet for a year or 100,000 square feet for 10 years, R&R's agents can get you there.

Unlike with residential real estate, the catalogue of available commercial real estate listings can be difficult to navigate. There are lots of comprehensive resources that lay out available local homes and apartment rentals – but for commercial space, these shortcuts don't exist. The residential market and commercial market could hardly be more different, and you need a specialist who deals exclusively with commercial real estate. There's no substitute for R&R's expert market knowledge and time-tested strategies for scouting, negotiating, and closing leasing deals on Delmarva.

### Space for Lease

Finding a reliable tenant that's a good fit for your commercial space can be a devilishly difficult task – one that often leads to months of lost income. Bargaining over acceptable terms with that new tenant can drag that process out even longer. Hiring R&R's highly skilled leasing agents can reduce the amount of time this takes and lead to significantly better outcomes.

When you only have one stretch of road frontage to post a "for lease" sign, only so many prospects will see it. R&R has a gigantic network of signage across hundreds of listings up and down the peninsula. Our firm's traditional and modern marketing efforts act like a magnet for serious, on-the-hunt tenants. Let us make your listing one that they consider.

With a larger pool of qualified tenants to choose from, you can be sure you're getting the best fit for your space. Contact us today for a free estimate!

### About R&R Commercial Realty:

Established in 1996, R&R Commercial Realty is a highly successful real estate firm located in the center of the Delmarva Peninsula. With a focus on commercial real estate, R&R is one of the most visible and well-respected local firms. Services include commercial & industrial sales and leasing, land sales and development as well as property management. For additional information about R&R Commercial Realty and its extensive inventory of commercial property, visit our website at [www.randrcommercialrealty.com](http://www.randrcommercialrealty.com) or contact our offices at 302-674-3400 or [info@randrcommercialrealty.com](mailto:info@randrcommercialrealty.com).



## Thursday, October 7th!



Open for Business is a FREE business development session designed to encourage and support small business throughout the state. Each meeting provides existing and start-up businesses a one-stop-shop to access the various organizations, agencies, and resource partners who assist small businesses in Delaware.

First Thursday of each Month : 8:30 - 10 am  
 Kent County Levy Court Building - Room 220  
 555 Bay Rd., Dover, DE 19901

For more information or to register for Kent County Open for Business, call (302)734-7513 or visit us at [www.cdcc.net](http://www.cdcc.net).

Walk-ins are Welcome!



## As a Central Delaware Business Leader...

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Are you interested in timely and relevant educational opportunities for professional development?

### LEGISLATION



Would it be beneficial to have a voice in business-friendly legislation?

### MARKETING



Do you need help with marketing and telling your company's story?

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Are you in search of strong networking and marketing opportunities for your business?

The Central Delaware Chamber of Commerce has everything you need!  
 We are THE essential resource for the development of businesses in Central Delaware!

Contact us today to learn more about the benefits of membership!

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# A New Leadership Adventure Has Officially Begun for the LCD Class of 2022!

It's now official – the Leadership Central Delaware program is underway with its newest group of emerging leaders, the LCD Class of 2022! The process began as potential class members applied for the 10-month program and were interviewed earlier this summer. The class was chosen in July. They met briefly at the annual Meet & Greet event and received some valuable information about the year ahead. All of that served as sort of a preamble to their leadership journey which really began in mid-September in Rehoboth Beach at the program's annual Opening Retreat at Brighton Suites Hotel. The foundation has now truly been laid for their amazing year of skill building, learning, and growing as leaders.

Class members were very excited and, understandably, a little apprehensive at the start of the two-day retreat. They were anxiously anticipating the work of getting to know a whole new circle of business colleagues, studying interesting concepts, and beginning to stock their leadership toolboxes. Class members did their best to take it all in stride – it was a jam-packed two days of teambuilding activities, thoughtful reflection, and presentations, all designed to assist them in beginning their quest to reach their leadership potential.

Class members engaged in a plethora of leadership and team building activities. Dr. Brenda Farmer (Class of 2009), the CDCC's LCD Coordinator, helped the class to get acclimated and feel welcomed into the program from the first "hello" to the closing "campfire activity." Class members were led through sessions about "Unpacking Leadership" with Dina Vendetti (Class of 2004) and "The CDCC's Role as Leader in the Community" with Judy Diogo, CDCC President. Audrey Brodie (Class of 2010) of Energy Excellence shared information about the development of good personal energy and led class members through an exercise about overcoming their "gremlins," the fears that stand in their way of success. Chad Crawford, General Manager at the Brighton Suites Hotel, even stopped in and shared a bit about his leadership journey with the class! Through many definitions and discussions regarding leadership, team building, assessing balance, goal setting and much more, class members remained focused



A program of the Central Delaware Chamber of Commerce

and engaged as they considered the many facets of good leadership.

Several alumni were on hand to speak with the new class and to help lead learning activities – Janie Libby (2012), Kathy Jordan (2009), Tammy Ordway (2006), Nina Jenkins (2009), Frank Taormina (Class of 2015), Amber Startt (2017), Kendra Friel (2021), and Susan Hoffman (2019). The class seemed truly encouraged by the presence and participation of so many LCD alumni who attended to teach, guide, and to cheer them on.

The class witnessed a variety of leadership styles from the different presenters and facilitators that led portions of the event. Participants will, over the course of the 10-month program, experience many leadership styles from business professionals all over Kent County. During their encounters with area "movers and shakers," they will have an opportunity to learn which leadership styles resound with them and throughout this year, they will develop their own style for effective leadership.

Throughout the two days, the various activities served to help the members of the class get to know each other. The participants found that they had so much in common with each other! There was much laughter, encouragement, and support as the class wrestled with the tasks at hand and discovered their roles in each of the work groups. By the end of the experience, the individuals, who began the retreat as total strangers to each other, became the Class of 2022 – a group bonded and ready to pursue their leadership journey.

As goodbyes were said on Friday afternoon, each member of the group was already looking forward to the first Thursday in October, Agriculture and Agri-Tourism Day, when the monthly classes would be-



LCD Class of 2022



Kathy Jordan, Class of 2009, led the People Hunt



TEAM...together everyone achieves more

In the two days of retreat, they had learned quite a lot about each other – and more importantly, they had learned quite a lot about themselves. The program promises once again to assist this group of learners as they realize their leadership potential as individuals and as a group. And because of what they learn and accomplish, their fingerprints will be all over Central Delaware and the impact of their work is sure to make a positive difference in the lives of many!



Audrey Brodie, Class of 2010 and President of Energy Leadership, introduced the class to a new view of energy.



Dr. Brenda Farmer, LCD Coordinator, led the group through the day's agenda.



Frank Taormina, Class of 2015, helped facilitate Country Building.

Sponsors confirmed as of 9.21.21



Creating a country is serious business.



Chad Crawford, Brighton Suites, shared his leadership journey with the group.



Amber Startt, Class of 2017, helped facilitate an activity.



All hands on deck!



Humpty lives to see another day!



Concentration and deep thinking marked the event.



Kendra Friel, Class of 2021, remembers her LCD retreat as she delivers instructions.



The girl squad explains their work.



Discovering the benefits of teamwork



This year's scavenger hunt winners!



Each team member plays a critical role.



Susan Hoffman, Class of 2019, shared insight and leadership perspectives.



Conquering our gremlins in a positive way



Nina Jenkins, Class of 2019, and Janie Libby, Class of 2012 and LCD Steering Committee Chair, share a smile.



Tammy Ordway, Class of 2006, plays the part as she leads Lost at Sea.



Dina Vendetti, Class of 2004, assisted the class in Unpacking Leadership



Judy Diogo, CDCC President, shared her leadership style with the class.



FOCUS FOCUS FOCUS



Cooperation is key no matter what you build.



LCD's version of clinical trials.



Positioning is critical!



Ready, aim, DROP!



An event marked by thoughtful discussion

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## Auction

Continued From Page 1

tral Delaware business community. Through this event, funds are raised that enable the CDCC to continue to provide programs, networking events, educational activities, and all the other services members rely on to help grow their businesses. The Holiday Gift Auction is one of the biggest events of the year!

In another new first for the CDCC, this year's CDCC Holiday Gift Auction will be held in person with a virtual option. From October 15th - October 21st, shoppers will be invited to browse through over 150 items that have been donated by local member businesses. The auction will open for online bidding on October 22nd - bidding for the event will end during the in-person event on October 27th. To bid online, go to [www.cdcc.net/auction](http://www.cdcc.net/auction). The in-person event will take place on Wednesday, October 27th, from 5 - 8 pm at Maple Dale Country Club and will include both a silent and a live auction.

As you will remember, our Holiday Gift Auction was held totally virtually last year. We are very excited to be bringing this event to you in person, but we learned that there are some definite advantages to continuing a virtual option. Allowing prospective bidders to participate online is likely to expand our reach, which will increase the marketing potential for those businesses that donate items. Just think - people from **all over** will know who you are and what your business has to offer! In addition, people will have longer to shop! The preview period will give bidders time to browse prior to their bidding participation whether it's live or online.

As usual, there are many aspects to our auction event. The following information will give you a good idea of how it all will work - more information will be available on the CDCC website at [www.cdcc.net/auction](http://www.cdcc.net/auction).

- **The Silent Auction:** Participants are invited to join the auction online on their computers or on their phones. An online website will serve as the platform for the event, as well as an app that can be used on mobile devices. The website and app will go live on October 1st. Shoppers will have the opportunity to **PREVIEW**



items from October 15th - October 21st. Previewing items will give shoppers time to peruse the wide variety of goods, services, and experiences being offered. Shoppers will also be able to create shopping lists which will expedite their bidding experience later. **BIDDING** will be held from Friday, October 22nd, and will continue through the live event on October 27th.

- **Registration:** Anyone wishing to be part of the event may register any time after the website and app go live. For registration information, go to [www.cdcc.net/auction](http://www.cdcc.net/auction) after October 1st to find the registration link. To participate on your mobile device, download the app called Givi and simply follow the prompts. Each bidder will submit contact and payment information at registration, after which they will be given their bidder number. The cost to register for the auction is \$10. We would suggest registering early and spending a little time familiarizing yourself with the website and/or app. The more you understand about how it works, the easier it will be to bid, bid, bid... and win!

- **Live Auction:** In addition to our silent auction, we will again be presenting a live auction. The CDCC is pleased to bring back Mr. Steve Harrell, auctioneer extraordinaire, who will work hard to award items to the highest bidders. Bidders often plot ahead of time about how to spend their bids and sometimes team up with other bidders to share experiences. This lively portion of the event is always much anticipated and a lot of fun! Early bidding on live auction items is invited through the website/app - the auction will begin on the 27th with the highest pre-bid obtained to date.

- **Vacation Raffle:** This year's vacation raffle winner will be traveling to South Carolina! The winning ticket will entitle the lucky winner to a week's stay at Club Wyndham Ocean Ridge in Edisto, South Carolina (compliments of Greg & Tammy Ordway). This beautiful one-bedroom suite sleeps four - with a pullout couch. The resort also offers a beautiful swimming pool, tennis courts, a fitness center, and many other amenities - and is just a short distance from the beach. For anyone interested in enjoying some South Carolina salt air, white sand, and spectacular

surf, buying raffle tickets this year is a **MUST!** This unique destination is just a short flight or relaxing car ride away - transportation is not included. Raffle tickets can be purchased online, at the CDCC Office, or from any CDCC board member. The cost of the tickets is \$20 each. All proceeds benefit the Central Delaware Chamber of Commerce.

The Central Delaware Chamber of Commerce works day in and day out to help take care of its member businesses. That has never been more true than during this past 18+ months of the pandemic. In addition, a unique characteristic of the businesses in Central Delaware is that they work diligently to take care of each other. Central Delaware is all about "Taking Care of Business!" That is why the CDCC has selected "Taking Care of Business" for this year's Holiday Gift Auction theme.

The CDCC would like to extend a heartfelt thank you to our Going, Going, Gone Checkout Sponsor, Artisans Bank; our bidder registration sponsor: Del-One Federal Credit Union, and our bid sheet sponsors: State Farm Insurance - Bennett Ins. Agency Inc. and G. Fedale Roofing & Siding. Thank you also to Steve Harrell for sharing his motivating talent with us. In addition, special thanks to the team at Maple Dale Country Club for hosting the live auction. A special thank you goes to Kate Greene of IMD4 for her talent and expertise in designing our event logo. Thank you so much to the members of the auction committee who have worked tirelessly making plans, gathering items, and offering their support. And thank you, too, to all who are planning to sponsor, donate, or attend this annual favorite event.

As you can see, the 18th Annual Holiday Gift Auction has a lot to offer! We look forward to sharing this event with you. Whether sneaking up on other silent bidders in an attempt to win the desired items or experiencing the happy tension of watching as bidders work hard to strategically out-do each other in the live auction, participants are sure to have a memorable experience. For more information, please contact the CDCC Office at (302)734-7513 or visit [www.cdcc.net/auction](http://www.cdcc.net/auction). We can't wait to experience the thrill of this event with you and your friends!

## Base

Continued From Page 1

impact on our nation and worldwide.

This event serves as one of the many opportunities civilians have to connect with our military personnel and celebrate the bond we share as **Team DOVER!** These men and women are, for the duration of their time here, members of our Central Delaware community. They are our neighbors, our colleagues, and our friends - and their presence here has a significant positive impact on our community. This event provides a wonderful opportunity to show them our support and our gratitude!

The CDCC wishes to extend a heartfelt thank you to our signature sponsor, Delaware Technical Community College. We also wish to thank our platinum sponsors: Axia Management, Century Engineering, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft-Heinz, L & W Insurance, Post Acute Medical Hospital of Dover, and R & R Commercial Realty.\*

Thank you also to C.S. Kidner Associates/Capitol Strategies, Dover International Speedway, CNU, Fit, LLC, Always Advertising, Inc., Tidewater Utilities, Inc., and the Air Force Association Galaxy Chapter for sponsoring this event.\*

This event is open to the public and we would encourage members and residents to show their support of the base, as well as our military men and women, by attending. For more information or to reserve your seat today, please contact the CDCC Office at (302) 734-7513. The deadline to register is Tuesday, November 2nd. Due to security requirements for DAFB Entry Access each attendee will need to provide: Full Name, Date of Birth, Driver's License Number & State of Issue. Masks will be required for this event.

We look forward to seeing you in November! Go, **TEAM DOVER!!!**

\*No Federal Endorsement Either Expressed or Implied.

Your Town. Your Voice.  
**Your News.**





## Special Feature

# Your CDCC is Pleased to Join the Fusion Alliance

The Delaware Racial Justice Collaborative (DRJC) today announced the launch of the Fusion Alliance, a partnership with the New Castle County Chamber of Commerce, the Central Delaware Chamber of Commerce and United Way of Delaware to advance business growth in Delaware by offering government agencies and small and mid-sized businesses practical, effective, affordable ways to incorporate diversity, equity and inclusion (DE&I) strategies in their operations. Fusion Alliance participants will work with a DE&I consultant to define, develop and implement DE&I policies, practices and action plans that will help grow their operations and transform workplace cultures across Delaware.

Diversity, Equity, and Inclusion, or "DE&I" as it is often referred to, broadly outlines the efforts an organization takes to create a more equitable environment for all employees, regardless of an employee's race, gender, creed, skin color, sexual orientation, economic status and other factors. While most large corporations have codified DE&I policies and on-staff DE&I professionals who administer such policies, many government agencies and small and mid-sized businesses do not have these resources. The Fusion Alliance offers participants access



# FUSION ALLIANCE

Powered by DRJC

ACCELERATING BUSINESS GROWTH THROUGH  
DIVERSITY, EQUITY AND INCLUSION

to a suite of professional DE&I resources, including DE&I expert consultants, who will work as de facto staff to design, develop, implement, and administer customized DE&I policies and programs for each organization.

Commenting on the Fusion Alliance, Delaware Racial Justice Collaborative (DRJC) Director Raina Allen, said, "Delaware's workforce is increasingly diverse and multi-cultural, and the data suggest that this will only grow in the years ahead. That means that DE&I must be a strategic priority for every organization. In particular, governments and small and mid-size businesses are searching

for affordable ways to incorporate DE&I principles and practices in their growth plans, but many lack the resources and infrastructure to do so. The Fusion Alliance is an innovative approach to offering these businesses all the resources and advantages of an in-house DE&I professional, on an out-sourced basis."

Michelle Taylor, President & Chief Executive Officer of United Way of Delaware, which is the administrative and fiduciary home of the DRJC, said, "The immediate goal of the Fusion Alliance is to empower participants to build and sustain policies and practices that promote diversity, equity,

and inclusion in the workplace. Over the long term, we expect the Fusion Alliance will foster a Delaware workforce that is more diverse, that helps Delaware businesses shape products and services to better meet the needs of our state's and our nation's increasingly diverse population, and that raises the DE&I bar for everyone's benefit."

"We are excited to be part of the Fusion Alliance," stated Judy Diogo, President of the Central Delaware Chamber of Commerce. "We see this partnership and program as a path to providing information and resources to our members on diversity, equity, and inclusion. We believe knowledge is a critical component for success."

Working as the Fusion Alliance, and in partnership with the DRJC, the New Castle County Chamber of Commerce, the Central Delaware Chamber of Commerce, and United Way of Delaware are now reaching out to their stakeholders to explain the purpose and goals of the Fusion Alliance and to encourage participation. Organizations wishing to learn more about the Fusion Alliance should contact Jamee Boone at [jboone@uwde.org](mailto:jboone@uwde.org).

## It's time to see what's brewing at Coffee Coaching!!!



Location:

CDCC Conference Room

and via ZOOM

Meeting Code:

850 8634 1814

Passcode: 838363

435 N. DuPont Hwy. in

Dover

Call the CDCC Office to

register @ 302-734-7513

Wednesday, October 13th

### 8 Critical Steps to Set Up Your Business for Financial Success Today and Manage Your Daily Finances

Learn how to set a solid financial foundation, improve business, and make confident financial decisions. The focus will be on simple, actionable tasks to help you manage and understand your finances and be prepared for tax time.

Presented by:  
Tracey Ingram,  
Profit Launch  
Bookkeeping



All sessions are held the 2nd Wednesday of the month from 8 - 9 am in the CDCC Board Room and on ZOOM. To register, contact Cindy at [cfriese@cdcc.net](mailto:cfriese@cdcc.net).



Coffee Coaching is a member benefit of the Central Delaware Chamber of Commerce. These educational sessions - free to members - use a format of members teaching other members about what's new and what works in their businesses! For more information or to participate, contact the CDCC Office at (302)734-7513 or email Cindy @ [cfriese@cdcc.net](mailto:cfriese@cdcc.net).



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## Special Feature

# Young Professionals Explore Community Service Options



September's Young Professionals' Social focused on opportunities for community service. Nancy McCoy, coordinator of the community service effort currently underway at Dover Downs Hotel & Casino, and Dylan Grimes, Director of Development at Central Delaware Habitat for Humanity, shared ideas and information with the group.



## Member News

# Linking Employers and Employees

In the wake of the COVID-19 pandemic, employers find themselves sharing a common seemingly insurmountable challenge: finding people who want to come to work. The global health crisis motivated shutdowns across our country that sent people home to work remotely or sent workers home to collect unemployment. As businesses have finally been given the green light to re-open and get back to business, they are struggling with finding serious job seekers. As a result, lines are long at the grocery stores, service time at restaurants includes a significant wait, and companies are not able to return to their "normal" hours of operation.

Whether seeking employment or recruiting employees, Delaware's Department of Labor (DOL) stands ready to help. DOL's Division of Employment and Training, under the direction of Richard Fernandes, offers a variety of services assisting employers and would-be employees, or job seekers, in making informed choices that lead to healthy and adequate employment. Programming has been created within the division that can assist individuals in landing their next job or successfully navigating a career change.

Individuals who are looking for a job or career change are invited to visit Delaware JobLink at <https://joblink.delaware.gov>, an online platform that enables job seekers to create an account that will enable them to build resumes, assess their skill set, and search for work. In addition, job seekers are afforded the opportunity to work with a job referral specialist to learn interview techniques and skills for building their resumes. The Division of Employment and Training can also assist job seekers by connecting them to a variety of programs that can help with tuition assistance, workshops,



career assessment, basic computer training, veterans' services, summer youth employment and more.

The team of Business Service Representatives (BSRs) within the Division of Employment and Training, under the direction of Chip Riddleberger, can assist employers as they search for and recruit workers. Businesses are also encouraged to create an account on Delaware JobLink where they can post open positions and search the resume bank. These BSRs can also assist with the posting of job openings, advertising openings, providing referrals, and screening.

Job Fairs (either multi or single employer) are a wonderful service provided by the Division. Businesses are invited, free of charge, to participate in these job fairs where they can share information about open positions, network with other companies to share information, perform employee screenings and interviews. Companies have even been known to hire employees on the spot at the job fairs, pending a background check. The Division also provides employers access to \$5,000 - \$25,000 of fidelity bond coverage for employee's first six months of employment, which can be extended for an additional six months.

"Now that the additional assistance for employees who were laid off is coming to an end, we are beginning to see an increased attendance at job fairs," commented Riddleberger. "People are realizing that the time has come, and they are beginning to seek employment."

The next job fair is scheduled for



**Chip Riddleberger**  
Community Relations Coordinator,  
Division of Employment and Training

this Fall is on October 18th at the John W. Pitts Recreation Center at Schutte Park. Anyone interested in participating in this event, please contact Jennifer Jurczak at [jennifer.jurczak@delaware.gov](mailto:jennifer.jurczak@delaware.gov).

One very effective program offered by the Division of Employment and Training is the Registered Apprenticeship Program. The Registered Apprenticeship Program offers a combination of on-the-job training and classroom/lab instruction. In this "earn while you learn" model, apprentices are given the training they need in terms of real-world, real-time skills and instruction in soft skills, teamwork, and the like. As a Registered Apprenticeship increases their skills, they also experience an increase in wages.

Registered Apprenticeships are

offered across many industries. Electricians, plumbers, HVAC workers, sheet metal and construction workers are currently some of the top choices. A typical apprenticeship lasts about 4 years or 8,000 hours of on-the-job training. A minimum of 144 hours of related instruction per year is required. Once the apprenticeship is complete, the Registered Apprentice is eligible for journeyman papers, which indicate a great deal of skill and offers a national credential in his/her trade.

Registered Apprentices have the opportunity to build skills on the job, earn a higher wage, and receive national credentials, all while enjoying a tuition-free education. Employers who welcome Registered Apprentices tend to benefit by developing a pipeline of highly skilled workers, increase productivity, experience a lower turnover rate, and are given the opportunity to provide customized training.

As we approach Apprenticeship Awareness Week later this Fall, the spotlight will rest for a time on this amazing workforce development program. Currently, there are over 1,600 Registered Apprentices in Delaware working with over 400 employers. The state's Apprenticeship and Training Program would like to expand. "We are, seemingly, Delaware's best kept secret," commented Jazelle Plummer, the program's manager, "and we are diligently working to change that."

The Apprenticeship and Training Program is currently seeking employer partnerships. If you would like to learn more about this worthwhile opportunity, please visit [www.de.gov/apprenticeship](http://www.de.gov/apprenticeship) to sign up online or send an email to [apprenticeship@delaware.gov](mailto:apprenticeship@delaware.gov).

# Member News

## Put Your Mask on First

Anyone who has ever flown on a commercial airplane has heard the speech: “Should the cabin lose pressure, oxygen masks will drop from the overhead area. Please place the mask over your own mouth and nose before assisting others.” Upon first hearing, especially to people who have been trained to put others’ needs ahead of their own, those words may sound selfish. We realize, however, that those masks are only deployed when the oxygen level in the airplane’s cabin has reached a seriously low level. Without oxygen, one will lose consciousness relatively quickly. And we all understand that an unconscious person cannot help anyone else. It is, therefore, to everyone’s benefit to “put your mask on first.”

At Eunity Solutions’ Third Annual Diversity, Equity, & Inclusion Conference, Dr. Eunice Gwanmesia, the company’s founder, and CEO, led a soft launch of a new charity organization, the Caregiver Support Foundation, Inc., whose mission is to provide support and resources for caregivers to avoid burnout so that they can achieve the highest level of physical, emotional, and mental wellbeing while taking care of their loved ones and patients. A fundraising campaign was initiated as part of the launch with a goal of raising \$10,000 by October 20th. Well over \$6,000 was raised that day, a testimony to the need for such a program.

Having worked for many years as a hospital nurse and later, a nursing instructor at Delaware State University, Dr. Gwanmesia is no stranger to the stress and fatigue that caregivers experience. While working as a professional caregiver, she also served as a home caregiver, taking care of her son, and subsequently caring for her father.

Eunice’s son was born with various serious challenges as a result, in part, of Waardenburg Syndrome, a group of genetic conditions that can cause hearing loss and changes in coloring (pigmentation) of the hair, skin, and eyes. She was told that he would never crawl, let alone walk. Many year’s later, he is a thriving 21-year-old who walks with the assistance of crutches, his success in large part due to the incredible care he was given by his mother and others.

Gwanmesia’s father, a teacher, was hit by a drunk driver in 1996 resulting in a serious spinal cord injury. The accident created several challenges and eventually led to a wheelchair. Dr. Gwanmesia’s father, who passed away after a stroke early in 2021, lived with her for the last 6 years of his life and she became his caregiver. While grateful to be able to provide him with the best care possible, she understands the overwhelming nature of caregiving.

Research has provided unbelievable statistics regarding the effects of caregiving on the caregivers. This data has shed light on a very serious phenomenon: many caregivers are so focused on caring for others that they do not take care of themselves. For example, 72% of caregivers fail to make and keep regular doctor’s appointments. Many suffer from compassion fatigue, a documented condition caused by emotional, psychological, and physical exhaustion that can lead to a diminished ability to empathize or feel compassion for others. Caregivers who do not care for themselves can easily experience



Dr. Eunice Gwanmesia

an overwhelming sense of stress and trauma.

The need for support and encouragement for caregivers has certainly come to light during the recent global pandemic. Finding ways to support those healthcare workers on the front lines has been critical. Many of our healthcare workers have paid a great price as exhaustion and feelings of futility have threatened to take over. The Caregiver Support Foundation is designed to walk alongside those caregivers and provide the support they need to continue doing what they do.

The Caregiver Support Foundation is built on several core values: social responsibility, integrity, trust, teamwork, and boldness. The foundation aims to create a positive impact on the community by “taking care of those who take care of us.” Their ambition is to engage, educate, equip, and elevate caregivers, so they can achieve their best personal and professional version, and reduce or even eliminate the stress that comes with their job.

The Caregiver Support Foundation plans to offer the “Put Your Mask on First” caregiver retreat and workshops. At these events, caregivers are invited to a safe, nonjudgmental space to simply take a break and refresh themselves. The caregivers will be provided with tools and best practice strategies to assist them to avoid burnout and help them to experience wholeness and well-being.

In addition, the Caregiver Support Foundation will also provide respite services designed to give caregivers the time they need to care for themselves by taking a break. Mentoring and support groups for caregivers are also planned as part of the work of the foundation.

Self-care is critical when caring for others. Dr. Gwanmesia often repeats a famous quote, “You can’t pour from an empty cup.” The Caregiver Support Foundation is here to help refill those cups as many times as it takes.

An official launch for the Caregiver Support Foundation is planned for April 9, 2022. To learn more about the Caregiver Support Foundation or to donate to this effort, visit their website at [www.thecsfoundation.org](http://www.thecsfoundation.org).

# GOOD MORNING!



## DAYBREAK

**DELAWARE STATE NEWS**



The Capital Daily

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## Member News



The fire bell was added to the AMC Museum's 9-11 Memorial for the event.



Many members of TEAM Dover gathered for the ceremony.



The fire bell was tolled in "four fives," a tradition dating back to President Abraham Lincoln.

# We Will Never Forget

"Dover is always ready," remarked Col. Matthew S. Husemann, commander of the 436th Airlift Wing, in his remarks on September 11, 2021, at a Remembrance Ceremony to commemorate the events of 9-11 on its 20th Anniversary. "We will always remember," he emphasized. The event, hosted by Dover Air Force Base, was held outside the AMC Museum next to the museum's 9-11 memorial. The memorial's two pieces of steel from the north tower of the World Trade Center, rock from the site of the Flight 93 crash in Shanksville, Pennsylvania, and block from the damaged portion of the Pentagon in Washington, D.C. made it the perfect backdrop for this poignant anniversary. Many community leaders, citizens, DAFB personnel, and dignitaries gathered on a bright, blue-sky morning reminiscent of the morning of the attacks in 2001. The solemn event was marked by memories, prayers, and long-time traditions practiced by police and fire fighters.

United States Air Force Master Sergeant Tyree Bacon, retired, served as the keynote speaker for the event. Bacon, then an officer in Queens Criminal Court in Kew Gardens, was one of 20 Court Officers

who responded to the terrorist attack at the World Trade Center on September 11, 2001. On that fateful day, he successfully rescued Doris Torres, a 32-year-old female. As Tower Two collapsed, he brought her to safety. Three of his team members perished that day and Torres passed away that evening at the hospital. As Bacon recalled the events of that day, he claimed that he was not the hero in that scenario. "As I watched the tower come down around us, were it not for Doris, I may have rolled up in a fetal position and died," he explained. "Doris Torres' constant coaxing and encouragement propelled me forward until we got out. She is the real hero in this story."

Most adults seem to remember exactly where they were on September 11, 2001. People recall that it was a beautiful crisp day and nearly everyone remembers that blue, blue sky. They can often recount where they were when they heard the news, some can even recall what they were wearing. Many stories have been shared over the years of people who were supposed to be at the World Trade Center or at the Pentagon that day but weren't - as well as firsthand accounts of what happened

during the clean up and what it felt like to be part of the recovery mission.

The same is certainly true for Tyree Bacon. He vividly recalled hearing the news and every detail of his involvement in the rescue effort. He remembered the sights and the smells - he is still marked by the tragedies he witnessed. "Even 20 years later, the details of that day live on for many of us," he remarked. He remembers the determination of the rescuers and the selfless commitment of his team members as they tried to help. He spoke with pride about learning that the three members of his team who died were doing everything they could to help, even in their last moments. He shared that, when their remains were uncovered in the Spring of 2002, it was evident that they had huddled a group of people around a column and had tried to shield them from danger.

As Master Sergeant Bacon concluded his speech, he shed some light on the after-effects of that horrible day and he made a request of the audience. "I ask you, as you remember 9-11, to take a moment to remember those that died that day. Also remember those who died later from their injuries and conditions

cause by the events of that day. And remember those of us who are sick and say a prayer."

Following the keynote, Air Force Mortuary Affairs Operation (AFMAO) Chaplain Sparks explained the role of AFMAO in the days that followed the attacks. He spoke of the commitment and determination of the men and women who cared for the fallen and their families at that time and the deep respect and gratitude that was shown, not only by the base community, but by the community at large. "AFMAO couldn't have carried out the mission without TEAM Dover," he remembered.

The service ended with several long-standing traditions of emergency personnel. The Security Forces, EMT, and Firefighters' prayers were said, the fire bell was tolled in "four fives," and the familiar hymn "Amazing Grace" was performed by a single bagpiper. It is important that we remember the events of 9-11 and the collaborative response of Americans from all over the country and from all walks of life. In that time of crisis, the country demonstrated its ability to work together. May that be true today and every day.



The comments of Col. Matthew S. Husemann, commander of the 436th Airlift Wing, set the tone for the event.



The colors were presented with great care and a stirring rendition of the National Anthem was sung to begin the program.



Master Sergeant Tyree Bacon, retired, implored the crowd to remember and to pray.



A special flyover was framed by the Stars and Stripes and blue-sky backdrop.



AFMAO Chaplain Sparks shared his gratitude for TEAM Dover as he remembered the work of AFMAO.



We will always remember.



The service concluded with a moving rendition of "Amazing Grace" as the lone bagpiper retreated from the event.

# Member News



Dwight Deloatch, Troy Farmer, and Lillie Crawford are eager to welcome would-be visionaries to The Garage.



The Garage is the perfect name for DSU's Maker Space.

## Connecting the Dots Between Academics and Sustainability

Walt Disney, Steve Jobs, Bill Gates, Jeff Bezos, and Michael Kittredge all have some things in common. They all built incredible companies. They all were markedly successful. The Disney Corporation, Apple, Microsoft, Amazon, and Yankee Candle are all businesses that have left an indelible mark on society. Each of these business adventures started with a single good idea and each of them was born in a garage!

Considering the innovative and creative concepts that have often been born in garages, the folks at Delaware State University (DSU) have named their new cutting-edge Maker Space and innovation laboratory "The Garage" and are eagerly anticipating its use as faculty members, students, and members of the local community come together and discover ways to apply academics to real world solutions. The university's own Michael H. Casson, Jr., PhD, Dean of the College of Business, is credited with initiating the formation of The Garage in 2019. Dr. Casson envisioned a space where students would gather and bring their ideas for solutions to the world's greatest challenges, develop them, and find ways to implement and market them. "The garage is designed to create solutions," explained the Garage's Director, Troy Farmer, "It's the place where ideas are taken from inception to implementation and beyond."

A program of the college's Delaware Center for Enterprise Development, The Garage's goal is to provide a space where ideas are created that will solve problems across the globe. Work completed in The Garage, borne of a philosophy built on Skill Development, Ideation, Creation, and Collaboration, will be linked to the United Nations' 17 Sustainable Development Goals (SDGs). These goals, part of the 2030 Agenda for Sustainable Development, and which cover the gamut of the world's greatest challenges from poverty to hunger to global warming, climate change and more, were developed as an urgent call for action by all countries. The merging of these goals and The Garage promises to encourage the origination of brand-new ideas whose development promises to transform the world.

The innovation experience at The Garage, located on the mezzanine level of the Bank of America building on DSU's campus, begins at the Innovation Café. This upbeat eatery will feature Rap Snacks, founded by CEO James Lindsay, a connoisseur of snacks and music, will provide an atmosphere where new ideas are encouraged, and creativity is celebrated. From the café, would-be visionaries will proceed along "Innovation Way," a corridor displaying core concepts and philosophies of The Garage Maker Space. Upon entry to the actual "garage" area, individuals are will be greeted with the words "Students of problems, not disciplines," emphasizing that The Garage is open to students of all disciplines, not just students in the College of Business. "We want this to be a space where students, faculty, staff and the community come together to collaborate and create solutions," commented Farmer.

The Garage Maker Space was created in a room that previously was used for storage. That area has been completely transformed into an inviting, thought-provoking laboratory for innovation and creative thinking. The Garage offers several convening spaces where ideas can be discussed and shared. White board and chalkboard walls provide space for plans and designs to be worked out adjacent to tables designed to promote collaboration. A development area, fully equipped with workbenches, seating, large butcher-block tables, tools, printers, and more, gives inventors a space in which to bring ideas to fruition by building prototypes or actual products. The space also contains several large video screens with technology designed to facilitate and enhance the experience and textile artwork created by Dr. Hazel L. Bradshaw Beaumont-Young, professor of art education.

In 2020, DSU received a \$70,000 Rural Business Development Grant (RBDG) from the USDA to support The Garage. This funding assisted the college in recruiting and hiring a three-person staff for the new Maker Space. DSU Alum, Troy Farmer serves at the Director of The Garage and is tasked with managing this ecosystem designed to support and drive innovation, product

development, and commercialization. Farmer is accompanied on The Garage staff by Graduate Assistant, Dwight Deloatch, and Pedro Moore, Entrepreneur in Residence.

While the beginning of The Garage has seemed slow due to campus closures motivated by the pandemic, much has been happening behind the scenes and online. The faculty has been introduced to the space and the response has been quite positive. Instructors are already developing ways to incorporate the use of The Garage into their classes. "Once we are able to have students utilize the space in person, we believe that it will really catch on, and in time, The Garage will be widely sought," remarked Lillie Crawford, director the Delaware Center for Enterprise Development.

The team at The Garage is eager to collaborate with the surrounding community. Just as the work done in The Garage produces innovative solutions, The Garage itself will continue to grow and evolve as new ideas and opportunities continue to shape its reach. Plans are in place for the addition of a Podcast studio as well as the development of relationship with community partners and business mentors. In addition, The Garage intends to continue to implement workshops that include Lunch and Learn Sessions, Coffee with Entrepreneurs open sessions, and other programming to benefit entrepreneurs, while gearing up for Women's Entrepreneur Week and Global Entrepreneur Week this Fall.

American author, Steven Johnson once said, "If you look at history, innovation doesn't come just from giving people incentives, it comes from creating environments where their ideas can connect." The Garage at DSU has joined many other garages across time in providing that kind of environment.

Currently, The Garage is seeking mentors, volunteers to serve their newly formed advisory council, business partners, and sponsors. To learn more about The Garage or to assist in any of these ways, feel free to contact Troy Farmer at [tfarmer@desu.edu](mailto:tfarmer@desu.edu) or Dwight Deloatch at [dloatch10@students.desu.edu](mailto:dloatch10@students.desu.edu).



One of the garage's many convening spaces.



The Garage is the perfect setting as new ideas are taken from inception to production and eventually to commercialization



From chalkboard drawings to high tech presentations, The Garage is where new ideas are born.



Convening spaces are to foster collaboration.



The Garage's atmosphere encourages collaboration.



Caribbean Sunset by Dr. Helen Bradshaw Beaumont-Young

# Member News



The Funsters rocked all night with live music.



The Delaware State Newshound poses with staff from Sayers Jewelers and Gemologists.



Jennifer Cohan, CEO of Leadership Delaware, was awarded Person of the Year.

## Stars of Delaware Contest Celebrates Stellar Service

By Laura Walter  
Special Projects Editor, Delaware State News

When it comes to picking a favorite restaurant, barber, cardiologist, homebuilder, tattoo parlor, music teacher — or practically anything else, the public has spoken! The results of the 2021 Stars of Delaware readers' poll were announced on Sept. 2 at Delaware State Fairgrounds.

Delaware State News hosted the Harrington celebration, where winners and finalists in nearly 200 categories enjoyed barbecue, fresh ice cream and live music, under the stars of a beautiful summer evening.

"Stars of Delaware recognizes the best of the best, and it is the most comprehensive readers' poll in the state, so when you are a Star of Delaware, you are a real star. It is truly a five-star contest, consisting of 198 winners in 10 specific groups. All are nominated and chosen by readers," said Darel La Prade, publisher. From food and shopping to professional services and the best spot for a sunset or a birthday party, "we have excellent suggestions for you."

Geographically, the contest included all of Delaware, plus several categories for neighboring Kent County, Md.

"It's awesome to be able to come out and celebrate you," Dover Federal Credit Union's Tyler Kuhn told the audience. "You were chosen on purpose. You do a ton to make our communities a better place. I'm proud to raise my daughter and

live in Delaware."

"I hope you are all honored tonight. I hope you get to have fun," said Konrad La Prade, DSN vice president of sales and marketing.

"The Stars of Delaware is a poll of our readers, and it's a chance for them to celebrate the things that they see that make this community great. A big part of what makes a community is the people. So, we include a Person of the Year award," explained Heather Cregar, DSN director of marketing & promotions.

Jennifer Cohan of Dover received the Person of the Year honor. She is the CEO of Leadership Delaware (a nonprofit that educates adult professionals to be major leaders in the community), a professor of leadership at Wilmington University and former Secretary of Delaware Department of Transportation (DelDOT).

Cohan focused on "gratitude" in her acceptance speech. "Really, what's important now is our community, and it's more important now than it's ever been, and there's so much stuff happening, there's so much angst in the world, it's really important to be grateful for everything you have."

Leandra Casson Marshall of Dover was a finalist for her community service (as a minister and also vice president of external relations at DEMCO — Delaware Multicultural and Civic Organization, Inc.) and scholarly pursuits (Delaware State University professor in areas of international relations, economics and more, and associate director for Center for Global Africa at DSU).

David Hugg of Smyrna was a finalist for his

lifetime of civil service (state planner, Town of Smyrna town manager and current City of Dover director of planning, inspections and community development), which has included decades of encouraging downtown economic growth. He's also taught University of Delaware courses and served as a senior policy advisor in the Institute of Public Administration.

"A common thread is they have all been educators in their unique fields, in addition to their volunteer leadership and commitment to our community. We are grateful for each and every one of you," said Tonda Parks, DSN director of event marketing & community outreach.

The Harrington event took place in an open-air pavilion, which meant better air flow for attendees. Dina Perry of Bayhealth still took the opportunity to remind attendees to take precautions in their everyday lives to prevent the spread of COVID-19, as infection rates have increased lately in Delaware. "On behalf of the entire Bayhealth team, it's truly an honor and a privilege to serve the community in Delaware. While these two years have been a challenge, and we've come so far, the reality is we're once again seeing a surge in cases in our hospital system, our state and our country. So, we need to remain vigilant to ensure the safety of our loved ones and our communities all across Delaware."

For a full list of winners and finalists, visit the Stars of Delaware 2021 publication at <https://BaytoBayNews.com/SpecialSections>.



Guests enjoyed a barbecue buffet.



The Stars of Delaware 2021 publication.



Konrad La Prade greets the audience, as Delaware State News vice president of sales and marketing.



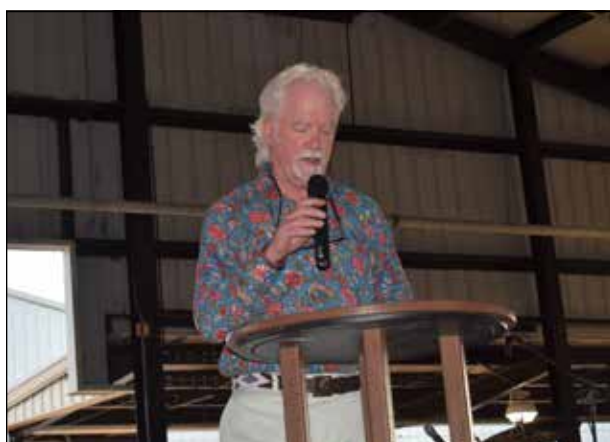
Left, Laura Garofoli and Sara Boone celebrate the win by Lean on Me Caregiving.



Tonda Parks welcomes the guests, as Delaware State News director of event marketing & community outreach.



As a finalist for Person of the Year, David Hugg enjoys Vanderwende's ice cream with his wife, Vicki.



Publisher Darel La Prade explains the contest's many voting categories.



Bayhealth celebrates winning "Best Hospital" and several runner-up categories, including, from left, Lisa Main, John Russum and Corrine Wilson.

## New Member Spotlights

# Meet Michelle Devillers and Celestial Shoes

Celestial Shoes is a mobile shoe company that prides itself in "bringing the Mall to you!" The idea of Celestial Shoes was born in October of 2014 out of owner Michelle Devillers' personal experience. Requiring a size 11W shoe, she was frustrated with the lack of variety in footwear choices, often limited to black, brown, and white. Michelle went to work being part of the solution for this problem and meeting the need!

Celestial Shoes sells women's shoes of all kinds: formal, casual, comfortable, shoes that meet special health-related needs (high arches, bunions, diabetic shoes, etc.). They also sell safety shoes for men and women. In addition, the mobile shoe company offers accessories such as purses, scarves, compression socks, and more. Celestial Shoes provides sizes 5 through 12 and width from



Michelle Devillers, Owner

narrow through double wide. The company is available for shoe parties, office parties, conferences, vending events, one-to-one services, and service to nursing homes and homebound customers.

Born in Wilmington, Delaware, Mi-

chelle is a proud Blue Hen graduate of the University of Delaware. When she is not at work, she spends much of her time at her church, Mount Zion Greater Harvest, International. In addition, she loves bowling and line dancing. More than anything,

she loves people – and specifically, helping people.

Michelle is excited to join the Central Delaware Chamber of Commerce. She is eagerly anticipated opportunities to grow and develop her business. She looks forward to educational opportunities as well as making connections with fellow CDCC members. She is excited to learn how her business fits in the community and how she can help others.

To learn more about Celestial Shoes, visit them on the web at [www.celestialshoes.com](http://www.celestialshoes.com), or give them a call at (302)722-5414. You can also find Celestial Shoes on Facebook, Instagram, and Twitter. Please join the Central Delaware Chamber of Commerce in welcoming Celestial Shoes into our membership!



Dewey Beatty, ASE Certified Master Technician

## Meet Dewey Beatty and A2Z Services, LLC

A2Z Services is a business specializing in automotive and small engine repair. Whether working on automobile repairs or working with lawnmowers or other small engines, customers can be sure that they will receive fast, reliable service at a fair price with honesty, integrity, and value at A2Z. Pick-up and delivery are also available. The company's Automotive Service Excellence certification is a true testimony to their quality work. Issued and regulated by the National Institute for Automotive Service Excellence, the certificate requires mechanics to follow a long and rigorous process to learn and be able to display a mastery of automotive repair.

A Delawarean since 2008, Dewey Beatty is an ASE Certified Master Technician with 35 years of experience. Throughout his childhood, he always had an affinity for cars. In

high school, he chose to major in auto mechanics, but was not willing to settle at that level. Having achieved ASE certification, he is now at the height of his field.

Dewey is excited to be part of the Central Delaware Chamber of Commerce. He looks forward to meeting fellow Chamber members and making connections. He is happy to now have a platform for engaging in the community and making a difference.

To learn more about A2Z Services and all they have to offer or to schedule a service, visit their website at [www.a2zservicesllc.net](http://www.a2zservicesllc.net), give them a call at 302.387.0880, or email [a2z-services357@gmail.com](mailto:a2z-services357@gmail.com).

Please join the Central Delaware Chamber of Commerce in welcoming Dewey Beatty and A2Z Services, LLC, into membership!

# Meet Charles F. Pens, Sr., and the Delaware Thunder

A new kind of thunder came to Harrington, Delaware, in May of 2019! A proud member of the Federal Hockey League, the Delaware Thunder is a professional ice hockey team. The team plays at Centre Ice Rink on the Delaware State Fairgrounds. After its inaugural season which began in October 2019, the team was dormant for the 2020-21 season due to the global pandemic but plans to return to the ice for the 2021-22 season later this Fall.

Motivated by his desire to bring professional sports to Central Delaware, Charles F. Pens, Sr., who serves as the team's CEO/President, was excited to launch the Delaware Thunder. He felt that the Delaware State Fair Arena would be the perfect venue for Minor League Professional Hockey. Originally from Newark, Mr. Pens has always had an affinity for ice hockey. He played throughout his childhood followed by a time of semi-pro. Pens eventually coached at the college level and went on to support youth hockey as president of the Delaware Chiefs for about 20 years. He has made the game his life's work. He describes the game as an intimate, passionate, and very raucous setting where



our fans are very loud and proud with great hockey, great fans, great music, great food, and ice-cold beer. Pens also enjoys paddleboarding, jet skiing, boating, biking, cooking, and writing.

The Delaware Thunder is excited to be a member of the Central Delaware Chamber of Commerce and



Mike Basile, Director of Hockey Operations and Charles F. Pens, Sr., President/CEO

looks forward to the many benefits that membership brings, especially in the areas of marketing and networking. They are eager to expand their market presence, make connections, and form partnerships with the community they serve.

For more information about the

Delaware Thunder, visit their website at [www.delwarethunder.com](http://www.delwarethunder.com), or find them on Facebook at [www.facebook.com/delawarethunderhockey](http://www.facebook.com/delawarethunderhockey). Please join the Central Delaware Chamber of Commerce in welcoming the Delaware Thunder into our membership!

# New Member Spotlights

## Meet the First State Web Footers

A member of the American Volkssport Association (AVA), a non-competitive sports organization, First State Web Footers offers self-guided, group, and community walks as well as a bike event and a swim event. The First State Web Footers were founded in 1981 and are celebrating 40 years of serving the community with year-round, traditional, and special walking programs. The purpose of the club is to provide noncompetitive, family-oriented, outdoor events that promote fellowship, physical fitness, well-being, and the opportunity for people to achieve individual goals and earn awards as approved by the International Federation of Popular Sports (IVV), the AVA, and the club's members.

Current Club President, Kathy Kresko, joined the club in search of a non-competitive walking environment. Like many others in the club, walking is an interest and a hobby, but for them, speed is not a factor. Membership in the club affords them the opportunity to gather with other recreational walkers to enjoy various venues and a time of fellowship, while improving their physical fitness.

The club's history was actually born in a military setting. Military personnel stationed overseas would often join the local town's "volkssporting," a German term meaning "sport of the people" that referred to noncompetitive walking, biking, swimming, and cross-country ski events open to all, regardless of age or fitness level. This kind of activity enabled them to engage in the community and learn the territory. When they returned home, these former deployed military members



and their families looked for that same community involvement. The Web Footers started at the Dover Air Force Base (DAFB) to meet that need and promote physical fitness and fellowship for family entertainment. After the events of 9-11, the club was moved off base and continues to provide the community with walk and bike events.

The First State Web Footers are excited to be part of the Central Delaware Chamber of Commerce. They joined the Chamber because they want to reach out to the Central Delaware community and businesses



The First State Web Footers

to offer their services and increase their involvement. They are anxious to meet fellow Chamber members and make connections. They are thrilled to provide their noncompetitive walking experiences to anyone who is interested. They have been a part of the community for a long time and are anxious to continue to engage the public in a lifelong habit of walking and other noncompetitive physical fitness activities.

To learn more about the First State Webfooters, visit their website at [www.mdvolks.org/FSW/](http://www.mdvolks.org/FSW/) or contact club president, Kathy Kresko at

[fswf.kathy@gmail.com](mailto:fswf.kathy@gmail.com). The club's business meetings are held on the first Thursday of every month at Deepwater Church Hall, 107 Broad Street, in Wyoming, beginning at 7 pm and are open to the public. Membership is open to everyone regardless of race, religion, age, gender, or national origin. Persons under 18 years of age must be accompanied by a responsible adult. Membership is \$10 per year.

Please join the Central Delaware Chamber of Commerce in welcoming First State Web Footers into membership!

## Meet Jordan and Maggie Haass, Jeff Haass, Sr., and Evergreen Farms

Evergreen Farms is a 23-acre working Christmas Tree farm as well as a beautiful venue for weddings and special events. The farm's 4,000 square foot barn is the perfect setting for large events. There is also a 3,000 square foot residence on the property which is included in venue packages enabling guests to stay on site for their events. In addition to the picturesque Christmas tree field, the venue boasts a large pond with a dock, a covered pavilion with a fireplace, and a large concrete patio with bistro lighting. The various amenities allow Evergreen Farms to host both indoor and outdoor events.

Jordan and Maggie Haass purchased Evergreen Farms in 2020. Jordan's father, Jef Haass, Sr., is also a partner in the business. All born and raised in Delaware, the trio has a long history of running a local business. Opened in 1955, Haass' Family Butcher Shop is run by Jeff and Jordan. Maggie has served the community as a local real estate broker for 11 years. Extreme commitment to the local community and volunteerism on a variety of boards and organizations is a Haass' family tradition. Jordan and Maggie live just a short distance from the farm with their daughter, Nellie, and their Labrador retriever, Sam.

Evergreen Farms is thrilled to join the Chamber - that's another



er Haass' tradition! They believe that the CDCC offers many amazing opportunities for networking and connecting with other local business owners who really "get it." They understand the importance of the Chamber's legislative efforts and appreciate knowing that their interests at Legislative Hall are voiced and protected, a benefit that currently seems more important than ever!

To learn more about Evergreen Farms and all they have to offer, visit their website at [www.evergreenfarmsde.com](http://www.evergreenfarmsde.com). The tree farm and shop are open Fridays, Saturdays, and Sundays from Thanksgiving until Christmas. To learn more about the Christmas tree shop and farm, contact Maggie at [owners@evergreenfarmsde.com](mailto:owners@evergreenfarmsde.com). For more information on booking events or scheduling a tour, contact the farm's sales director, Brandy, at [events@evergreenfarmsde.com](mailto:events@evergreenfarmsde.com).

Please join the Central Delaware Chamber in welcoming Evergreen Farms into our membership!



Jordan and Maggie Haass

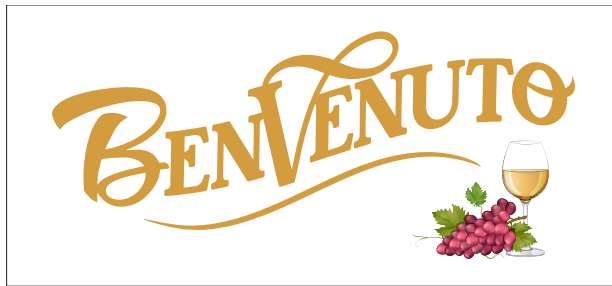


## New Member Spotlights

# Meet Benvenuto Restaurant



Executive Chef Jesus Gordiany



in the area for their oasis at Sunset Cove where they previously made a business of hosting events like weddings, fundraising events, and parties. Over the years, people would often remark that the couple should open a restaurant – and Benvenuto is the realization of that dream. Chef Jesus Gordiany is the face of Benvenuto and creates the magic behind the menu. He and his wife, Renee, moved from Philadelphia to Central Delaware to be part of this unfolding Tuscan adventure.

Benvenuto offers an authentic Tuscan menu with a variety of offerings. From salads to appetizers to seafood to chicken, pork, and beef, Benvenuto's chef-inspired choices promise to be memorable and delectable. Everything at Benvenuto is homemade and fresh, as is the Tuscan tradition. Designed to be a Tuscan food destination that draws people in and makes them want to return again and again, Benvenuto's décor is designed to replicate four Tuscan villages. Benvenuto also features wines from the best wineries in Tuscany and Italy. The team there is pleased to offer Montepulciano as a house red and Peroni on tap.

In addition to providing exquisite Italian meals in the Tuscan tradition, the team at Benvenuto is also pleased to handle events either at the restaurant and at the Johnson's off-site property. Whether you are planning a small office gathering or a large family event, the experts at Benvenuto are happy to take care of the details for you and your guests.

Benvenuto is happy to be part of the Central



Delaware Chamber of Commerce. They look forward to networking and connecting with other Chamber members and finding ways to partner with the community.

To learn more about Benvenuto, visit them online at [www.benvenuto-restaurant.com](http://www.benvenuto-restaurant.com) or on their Facebook page at [www.facebook.com/benvenutomilford](http://www.facebook.com/benvenutomilford). Feel free to stop by the restaurant at 249 North East Front Street in Milford or give them a call at 302-265-2652.

Please join the Central Delaware Chamber of Commerce in welcoming Benvenuto Restaurant into our membership!

# Meet Action Unlimited Resources

Action Unlimited Resources (AUR) is a family-owned janitorial distributor. They identify themselves as "Experts in Janitorial Supply, System Optimization and Training." They carry an extensive line of facility and janitorial supplies and equipment to meet their customers' needs. AUR also offers rentals, equipment repairs, and advisory services. In addition to their New Castle store, they offer a large-scale catalog of products and supplies online for purchase and delivery.

The team at AUR is committed to providing exceptional customer service. While they are in the business of selling products, they are also focused on solving problems and creating complete solutions. Their commitment to continuous training, education, and a practice a tracking industry trends, they are able to not only meet the needs of their clientele, but continuously exceed their expectations.

Alan Glazar, a former Marine wounded in Vietnam, started the company with the original name Action Paper and Chemical Co. He founded the company with the mindset of a salesman on the street with a simple guarantee: 100% Customer SatisfACTION! The name changed to Action Unlimited Resources and is now run by Alan's son, Aaron. The company originated and remains in New Castle, Delaware, but it's reach goes way beyond the borders of



Aaron Glazar, President/CEO

Delaware. Action was named among the Best Places to Work in 2020, and was honored as one of Inc5000's fastest private growing companies in the nation.

Action Unlimited Resources is excited to be part of the Central Delaware Chamber of Commerce. The company services many facilities in Central and lower Delaware and is happy to partner with a Chamber who also services that area. AUL's team is anxious to become more involved in the communities they serve. They are delighted as they anticipate networking opportunities and other chances to get to know fellow members and determine where they fit into the mix.

To learn more about Action Unlimited Resources, visit their web-



site at [www.actioncleanup.com](http://www.actioncleanup.com), or give them a call at 302-323-1455. Feel free to stop by their store at 230 Quigley Blvd. in New Castle.

Please join the Central Delaware Chamber of Commerce in welcoming Action Unlimited Resources into our membership!

# Supporting the Role Our Schools Play in Economic Development



**EXCELLENCE  
IN EDUCATION**

**CENTRAL DELAWARE'S ECONOMIC EDGE**

An economic development initiative for Kent County to:

- Serve as a guide to Kent County's schools to highlight the collective attributes and innovative achievements of each of them while stressing the important role our schools, non-profits and civic/community organizations play in workforce and economic development.
- Support specific programs that focus on workforce and economic development with a grant program funded by local businesses and organizations.
- Recognize and support an interaction between the schools, non-profits and civic/community organizations and the businesses that rely on them for workforce and economic development.

The 2022 program will kick off with a dinner on **Wednesday, November 10.**

The 2021 Grant Awards will be announced at that time. In addition, the evening will include a presentation showcasing the education assets in Kent County, plus the 2022 grant opportunities will be announced.

Sponsorship opportunities are still available. For more information about how you can support this economic development initiative, please contact Tonda Parks at 302-270-8663 or [tparks@iniusa.org](mailto:tparks@iniusa.org) for more information.

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Additional details can also be found on the Excellence in Education website at [DelmarvaEvents.net](http://DelmarvaEvents.net).

## CDCC joins Alpine and Rafetto Orthodontics for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Alpine and Rafetto Orthodontics on September 21 at 12 pm. The event was held at their Dover location at 42 Hiawatha Lane. Chamber members and friends joined the team at Alpine and Rafetto to celebrate their 50th Anniversary!

The mission of Alpine and Rafetto Orthodontics is to provide the SMILE that a patient wants and deserves while lifting their confidence and providing them the opportunity to reach their dreams while SMILING! For half a century, Alpine and Rafetto Orthodontics has created for countless patients healthy bites and beautiful lasting smiles. Dr. A. Dean Alpine began the practice in 1971 as Alpine Orthodontics. In 1991, Dr. Ray S. Rafetto joined the practice and the name became Alpine and Rafetto Orthodontics. Upon Dr. Alpine's retirement in 2003, Dr. Mark R. Fiss joined the practice. Over the years, the practice has become a leader in orthodontic care. The staff has observed that, in New Castle County, just about everyone they meet says the same thing: "Alpine did my braces!" The practice purchased an orthodontics office in Dover on Silver Lake in 2017. With the beautiful location and the warm and friendly patients of Kent County, the practice hopes to build the same kind of reputation here where everyone knows their name.

The expert team at Alpine and Rafetto Orthodontics offers complimentary exams, traditional



braces and Invisalign for children and adults of all ages. They are a Diamond Plus Invisalign provider – this places them in the top 1% of all providers nationwide. They also provide clear/aesthetic brackets, 3-D digital software, and free home starter kits and retainers at the end of treatment. They promise a comprehensive fee with no hidden charges and interest-free financing to fit any budget, along with discounts and payment options. They work diligently to listen to the patient's thoughts and ideas regard-

ing what would make their perfect smile.

Alpine and Rafetto Orthodontics is a proud member of the Central Delaware community. They love to be involved in community activities and efforts and seek opportunities to give back. They have been involved with Girls on the Run, Caesar Rodney Rider Pride Day, I Love Smyrna Day, numerous school sponsorships, food collections for the Food Bank of Delaware, and Gals That Give. Most recently, they were pleased to participate in the

Dover Back-to-School backpack drive and they were proud to sponsor the Healthy Kids Running Series.

To learn more about Alpine and Rafetto Orthodontics, feel free to visit them on the web at [www.beachbraces.com](http://www.beachbraces.com) or give them a call at 302- 672-7776. Please join the Central Delaware Chamber of Commerce in congratulating Alpine and Rafetto Orthodontics on 50 years of providing customers with the highest quality orthodontic care.

## CDCC joins Next Level Nutrition for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Next Level Nutrition on September 9th at 4 pm. The event was held at their location at 915 N. DuPont Blvd., Suite 103, in Milford. Chamber members and friends joined the team at Next Level Nutrition to celebrate their Grand Opening!

The team at Next Level Nutrition work diligently to achieve their mission of providing a safe place to help individuals become the best, healthiest version of themselves, no matter where their journey begins. The folks at Next Level Nutrition strive to be a catalyst in taking clients to the Next Level. The experts at Next Level Nutrition are excited to open their location which will provide a healthy alternative to the community through nutritional meal replacement options, free community workouts, and a positive uplifting environment where everyone is sure to feel welcome!

Originally hailing from Milford and attending Milford High School, Austin Adams and Ryan O'Bara, along with the support of Ashley Adams, are thrilled to bring this healthy resource to their home community and are excited about reaching beyond Milford's borders as well. They are proud members of the Central Delaware community and consider themselves extremely community focused. They look forward to any opportunities that may arise to plug into com-



munity events. To date, they have already partnered with the Magnolia Fire House on their annual discount fundraiser.

To learn more about Next Level

Nutrition, feel free to email them at [nextlevelnutrition302@gmail.com](mailto:nextlevelnutrition302@gmail.com) or give them a call at 302- 265-2873. You can also visit them on Facebook at [www.facebook.com/](http://www.facebook.com/)

[NextLevelNutritionDE.com](http://NextLevelNutritionDE.com). Please join the Central Delaware Chamber of Commerce in congratulating the folks at Next Level Nutrition on their Grand Opening!

## CDCC joins Black Swamp Artisanal Market, LLC, for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Black Swamp Artisanal Market, LLC, on September 24th at 12 pm. The event was held at their location at 204 W. Loockerman Street in Downtown Dover. Chamber members and friends joined Justin and Tara Brant to celebrate the Grand Opening of this new downtown business!

Justin and Tara have opened this business in an effort to support the area's small farms and crafters. They are anxious to provide spaces for these artisans to sell their wares. In addition, speaking from their personal experience, they are passionate about educating the public regarding the importance of buying healthier and more sustainable alternatives on a regular basis. They are also excited about the prospect of serving as a platform for the voices of farmers and crafters in Central Delaware.

Black Swamp Artisanal Market, LLC, offers produce, dairy products (butter, cheese, yogurt), small batch coffee, sustainably raised pork, beef, chicken, seafood, honey and related bee-centric items, sauces, seasonings, kettlecorn, cakes and cakeballs. In addition, customers can purchase flowers, bath and body items, original artwork, woodwork, and antiques.

Farming was actually some-



thing that the couple had planned for after Justin's impending retirement from active duty in the U. S. Navy. In anticipation of this event, the Brants moved to Central Delaware to get their farm up and running. The Brants got their artisanal start selling pork, coffee, chicken, eggs, and hand-crafted bath and body items at farmer's markets. After representatives from the Downtown Dover Partnership approached the Brants about opening a brick-and-mortar establishment to sell their wares and offer space to other small farmers and artisans, it seemed natural to locate their new business in the community where they were already established.

Black Swamp Artisanal Market,

LLC, came to fruition through Dover's Unlock the Block program. Unlock the Block encourages economic vitality, facilitates re-development of first-floor commercial properties, and contributes to a vibrant commercial district in downtown Dover by securing owners of retail and professional goods and service businesses that have the capacity to serve/draw local and regional customers alike. The initiative originated from NCALL's Restoring Central Dover Economic Development Working Group and targeted applicants are successful, established business owners that wish to expand.

The team at Black Swamp Artisanal Market, LLC, are grateful to

all of Unlock the Block's the small business advisors and partners who provide technical and financial assistance to selectees, including: City of Dover, Central Delaware Chamber of Commerce, Downtown Dover Partnership, Delaware Division of Small Business, NCALL/Restoring Central Dover, Small Business Development Center, and True Access Capital.

Black Swamp Artisanal Market, LLC, is a proud member of the Central Delaware Community. They are thrilled to be providing the community with a business that has previously been lacking in downtown Dover. They love the Downtown Dover area and are grateful for the support that has already been shown by the community. They have also committed to giving back by providing ongoing education on the importance of buying healthier and more sustainable alternatives on a regular basis and the benefits of buying local and supporting small businesses.

To learn more about Black Swamp Artisanal Market, feel free to visit them on the web at [www.blackswampartisanalmarket.com](http://www.blackswampartisanalmarket.com) or give them a call at 302- 382-6061. Please join the Central Delaware Chamber of Commerce in congratulating Justin and Tara Brant and Black Swamp Artisanal Market, LLC, on their Grand Opening!

## CDCC joins Profit Launch Bookkeeping for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Profit Launch Bookkeeping on September 22 at 4 pm. The event was held at the CDCC Office at 435 N. DuPont Highway in Dover. Chamber members and friends joined owner, Tracey Ingram, to celebrate the Grand Opening of this new company!

Bookkeeper and strategist, Tracey Ingram explains that, while the foundation of her business is bookkeeping for tax compliance and tax savings, her mission is to assist business owners as they work to create a cash strategy to support the needs of the business and, ultimately, the owner. Profit Launch Bookkeeping stands out because, unlike traditional bookkeeping services that are not typically designed



to help owners make financial decisions on a day-to-day basis, Tracey helps them create a simple system that allows them to make those decisions.

A Delawarean who credits both Georgetown and Milford (where she now resides) as the places where she grew up, Tracey is a graduate

of Delaware Technical Community College and Wilmington University. She started Profit Launch Bookkeeping in April of 2020 and is now able to work full-time giving her clients her full focus and attention. In addition to following her passion of helping business owners simplify their finances with a cash strategy,

Tracey offers monthly bookkeeping, catch-ups, and clean-ups, as well as Quickbooks Desktop and online consulting and training.

Profit Launch Bookkeeping is a proud member of the Central Delaware community. Tracey is committed to meeting new people and building relationships. She is eager to help the community by supporting small businesses and giving business owners the tools they need to be successful.

To learn more about Profit Launch Bookkeeping, feel free to visit them on the web at [www.profitlaunch.net](http://www.profitlaunch.net) or give them a call at 302-265-0101. Please join the Central Delaware Chamber of Commerce in congratulating Tracey Ingram and Profit Launch Bookkeeping on their Grand Opening!

## CDCC joins Sophisticated Scrubs for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Sophisticated Scrubs on September 23rd at 11:30 am. The event was held at the CDCC Office at 435 N. DuPont Highway. Chamber members and friends joined Jenea Hall and Sophisticated Scrubs to celebrate this new business that was started in April 2020!

The mission of Sophisticated Scrubs LLC is to "work the front-lines in sophistication." Sophisticated Scrubs, LLC, is an online and mobile medical apparel business offering a variety of medical clothing in many brands. Customers are invited to shop online and can browse by brand name or by item type.

Offering both men's and wom-



en's apparel, Sophisticated Scrubs, LLC, offers a complete line of scrubs, lab coats, compression socks, footwear, and accessories. Sophisticated Scrubs, LLC, sells

five brands of scrubs: Med Couture, Jockey, Maevn, Koi, and Ava Terese. They also sell clogs by C & C of Sweden, Littman Stethoscopes, and compression socks by Cutieful.

Sophisticated Scrubs, LLC, is a proud member of the Central Delaware community. Jenea is excited to offer her "sophisticated scrubs" to the region. In the future, she hopes to reach out to individuals in Allied Health programs to donate scrubs to those for whom the cost would be prohibitive, but who need them for clinical rotations.

To learn more about Sophisticated Scrubs, feel free to visit them on the web at [www.sophisticatedscrubs.shop](http://www.sophisticatedscrubs.shop) or send an email to [sophisticatedscrubs@gmail.com](mailto:sophisticatedscrubs@gmail.com). Please join the Central Delaware Chamber of Commerce in congratulating Jenea Hall and Sophisticated Scrubs on the start of this new business!

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## Member of the Month

# Humana.



Care.

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

With 13 years of service with Humana Insurance I am proud to continue to assist seniors with their healthcare needs by way of educa-

tion and enrollment into the plans that meet their needs. I have a fun way of explaining the complexities of Medicare into a simplistic approach with the 1,2,3's and A, B, C & D of Medicare.

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

Humana is not just about providing the healthcare needs of Medicare members but encompassing the whole "wellbeing" approach to meet the personal needs of each individual.

Humana does this by way of offering plans that include dental, vision, hearing, over the counter items, health club memberships and more.

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

Humana will continue the path of growth and success one member at a time. With the AEP Annual Election Period being October. 14th - De-

cember 7th please reach out to me so that I may help guide you through the process of choosing a plan that meets your needs.

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

I moved from Florida to Delaware just three years ago for my aging parents and had to start new personal and business relationships. The CDCC has been a great source of connection for both. The ladies at the Chamber have been more than welcoming and supportive.

Cindy Friese and Dina Vendetti have gone above and beyond to assist me in growing my business by connecting to our community.

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

Wake up every day with a purpose to make a difference in the lives of others.

**Name:** Kimberly E Hopper  
**Title:** Sales Representative  
**Business:**  
 Humana Insurance  
**Address:**  
**Hours:** 8:00am – 8:00pm  
**Phone:** 302-265-7118  
**Website:**  
[www.humana.com/khopper](http://www.humana.com/khopper)  
**Email:**  
[khopper3@humana.com](mailto:khopper3@humana.com)

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

Humana's Corporate headquarters is located in Louisville, Kentucky and was founded in 1961.

Humana is a Fortune Company committed to the aspect of Human

## Ambassador's Corner



## Deb Farley-Blunt

Deb Farley-Blunt works for two chamber member businesses. She is the billing and credentialing manager at Eye Specialists of Delaware. Deb also serves as the administrator for The Kritter Sitter. After 20+ years in administrative and customer service roles, she has developed a real passion for problem solving and providing exceptional customer care. Deb has been married for 15 years and is the mother of two teenagers. She enjoys beach vacations with her family and supporting her kids in their many sporting endeavors. She also enjoys 80's music and reading.

Deb's connection with the Central Delaware Chamber of Commerce came naturally through her places of employment. Deb's strongest personal connection, though, happened when she was accepted as a member of the Leadership Central Delaware program's Class of 2019. As a member of that group, Deb was given a life-changing opportunity to get to know many leaders representing some of the most influential businesses in Kent County. With an emphasis on leadership development, Deb and her fellow classmates were able to grow and learn through many hands-on activities. One aspect of Deb's leadership journey that had a major impact on her was her partic-

ipation in two Community Impact projects with the class - the construction of an archery fence for the Boy Scouts of America, and painting the interior of St. John's School and completing a mural in the school's lobby.

Deb is excited to serve as a CDCC ambassador. This unique position will give Deb an opportunity to help new members make connections that will lead to meaningful business relationships. Serving as an ambassador will allow her to continue to grow her leadership skills and help others get acclimated to this valuable business community.



## Member Milestones



WOW! This month, we have five Milestone Members to recognize! These five companies are tied for the highest number of years renewed this month - and they represent 250 years of Chamber membership!!! That's right - each of the five businesses is celebrating 50 years of membership in the CDCC.

Since 1861, Artisans' Bank has worked diligently to meet the needs of working men and women, retirees, students, small businesses, developers, and craftspeople - in other words, they pride themselves in being a bank for artisans. Artisans' Bank offers services in personal and business banking including savings, checking, money markets, bill-pay, loans, investments and much more! Today, twelve branch locations and two commercial/consumer lending offices serve our community statewide.

Berry Van Lines has a history of customer service reaching back nearly a century! What began as a one-person operation has, over the years, become a full-service moving company providing the best in residential and commercial moving, warehouse and storage, and many other services related to moving. They stand ready to help customers make their next relocation experience their best and easiest ever!

Dover Downs Hotel & Casino is a premiere entertainment destination in Central Delaware. The luxurious 500-room hotel features beautifully appointed rooms and suites with fine linens, concierge services, and views of the racetrack or the city. In addition to the 2,500 slot machines, a full suite of table games, simulcasts, and

parlay sports betting, travelers can also take advantage of a full-service spa/salon. Dover Downs offers several live entertainment options each year, such as concerts, comedians, and more, and a variety of dining options, from gourmet to casual fare.

Located in Camden-Wyoming, Ken Stockslager & Son, Inc., is a handyman company. They provide furniture assembly, exterior door installation, plumbing fixtures installation, frozen pipe repair, and much, much more. The experts at Ken Stockslager & Son, Inc., are eager to help with small home improvement projects of all kinds and are happy to offer free estimates.

Celebrating 141 years of excellence, innovation, and service, Pratt Insurance, Inc. is excited to provide comprehensive insurance coverage of a high quality. Their customer service is unmatched as they work diligently to offer the highest level of knowledge, expertise, and service. At Pratt Insurance, customers can rest assured that their insurance needs are anticipated, customized and managed, providing them with the peace of mind they deserve.

Artisans' Bank, Berry Van Lines, Dover Downs Hotel & Casino, Ken Stockslager & Son, Inc., and Pratt Insurance, Inc. are all proud members of the CDCC. The Chamber is pleased to congratulate them on 50 years of Chamber membership! Thank you to each of you for your commitment to serving both your customers and the Central Delaware Community. Your support means a lot to all of us!

*The Central Delaware Chamber of Commerce is excited to include a new monthly feature for 2021 in the Chamber Connections. "Member Milestones" is designed to recognize, congratulate, and highlight the recently renewed member with the most years of membership in our organization. We truly appreciate the commitment and support of our members as we continue to serve as the essential resource for the development of businesses in Central Delaware. We couldn't do it without you!*

# Thank You for Your Renewal!

## Renewals for August 2021

NAME OF COMPANY.....	# OF YEARS
Artisans' Bank.....	50
Berry Van Lines, Inc. ....	50
Dover Downs Hotel & Casino.....	50
Ken Stockslager & Son, Inc.....	50
Pratt Insurance, Inc. ....	50
Chesapeake Utilities Corp.....	49
Cnnor Strong & Buckelew.....	49
Independent News Media, Inc., USA.....	49
Dover Federal Credit Union - Headquarters.....	49
C.F. Schwartz Motor Co., Inc.....	48
Dover Air Force Base.....	46
George & Lynch, Inc. ....	45
Roma Italian Ristorante.....	41
Teal Construction, Inc. ....	37
Caesar Rodney School District.....	35
Capital Inn of Dover.....	35
Wilmington University.....	35
Barros,McNamara,Malkiewicz & Taylor,PA.....	33
Delaware Today Magazine.....	32
Westside Car Wash/Clean Car, Inc.....	30
Lawrence A. Louie, DMD.....	27
Jefferson, Urian, Doane & Sterner, PA.....	26
Hampton Inn-Dover.....	25
Hertrich Family of Automobile Dealerships.....	21
Smryna Opera House.....	18
Taylor & Messick, Inc.....	18
Correctional Officers Assoc. of Delaware.....	16
Eden Hill Medical Center.....	13
Express Care Walk In Medical Centers.....	13
Ocean Marine Nav Inc.....	13
FCCB.....	12
NCALL Research, Inc.....	12
Vision Quest Eye Care Center, Inc.....	12
Builder Integrity, Inc.....	10
Harvest Ridge Winery.....	8
Janney Montgomery Scott LLC.....	8
Wealth Management Group, LLC.....	8
Benton Lynn Law, P.A.....	7
First State Military Academy (FSMA).....	7
Gals that Give.....	7
Red Wing Shoes.....	7
New Image Inc.....	6
The Salvation Army.....	6
Children & Families First.....	5
Detailing by WENDELL.....	3
JDog Junk Removal.....	3
Instant Imprints of Delaware.....	2
Jonathan L. Parker & Associates, LLC.....	2
The Wedding Boutique.....	2
Wattay Accounting - Milford.....	2
ABI Security Group, Inc.....	1
Nickle Electrical Companies.....	1

## New Members

302 Aquaponics Ms. Katie Wood 665 Simms Woods Road Dover, DE 19901 302-632-0307	Coastline Realty Mr. John Rowley 846 Walker Road, Suite 31-2 Dover, DE 19904 302-450-4511
A2Z Services Mr. Dewey Beatty 4 Milbourn Manor Drive Camden-Wyoming, DE 19934 302-387-0880	Delaware Thunder Professional Hockey Group Mr. Charles Pens 644 Fairgrounds Road Harrington, DE 19952 302-398-7825
Action Unlimited Resources Mrs Amy Johnson 230 Quigley Blvd New Castle, DE 19720 302-323-1455	First State Web Footers Ms. Karen Kaufman Camden Wyoming, DE 19934 302-233-6615
Aetna Mr. John Weatherbe 151 Farmington Ave Hartford, CT 06156 860-214-5610	Profit Launch Bookkeeping Ms. Tracey Ingram 4079 McColley Road Milford, DE 19963-4300 302-265-0101
Benvenuto, LLC Mrs. Lisa Johnson 249 North East Front Street Milford, DE 19963 302-265-2652	Remax Horizons Mr. Steve Schmidt 625 South Dupont Highway Suite 103 Dover, DE 19901 302-678-4300
Celestial Shoes Ms. Michelle Devillers 801 North DuPont Street Wilmington, DE 19805-0923 302-722-5414	

# Coffee On Us!

## Sponsored by The House of Coffi

The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front page header changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly "Coffee On Us" contest. If you recognize the location of the header picture on our front page, be the **THIRD** to **CALL** the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:

## The House of Coffi



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 September "Coffee on Us" Contest was Nancy McCoy of Dover Downs Hotel & Casino, who correctly identified the Rollins Center at Dover Downs Hotel & Casino. Congratulations, Nancy - and thank you for playing our game!!!

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

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