

# Chamber Connections

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## Kick Off the Holiday Season with Dover's Annual Capital Holiday and First Friday Celebration

Dover's kick-off to the upcoming holiday season will coincide again this year with Downtown's First Friday celebration, to create a fun-filled evening for singers and shoppers alike! The ever-popular Capital Holiday Celebration will take place in Downtown Dover on Friday, Dec. 3, from 4 to 8 p.m. (the tree lighting and caroling will begin in front of City Hall at

5:30 p.m.). All are invited to join in the fun!

The evening's festivities will include caroling led by local dignitaries, a special ceremony led by Mayor Christiansen to light the City's tree, a "Grab 'N Go Craft Kit" take away from the Dover Public Library and a food drive to benefit local food pantries. Free cookies and hot chocolate

will be available. Many of our downtown Lookerman Street merchants will be open for evening shopping until 8 p.m. It will be the perfect time to take advantage of the discounts offered through the Capital Key Card (visit [www.downtowndoverpartnership.com](http://www.downtowndoverpartnership.com) to learn about this program). Shoppers will also

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## Holiday Cheer, Chamber Style!

Imagine for moment: a happy variety of business colleagues, enjoying delicious food and drinks, all together in the beautiful ambiance of Roma Italian Restaurant/Sul Tempo Cocktail Lounge... all at the same convenient time, listening to The Joe Baione Trio as they share their jazzy renditions of holiday favorites. Doesn't that sound like a great way to spend an evening enjoying the holiday

season?

Well, here's some good news: you don't have to just "imagine" it – because this is the plan for this year's Central Delaware Chamber of Commerce Holiday Party!

Mark your calendars NOW for Tuesday, Dec. 14, from 5 – 7:30 p.m. and plan to join us as we gather at Roma's and celebrate the holidays together. Tickets for this event are \$30 and include an amazing array of hors



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## RE/MAX Horizons Hosts the Last Sunset Business Mixer of 2021

It's time once again to re-connect with fellow business leaders, engage in conversations over delicious refreshments and share your business story with other business owners in our area. That's right – it's time to mark your calendar for the last regular Sunset Business Mixer of 2021! This popular event will be held on Wednesday, Nov.

17 (earlier than usual because of the approaching Thanksgiving holiday), from 5 – 7 p.m., at RE/MAX Horizons at 625 South Dupont Highway, Suite 103, in Dover.

RE/MAX, short for Real Estate Maximums, is an international real estate company that operates through a franchise system. RE/MAX Horizons,



recently purchased by Steve and Barbara Smith to accommodate their growing business, is Dover's local office. Originally from Dover, Steve and Lisa have been in the real estate business since 1992. With a specialty of residential real estate, farms, land

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# Judy's Journal



PRESIDENT - JUDY DIOGO

## Shopping Local

I would imagine that many of you are just like me at this time of the year. With the cooler temperatures and the stores gearing up for a big shopping season, we have started thinking about the Holidays. The panic has not set in ... at least, not yet. But we have begun making lists in our minds of all the things we need to do, things like baking and decorating, not to mention all the gifts we need to buy for family members and friends.

For many of us, time is an issue. It's one thing to compile the lists and check them twice ... it's quite another to engineer a way to get it all done!

Shopping locally is a wonderful strategy for getting it all done – and comes with many unique benefits of its own. Shopping in local businesses saves driving time; without a long trek to a faraway shopping venue, think of the extra minutes we'll have to shop, bake and decorate! If you really like the idea of shopping online and avoiding the hassle altogether, that can certainly save time, too. When you hop on your computer or mobile device to begin buying the gifts on your list, remember that many of our local

businesses do have an online presence! So, before you place an order with a business outside of Central Delaware, find out if a local business can fill your online order. And remember, gift cards and gift certificates make perfect presents, too.

During this shopping season, and possibly more than ever, our fellow Chamber member businesses need our support. So many of our businesses are still trying desperately to recover from the lingering effects of the COVID-19 pandemic. We hear every day about the shortage of supplies and the debilitating shortage of available workers. Our local businesses are facing challenges that often seem insurmountable. But they are still here. They are still working every day to keep our local economy going.

The time to help them is now. Stop by our local businesses and pick up your supply of gift cards and gift certificates. Check with them first before buying items from outside our area. Whether shopping online or in person, let's complete all our holiday tasks and help our community at the same time, simply by SHOPPING LOCAL!

## Calendar of Events

### NOVEMBER

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

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

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

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

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

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

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

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

**Wednesday, November 17**  
Ambassador Committee Meeting  
4:30pm,  
Re/Max Horizons

**Wednesday, November 17**  
Sunset Business Mixer  
5:00pm - 7:00pm,  
Re/Max Horizons

**Monday, November 22**  
State of the Base Briefing  
7:30am - 9:30am,  
The Landings at Dover Air Force Base

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

### DECEMBER

**Thursday, December 2**  
Leadership Central Delaware  
8:00am - 5:00pm,  
Tourism Day

**Thursday, December 2**  
Kent County Open for Business  
8:30am - 10:00am,  
Kent County Levy Court

**Friday, December 3**  
Capital Holiday Celebration  
4:00pm - 8:00pm,  
Downtown Dover

**Monday, December 6**  
CDCC Executive Committee Meeting  
8:00am - 10:00am,  
CDCC Conference Room

**Wednesday, December 8**  
Marketing Committee Meeting  
10:00am - 11:00am,  
CDCC Conference Room

**Thursday, December 9**  
Member Orientation  
12:00pm - 1:30pm,  
CDCC Conference Room

**Tuesday, December 14**  
CDCC Board Meeting  
7:30am - 8:30am,  
Faw Casson

**Tuesday, December 14**  
CDCC Holiday Party  
5:00pm - 7:30pm,  
Roma Italian Ristorante

**Tuesday, December 21**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm,  
CDCC Conference Room

**December 23rd - 31**  
Christmas & New Year's 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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## Cornerstone Members

# Get Connected at Home2 Suites



Home2 Suites, Dover, is working diligently to meet the needs of today's travelers by offering the latest technology available! Since the height of the pandemic when people were forced to do everything remotely, our world has changed. Technology has evolved into a real way of life. When we think about coupling that fact with a heightened awareness of the need to stop the spread of germs, a demand for less-touch technology has surfaced. Home2 Suites is working to upgrade features to ensure a pleasant stress-free stay.

Already in place at Dover's Home2 Suites is the dynamic "Digital Key" system. This system enables guests digi-

tally check-in and check-out any time of day or night. The process is simple – guests download the Hilton Honors mobile app and, after checking in, opt to have a digital key to use during their stay. The Digital Key gives travelers touchless access to their rooms, elevators, side doors, the fitness center and even a parking garage (where applicable). Digital keys can be safer and more convenient than a traditional hotel room key.

In their effort to embrace mobile technology, Home2 Suites will soon roll out their "Connected Room" technology. This advancement will allow guests to use the Hilton Honors app on their smartphones as a remote control for the television, lighting and thermostat. In addition to this upgrade, Hilton (the hotel's parent company) has partnered with Showtime to allow hotel guests to stream the premium cable network's content to specially equipped rooms at no extra cost. There will be no need for

a subscription as travelers use a specially designed app in their Connected Room. For guests without the app, a newly designed TV remote will allow access. Connected Room technology is expected to be in place in early 2022.

Home2 Suites offers well-appointed suites that are perfect for longer term stays. The sleek, modern studios boast colorful décor and feature complimentary high-speed Wi-Fi and flat-screen televisions. Kitchenettes with full-sized refrigerators, microwaves and dish washers are part of every suite. In addition, each suite is also equipped with a sitting area containing a pull-out couch. The hotel's one-bedroom suites feature separate living rooms and extra storage space. Whether guests are contractors, consultants, teams from business headquarters or family members in town to assist during times of illness, Home2 Suites strives to be a "home away from home" for every guest.

The Hilton Honors app, the highest speed Wi-Fi, the Digital Key, and soon, Connected Room technology are all vehicles for helping guests have more connectivity and personalization while they are traveling. With a growing dependence on technology and an increase in global travel, people who spend time on the road expect an experience as good as, if not better than, what they are used to at home. Home2 Suites is happy to provide that experience!

For more information on Home2 Suites, visit their website at [www.home2suites.com](http://www.home2suites.com) or give them a call at (302) 674-3300 or 1 (800) 4HONORS.



# Want to help the environment & your wallet? Use Natural Gas Wisely



Using natural gas can help the environment? Yes it can. The way you use natural gas can lower your bill as well.

How does using natural gas help the environment? It is a low-carbon fuel. It also is naturally efficient because it is gathered and piped directly to your home or business for you to use. The natural gas delivery system is significantly more efficient than the systems used to deliver other types of energy.

How can you lower your bills? Whether you own, rent or lease the building you work or live in, you can reduce your expenses by using natural gas wisely. By using natural gas efficiently, the amount of energy you use is reduced, which reduces your carbon footprint as well as your monthly bill. During these times, with the pandemic still very prevalent in our state, finding ways to reduce expenses will help all of us manage our costs.

Using energy efficiently is not

difficult to do and can be accomplished in many ways. At home, there are ways that will cost you absolutely nothing to achieve savings, simply by using less energy.

First, there are a few common sense items, like checking to see that windows and doors are securely closed when you are heating your home, or checking your furnace filter monthly to ensure it is clean (and then cleaning or replacing it if it is dirty).

If you have windows that have sunlight streaming in during the day, open draperies and blinds on sunny days to help heat your home. When the sun is not shining, it is just as important to remember to close the blinds to insulate your home against the cold.

Actively using energy efficient techniques is not difficult, but they may take getting used to, for example when you lower the thermostat on your water heat-

er to 120°F and the thermostat for your entire home to 68°F to consume less energy. Your home may be a little cooler inside during winter months, but you will be using less natural gas and saving money and that stylish sweater that you wear might make you feel even warmer.

Cooking with natural gas is often a preference for home and professional chefs. You can reduce the amount of natural gas you use while cooking as well. When possible, using a medium or low flame when cooking and matching the size of your flame to the size of the pan, helps keep you from wasting gas. Avoid opening the oven door while roasting or baking. Instead use your oven's timer or the oven light to check on the deliciousness inside.

As every cook knows, keeping the surfaces and burners clean also allows for a more efficient operation and better energy efficiency.

If you have the ability to invest a few dollars, a good first step is installing a programmable thermostat that will help you to lower your utility bills and manage your heating demand. This is true for both home and office. Programming the thermostat to a lower temperature at night when the office is not being used or when you are at home sleeping, saves you money. In the office you can program the temperature to heat up the building prior to your team members arriving and then bring the temperature down to a comfortable setting, similar to your home at 68°F.

By taking just a few simple steps, right in your own home and business, you have the power to save money and energy. Go to [www.chpkgas.com](http://www.chpkgas.com) for more energy saving tips, and for rebates visit [www.energizedelaware.org](http://www.energizedelaware.org).



## Capital Holiday

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be able to view the holiday windows that are entered in the Merchants' Holiday Window Contest. There will be something for everyone as, together, we enter the Holiday Season!

The team at the Dover Public Library will be providing crafts in grab bags for attendees to take home and create. The

bags will be handed out (first come, first served) on the Lookerman Street side of the Library. Attendees will also be encouraged to participate in a StoryWalk® in which participants will be directed to various locations to read pages of the book. What a great way to experience a holiday story!

And, of course, one cannot host a kick-off to the holidays without the most popular elf of the season, Santa Claus himself! Santa will certainly

make his presence known at the event. Children of all ages are invited to write a letter to Santa and bring it to the event – a special mailbox will be ready to collect the letters and have them delivered directly to Santa ... no stamp required!

To ensure the safety of all and to make it easy to walk from City Hall to the downtown shopping district, Lookerman Street will be closed from just east of City Hall to Governor's

Avenue. This closure will create a "safe zone" for pedestrians as they greet one another, shop for the people on their Christmas lists, examine the holiday windows, and enjoy the evening's activities. This street closure will be in effect from 4 to 8 p.m.

We are excited to see all of you at this fun, family friendly start to the holiday season! Stay tuned for more information and details to follow in the Delaware State News.



# Delaware is a Growing State!

The members of the Leadership Central Delaware (LCD) Class of 2022 enjoyed an informative and eye-opening day on the first Thursday of October as they learned all about Agriculture and Agritourism in the First State. They had the opportunity to hear directly from the people who work in the industry, whose business is the science and art of cultivating plants and livestock.

With 2,450 farms (that's 510,250 acres, 115,000 of which are permanently preserved for agriculture), 42 percent of Delaware's land is devoted to farming. Responsible for 30,000 jobs and an economic impact of \$7.95 billion per year, Agriculture is a huge industry and a major economic driver in Delaware. Class members learned that Delaware truly is a "growing state" – we grow things here!

The state's top crop is field corn, used to feed livestock and make ethanol, which covers two-fifths of Delaware's cultivated land, whose expected annual revenue is over \$100 million. Wheat, soybeans, peaches and other fruits and vegetables play a major role as well. It is no surprise to any Delawarean that poultry is the No. 1 agricultural product. This tradition of producing chickens began in 1923 by Cecile Steele who mistakenly received 500 chickens when she had only ordered 50; she chose to keep them and nurture them – and the poultry industry in Delaware was born! Who could have known that the Delaware poultry industry would grow to be the largest broiler chicken industry in the world, yielding \$946 million annually? Delaware is also the No. 1 lima producing state and the No. 8 watermelon producing state in the United States. LCD class members learned, without a doubt, that agriculture is a BIG DEAL in Delaware.

This incredible day of learning began at Harrington Raceway & Casino with a presentation by Michael

Scuse, Secretary for the Department of Agriculture. In his time with the class, he shared information about the agriculture industry and what it means to the state. He also discussed work being done to preserve farmland here in the First State. Currently, one of every four acres in Delaware represents permanently protected and preserved farmland. He spoke about the demands that will be placed in coming years on the industry as the population increases in major urban areas that are in close proximity to Delaware. He stressed the need to eliminate food waste which has grown to a shocking 40 percent in the United States, about 10 percent higher than the rest of the civilized world. The Secretary also spoke a bit about the improvements and new technologies that have been integrated into the tradition of farming and the introduction of urban farming to the industry.

Secretary Scuse shared the importance of data-driven decision making in leadership and the need to develop the skills to be able to forecast potential needs and situations that may change the course of one's business. Planning and the ability to provide necessary resources are also part of his work as Delaware's leader of the agriculture industry.

The class also had the opportunity to hear from a panel of speakers who are experts on the topic of agriculture: James Fischer of Delmarva Poultry Industry, Inc.; Bobbi Jo Webber of Webber Family Farms; and Curt Fifer of Fifer Orchards. Panelists enlightened the group on a variety of issues related to agriculture and farming. They emphasized the importance of educating the community about the industry, especially the youth. They spoke about their concern regarding succession and who will follow in their footsteps to keep the industry, alive as well as

the expense of getting started in the industry. They also talked a bit about the natural tension that exists between the importance of development and the necessity of farming.

In addition to an emphasis for the day on agriculture, the class also took a close look at the related industry of agritourism. A relatively new term, "agritourism" refers to an increasingly popular and growing opportunity for agricultural producers which links agriculture and tourism. Agritourism is generally marked by activities that include visiting a working farm, ranch or other agricultural business to enjoy the rural setting, be educated, or be involved in a special activity. Agritourism brings agricultural awareness to individuals while generating another source of income for the agricultural location.

For their first agritourism adventure of the day, the class boarded a school bus and headed to Harvest Ridge Winery in Marydel. There, the class were treated to a tour of the winery and a discussion of how wine is made, followed by an introduction into wine tasting and a sampling of three of the winery's top sellers.

The next stop of the day was a tour of Fifer Orchards, where Jessica Yocum talked about the wide variety of fruits and vegetables in Fifer's inventory. The class was astonished at the number of varieties there are of peaches and apples! Ms. Yocum described Fifer's as a "family" business and explained that, regardless of the scope of their reach, they wish to always be known as a "family" business. Jessica spoke at length about the critical partnerships that exist between Fifer's and other members of the business and farming community. She stressed the importance of sharing one's story as a vehicle for remaining connected to the community. The class was also treated to a wagon ride and tour of the fields

where Fifer's amazing crops are grown and harvested.

The end of this exciting hands-on day of learning brought the class back to Harrington Raceway & Casino for a visit to the paddock and an introduction to the world of harness racing. Class members were thrilled to see the paddock up close and very excited to meet two racehorses! Matt Sparacino, Harrington's public relations director and assistant general manager of Racing, explained a bit about the multi-million-dollar industry of horse racing. In hearing about the industry, meeting racehorse owner Jeff Startt and trainer Martin Davis and spending time with the horses, participants learned about the importance of communication and trust. From the connection between the horse and its trainer, to the partnership between the trainer and the owner, to the relationship between the owner and the staff at the track and the local community, clear and open communication is a key factor in building the vital component of trust.

The day wrapped up with a book discussion of the beginning of *It's Your Ship* by Capt. Michael Abrashoff. This required reading for the year is a wonderful story about the impact that effective leadership can have on building a healthy climate and maintaining excellence and success. Leah Gray and Beatrice Smith led the class in a discussion of the author's note and introduction which served as a great support for the focused leadership traits of the day, entrepreneurship and succeeding as a business owner.

A special thanks goes out to all who were involved in making this day a success – hosts, tour guides, speakers – and to this year's sponsors. Thank you all for your support and for everything you do to making Leadership Central Delaware the Chamber's "Diamond Program."



# Making a Positive Impact on the Community

A significant part of our Leadership Central Delaware curriculum each year requires class members to work together on projects that will benefit the community. These Community Impact projects help students to apply their newly acquired and continuously developing leadership skills to real-life situations that will help other members of the Central Delaware community. These projects are submitted each year by non-profit member businesses and are voted on by class members during the Opening Retreat.

The LCD Class of 2022 listened carefully to the details of each proposal and discussed how each project aligned with the gifts, talents and timeframe of the group. At the end of the discussion, they selected two projects to complete during their LCD experience. The first project was proposed from the United Way of Delaware. The building they share with the Delaware Multicultural and Civic Organization (DEMCO) needs some tender loving care. They are looking for capital upgrades of painting, cleaning around the building, and landscaping to enhance the appearance of this community facility that provides programs for hundreds of families and youth.

The second project will benefit Read Aloud Delaware. Read Aloud is in need of gently used books in excellent condition. These books will be

distributed throughout the community at schools and State Service Centers, as well as at community events like the Delaware State Fair, Dover Days, Rider Pride Day, I Love Smyrna Day and others. Donated books are also used to replenish the agency's in-house book collection used by volunteers in their Volunteer Reading Program.

Under the leadership of project managers, Beatrice Smith and Leigh DeSantis for the Book Drive, and Ryne Johnson and Lauren Webb for the building clean up, class members have come together to begin their work of planning and preparation for the projects ahead. Book collection boxes have already started to appear in class members' workplaces and here at the CDCC. Plans are being made to gather the materials needed for the building project as well.

Class members are seeking donations of materials or funding to assist them in their work. While providing class members with the opportunity to learn leadership on the job, each of these projects also has the potential to impact many lives here in Central Delaware.

To donate or offer any assistance to the class, please contact the CDCC Office at (302) 734-7513.



# Racking Up the Points!

What does it mean to be "Best in Class?" Best in Class is an LCD Alumni Award that is presented to the class with the most points each year at the CDCC's awards for Excellence Celebration.

Points are awarded for community service activities, donations to non-profits, volunteering, attending community events, working on

community events and projects, etc. Every alum is asked to keep track of these items all year long and record them on the Best in Class form. The points are added together and the class with the most points per capita is declared the winner!

Each year, winners enjoy having the title "Best in Class," accompanied by the prestigious trophy and, of course,

bragging rights. The current Best in Class champions are the members of the Class of 2004. It's time now to begin gathering information and racking up points. Don't forget to keep track and encourage your class members to participate. The more points we all get, the more impact we'll have on our Central Delaware community – and isn't that what leadership is all about?!

For more information about the Best in Class competition, call the CDCC Office at (302) 734-7513. Good luck to all alumni – and may the BEST class WIN!



## CDCC Holiday Party

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d'oeuvres, 2 drink tickets and an evening of fun, conversation, laughter and music.

We know that many business owners love to find ways to thank their employees – especially at holiday time. Perhaps you'd like to treat your workers to an evening of holiday fun with us! We've reserved the space,

we're working on the details, and we'd love for you to come. In short, we've got your party covered!

We'd like to thank our businesses who have stepped forward to sponsor this incredible event: Artisans' Bank and Weiner Benefits Group for sponsoring our food stations. Thank you, also, to all our other sponsors who have helped make this event possible. A special thank you to Joe & Kristin Garramone and the whole Roma team for their warm hospitality and for serving as our hosts for the evening.

For more information or to register, call the CDCC at (302) 734-7513 or email us at [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net). It's the most wonderful time of the

year – we look forward to celebrating the holidays with you, Chamber style! as we gather at Roma's and celebrate the holidays together. Tickets for this event are \$30 and include an amazing array of hors d'oeuvres, 2 drink tickets and an evening of fun, conversation, laughter and music.

We know that many business owners love to find ways to thank their employees – especially at holiday time. Perhaps you'd like to treat your workers to an evening of holiday fun with us! We've reserved the space, we're working on the details, and we'd love for you to come. In short, we've got your party covered!

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For more information or to register, call the CDCC at (302) 734-7513 or email us at [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net). It's the most wonderful time of the year – we look forward to celebrating the holidays with you, Chamber style!



# The Chase Was On!!!

The Amazing Chase brought life, fun and good-natured competition to Downtown Dover for the event's fourth year on Thursday, Sept. 30. Nine teams of three people, with crazy, creative team names, donned their unique costumes, grabbed their first clues and took off at break-neck speed through center city. The Chase was on – and it promised to be nothing short of AMAZING!

The race's starting point was the Grey Fox Grille, where teams were given their first clue and set off on the adventure. Each team was required to solve clues in order to find the ten participating member merchant locations. Upon arrival at each location, they were given a challenge that must be completed before they could continue to the next stop. The challenges involved dressing up in crazy items, answering silly trivia questions, performing stunts, etc. Of course, all of this needed to happen as quickly as possible in order to triumph over the other teams who were doing the same things... after all, it would be the first team to

finish that would win the cash prize and the bragging rights! At each merchant stop along the way, the teams were given one puzzle piece. Upon their return to the Grey Fox Grille, they put together their puzzles as quickly as possible – the first team to return first and get their puzzle assembled was the winner. Our Downtown became a complete frenzy of fast fun!

A special thank you to our sponsors for the evening – M&T Bank and the City of Dover. Thank you also to our many merchants who joined in the fun: The Golden Fleece; The House of Coffi; Hudson, Jones, Jaywork & Fisher; Lakeview Realty; Mountain Consulting; Tax-E; The Wedding Boutique; and Wesley United Methodist Church. Thank you to The Willis Group for their special donation. Thank you to Kent County Tourism and Spanglish for serving as "photo stops." A very special thanks to the Grey Fox Grille for also serving as our start and finish lines. And of course, thank you to all our cheerleaders and spectators.

A big thanks to our Amazing

Teams who participated in the event: The Paper Chase from Smith, Cohen, & Rosenberg; Smyrna Nutrition; Mountain Lynx from Mountain Consulting; Master Crafters from Dover Spouses' Club; Trailblazers from Dover Spouses' Club; Chase 'n Our Money Makers from M&T Bank; The Blueberries from the City of Dover Police Athletic League; the Wesley Servants from Wesley United Methodist Church; and, of course, our WINNING TEAM, The Real Estate Renegades from Pike Creek Mortgage Services! Congratulations! You guys rocked the blocks! Enjoy your year of bragging rights – and be ready to come out next year and defend your title!

Stay tuned for details about next year's Amazing Chase and make plans NOW to attend – gather your team, plan a strategy, design your costumes, choose a catchy name and take a walk or RUN downtown to become familiar with its businesses and landmarks! Can't wait to see you at next year's event!



# THE CLUES



Something's always brewing at this edgy little dwelling  
 Creations based on beans create an aroma that's worth smelling.  
 While sipping your libation, enjoy the awesome art –  
 They have the just the nicest way to give your day a start.



Red brick and historic, beneath a great big white steeple –  
 A beacon of hope for all the town's people.  
 Between town center and the Green on the East side of State,  
 In the doors, down the aisle, big fun will await!



The engineers at this cool firm will climb the highest peak  
 To make their customers happy, solutions they will seek.  
 Whether build-designs or contracting or advice to get it done,  
 On the corner of Bradford and Reed, stop in and have some fun.



This spicy little company is worth many looks  
 You'll find them by the City's Storehouse of Books.  
 Their Adobe Seasoning tastes really great  
 In salsa, on meat, in veggies – whatever's on your plate!

## This year's Amazing Chase Champions



## The Real Estate Renegades from Pike Creek Mortgage Services



Across the street from the Public Archives, this team will help you find  
 A place to buy or one to rent, you won't be left behind.  
 They'll make sure that the spot is yours – about that there's no mistake  
 A field, a farm, a pool, a garage – or a view across the lake!



Quadruple names, this established team is all about the law.  
 Their clients say their impeccable work is done without a flaw.  
 The first name is the same as a river in New York.  
 The last name is a sport that's done with a hook and bobber made of cork.



It once was dubbed Smithers, this house painted gray -  
 Now its named for an animal, pointy-nosed, people say.  
 This mammal is sly, its hue like charcoal, but pale -  
 A really good clue is it's its big bushy tail.  
 The spot is just right for a great celebration  
 Or just a short stop with friends to enjoy a libation.  
 Back to the start, you know that's the place –  
 Be first to get there and you've won the race!



This influential business is downtown on the Green.  
 3 + 1 is \_\_\_\_\_, the number will be seen.  
 Whether guiding legislation for your work or for your play,  
 This business will make sure it's done – that's the Delaware Way.



The First State was born in a spot with the same name,  
 But it was down on the corner, the building's not the same.  
 Libations flow freely here next to the little park,  
 Music, TV, and laughter abounds after dark!



The name of this place sounds just like an Uber of old!  
 They file your forms, pay Uncle Sam, and try to save your gold.  
 If you want your refund delivered directly to your door,  
 Call them or stop in before halfway through the month that's #4.



Whether you're looking for shopping or a trip to the beach,  
 A visitor center on wheels with lots of info in reach.  
 Many Delaware fun things to do while you stay -  
 You'll want to return here to live, work, and play!



For your big event, this shop will invest  
 Whatever it takes to help you look your best.  
 Something old, something new, something borrowed, something blue –  
 They'll get you all ready for when you say, "I DO!"

## Member News

# Jen-Mor Celebrates 50 Years!

In 1971, Walt Disney World opened in Florida. Also that year, the Pittsburgh Pirates won the World Series, Apollo 15 became the fourth crew mission to land on the moon, and the Baltimore Colts won the Super Bowl. And here in Central Delaware, Jen-Mor Florist opened its doors for the very first time!

After growing up in Reading, Pa., John Zimmerman came to Dover via the United States Air Force. When his enlisted time came to an end in 1952, he continued his work at Dover Air Force Base in civil service, working on planes until 1971. John married Kent County native, Jane Clark, in 1952.

Early in John's life, he had some experience working in a nearby flower shop. Prior to enlisting in the Air Force, he spent four years working for a grower. When his time at DAFB ended, and an opportunity arose to purchase a shop, horticulture seemed like a natural fit. Jane, who enjoyed a 25-year career at Acme Markets, started in the flower business working days at the flower shop and nights at the Acme, until she eventually came on board at the flower shop full time.

"I remember Dad gathering us kids together," reminisced daughter, Susan (Zimmerman) Krabill. "He said, 'Your mom and I are thinking of opening a flower shop.' At the time, it seemed more like a hobby than anything. Who would have thought it would turn out like this?!"

The business began in a very small space that is sometimes described as a shed. As the company grew, additions were needed, and about 20 years ago, the shop evolved into what customers see today, including a small showroom, ample workspace, a greenhouse and one of the largest flower coolers in the region.

Jen-Mor, which has come to be known as "Dover's Florist," has been a family business from its inception. All six Zimmerman siblings grew up in the flower business, and today, in the wake of their parents' passing, four continue to run the business together. Each of them lends their own expertise to the company. Gina

Fries takes care of the accounting, ordering and computer aspects of the business. Mike Zimmerman serves as the master designer. Susan Krabill is also a master designer, working mainly in weddings, funerals and events. John Zimmerman is the general manager, taking care of the day-to-day operations of the business. Since 1971, four generations of Zimmermans have worked in the family business.

The Zimmerman children describe the rest of their approximately 20-person team as part of their extended family. Most members of the staff have been with the company for many years – there is very little turnover at Jen-Mor. Using flowers from local growers when possible, as well as flowers from around the world, the team at Jen-Mor works diligently to deliver beautiful bouquets and smiles all over Kent County and sometimes, beyond.

Much like the staff that celebrates longevity, Jen-Mor enjoys a loyal customer base that has been coming to them for many years. "The tradition of buying flowers at Jen-Mor sometimes gets passed down from one generation to the next!" remarked Gina. While customers love coming in to buy flowers for friends and family members or centerpieces for holiday tables, about 70% of the shop's business is delivery.



In recent years, the number of florists in the United States has dramatically decreased. "Forty years ago, there might have been about 40,000 florists in our country," John Zimmerman commented. "Today, the number of real retail florists is more like 8,000."

As far as competition, John explained that the internet is their biggest competitor. He warned customers to beware of internet scammers who pose as florists, but who are simply "order gatherers" who attempt to obtain flowers from true florists and sell them online to unsuspecting customers after pocketing a huge percentage. When customers pay less for bouquets and arrangements, they sacrifice quality. "It's kind of like my dad always said," John mused, "You get what you pay for."

As proud members of the Central Delaware community, the folks at Jen-Mor have established a legacy of giving back. They love to sponsor activities and events, especially those involving youth like schools, local teams and so forth. "It's important to support them," explained John, "They will be our future."

The team at Jen-Mor is thrilled that last year's shutdowns, due to the global pandemic, are over and their staff is back together. During the months following the closure of many businesses, Jen-Mor was able to re-open, but they were forced to furlough their employees. The shop was able to continue arranging and delivering flowers on a limited basis with just the four Zimmerman siblings working to fill orders. At a time when many people were experiencing tragedy and crisis, it was important to the Zimmerman family to give them a way to bring warmth and cheer to their loved ones. Gina cited a recent study by Rutgers University that proved something we already know: "Flowers make people happier."

Currently, plans are in the works for Jen-Mor's annual Christmas Open House. This year's event will focus on the shop's 50th anniversary and promises to be bigger than ever! The Open House features the long-awaited unveiling of the special Holiday Room in the greenhouse, cookies, door prizes, and of course, a visit with Santa Claus. This year's event will also feature a special performance by legendary singer and songwriter, Mike Hines & The Look. Now in his 35th year with The Look, Mike is a long-time customer and supporter of Jen-Mor. The Christmas Open House will be held on Sunday, Nov. 21, from 10 a.m. to 3 p.m. at Jen-Mor.

For more information about Jen-Mor Florist and all they have to offer, please visit them online at [www.jenmor.com](http://www.jenmor.com), give them a call at (302) 697-3273, or visit the shop at 2109 S. DuPont Highway in Dover. Please join the Central Delaware Chamber of Commerce in congratulating Jen-Mor Florist on their 50th anniversary and in thanking them for what they bring to the community!





## Member News

# Light Up Downtown on First Friday!

Submitted by Diane Laird, Executive Director, Downtown Dover Partnership

The Downtown Dover Partnership and its planning partners including the Biggs Museum, Central Delaware Chamber of Commerce, NCALL and the City of Dover, including the Dover Public Library, are busily preparing events to gently welcome the holiday season this November, with later event shopping on First Friday, a return of the Cartoon Christmas Trio at the Schwartz Center on Friday Nov. 12, and as always, Small Business Saturday on Nov. 27, right after Thanksgiving.

On First Friday, Nov. 5, activities will launch at 4 p.m. with Dale Teat as the featured musician at Loockerman Way Plaza. Dale owns the longstanding music store established by his dad, Earle Teat. As an accomplished musician, Dale is most known for his lively performances as singer/keyboardist with the Glass Onion Band playing at local venues and even regularly on the Cape May-Lewes Ferry throughout summertime. On Friday, he'll perform solo featuring a combination of pop, slow rock and dance hits.

"Things That Light Up" will bring whimsy to downtown as the sun goes down, for kids of all ages. Free colorfully lighted bracelets and glow sticks will be available at the Downtown Dover Partnership welcome table at 101 W. Loockerman Street, and community members are encouraged to creatively wear or carry their own lighted gear – bracelets, necklaces, hats or other fun and safe attire and accessories.

Shoppers will find terrific products, food and promotions at participating downtown retailers open until 7 p.m., including eateries like Angelo's Pizza, Caribbean Cuisine, The Grey Fox, House of Coffi, Simaron Steaks and Pizza, as well as vendors from 4 to 7 p.m. at Loockerman Way Plaza, including Shae's Seafood, Tomeka's Homestyle Eatery and Caribbean Cuisine.

For dessert, Black Swamp Artisanal Market at 204 W. Loockerman Street will serve four flavors of ice cream from Nice Farms Creamery, plus cake bites, kettle corn, chocolate milk, maple candied peanuts and imported French lemonades, in addition to the market's already broad array of artisan food and merchandise. They're open until 7 p.m. on First Friday and Wednesday through Sunday every week.

And as we enter into some uncertain times with energy, community members will be able to find some helpful information from the HELP Initiative, Inc., a non-profit that specializes in energy efficiency programs and service offerings for statewide communities in need. The Dover Fire Department has also been invited to showcase their equipment and enjoy some fun conversation.

First Friday's musical lineup (locations to be announced), will include:

Dale Teat — singer/keyboardist, performing a combination of pop, slow rock and dance hits.



Featured musician, Dale Teat

Clay Jackson — on sax, will be playing on the patio from 7:30 to 8:30 p.m. Stop in and satisfy your hunger from light nibbles to a great dinner while enjoying some great sounds of jazz at Grey Fox Grille & Public House.

Josh and Brandye Nobiling — Guitarist and vocals featuring folk songs of '60s, '70s, and '80s.

Mike Miller — Singer/guitarist playing Americana themed pieces.

Mollie Raley Hall and Steve Hall — Singer/songwriters on guitar, ukulele, percussion drums and mandolin, playing an eclectic mix of folk and pop.

Rick Hudson — Singer/songwriter on guitar and harmonica with a focus on blues, old time country and contemporary pieces.

Stu's Blues — Kathy Doyle, Stu Welch and Jim on Bass. Performing blues on upright bass, harmonica and ukulele.

The Biggs Museum of American Art — will host the opening reception for "Frida Kahlo: Through the Lens of Nickolas Murray" and "Unmasking Culture: An Examination of the Ritual Masks of Mexico." The Biggs will light the night with the candles from the community ofrenda lit as part of the Día de los Muertos celebration held in conjunction with these culturally significant exhibitions. Light refreshments will be served. Standard admission fees apply.

The Dover Public Library — In Harmony Concert 6 p.m. (to be confirmed)

And on the heels of First Friday will be the comeback performance by the Cartoon Christmas Trio, featuring jazz music loved by all ages – the Vince Guaraldi "Charlie Brown Christmas" tunes and other holiday songs. Tickets are on sale now for \$12, children under 12 free, and now offering special pricing (\$6) for Central Delaware Chamber of Commerce, Dover Air Force Base, Delaware State University, and Rotary members and affiliates. Volunteers that sign up to assist at the theater or with parking can attend at



CDCC members will pay a discounted \$6 admission rate to the Charlie Brown Christmas music performance.

no charge but must sign up. For details about the show, to purchase tickets, and to volunteer, visit: <https://tinyurl.com/CartoonTrio21>.

More details to follow about Small Business Saturday as the date approaches.

November programming is subject to change – please check [www.downtowndoverpartnership.com/ddp/first-friday-november](http://www.downtowndoverpartnership.com/ddp/first-friday-november) for updates.

Visit [www.DowntownDover.com](http://www.DowntownDover.com), call (302) 678-2940 or email [Diane@DowntownDoverPartnership.com](mailto:Diane@DowntownDoverPartnership.com).

First Fridays are produced by

Downtown Dover Partnership/Main Street Dover in concert with many community partners, and are partially funded by a grant from the Delaware Division of the Arts, in partnership with the National Endowment for the Arts.


The Downtown Dover Partnership is committed to driving an improved quality of life for the residents and visitors of Dover, Del., through collective collaboration, economic development and promotion of downtown Dover's unique historic properties. Call (302) 678-2940 or visit [DowntownDoverPartnership.com](http://DowntownDoverPartnership.com).



Ice cream at Black Swamp Farmstead



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## Member News

# A New Chapter for Merle Norman and Helen Marotta



**Studio owner, Helen Marotta, has spent 26 years carrying on the legacy of Merle Norman.**

For more than 90 years, the mission of Merle Norman Cosmetics, inspired by their beloved founder, has been the same: to give every woman a more beautiful life. In early 1930, using her ingenuity, creativity, and entrepreneurial skills, Merle Norman mixed ingredients in her kitchen to create an iconic pink cleansing cream that would be the start of her new skin care company for women. From that day until now, women across the years have relied on that product as part of the Merle Norman company's signature "3-steps to Beauty."

"It all began in that pink jar," remarked Helen Marotta, owner of Dover's Merle Norman studio. "To this day, the scent of that product triggers memories of grandmothers and mothers using that cream - often bringing a tear or two to the eyes of a customer."

Helen's career with Merle Norman began in 1995, when she purchased the Dover studio, then located on Loockerman Street in downtown Dover. In May of 2001, the studio moved to the Gateway Shopping Center. Merle Norman's products have been a daily part of the lives of many Central

Delaware clients since 1953, when Jerry Mills first opened the Dover studio.

Helen was first introduced to Merle Norman as a young woman in the early 1970's. She made a sort of "coming of age" visit to a Merle Norman studio and enjoyed a makeover and some lessons about make up and skin care. The visit lodged itself in her memory as a warm highlight of her growing up years. Much later, after 18 years in corporate life, Helen found herself drawn back to that memory. "That first visit must have planted a seed in my mind," remembered Helen, "and a desire be part of a company whose business is touching lives and making people feel beautiful."

Over the years, Helen has developed a very strong passion for what she does. She thoroughly enjoys helping people as they experiment with the various products and services. She is happy to assist as they experiment according to the Merle Norman philosophy of "try before you buy." Through her long-time commitment to personalized service, she has built a strong core of loyal customers who have been coming to her year after year and have continued to pass the Merle Norman tradition down to the next generations. Many have become friends, a kind of extension of the family, similar to what Merle Norman herself once described: "Friendships are vitamins for the soul... They thrive through understanding."

The Dover Merle Norman studio is pleased to offer products that address a variety of needs such as acne, sensitive skin, as well as anti-aging products. In addition, Helen and her team provide ear piercing services and special occasion makeup application. Mail order and delivery services are also available.

After 26 years of an amazing experience as the owner of Merle Norman's Dover studio, Helen has decided to retire. "I am just ready,"

Helen commented. As she looks to the years ahead, she entertains happy thoughts of doing whatever she wants on any given day. She hinted that those years could involve travel and volunteering. They will most assuredly involve wearing and enjoying Merle Norman products... as a customer!

While Helen is ready to give up the reigns, she is hopeful that the Merle Norman tradition will continue here in Dover. She would like to sell the studio to someone who will continue to serve the Central Delaware community for years to come. "I am the third owner of this studio," she remarked. "It's time to look for owner number four."

With no franchise fees and the strong support of the company's home office, the Dover studio offers many opportunities for a new owner. The current space at the Gateway Shopping Center offers opportunity for expansion. A spa or other services rooms could easily be added in the back, expanding the studio's services.

"This business is really turnkey," commented Helen. "It's a stable, growing business." The studio is already set up according to company standards and has a strong reputation. There is a long list of faithful customers who are very active, extremely loyal to the product, and are likely to remain.

As seen during the pandemic, skin care remains a high priority for customers no matter what the world is going through. It is one of those industries that continues to be vital. Jerry Mill, the original owner of the Dover studio, was known to say, "Make up is one thing that is totally recession-proof!" That makes ownership of the studio a solid investment.

Helen believes that the perfect new owner is someone who will understand that customer care is the business's highest priority, and that product is a close second to that. In addition, it will be imperative to explore strategies for



**Products are available in the studio for people to try before they buy.**

reaching the younger demographic to insure the growth and success of the future.

Another added plus for would-be buyers is that Helen will be available to help with the transition and training of the new owner, especially regarding the "business end" of the operation. "There is much more to the job when you are the owner," commented Helen. "You are responsible for many other aspects than customer relations. There's a lot to it - but it's so much fun!"

To learn more about Merle Norman's Dover studio or to inquire about purchasing the business, please contact Helen Marotta at 302.736.1961 or send an email to demerlenorman@gmail.com.

Please join the Central Delaware Chamber of Commerce in thanking Helen Marotta for her many years of service here in Central Delaware and for her commitment and passion for sharing beauty. Congratulations, Helen, on your amazing career and on your upcoming retirement!



**The place where it all began - Merle Norman's iconic pink cleansing cream.**



**Skin care and make-up work together to create beauty!**

# Special Event



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

Anyone who has spent even a little time visiting Dover Air Force Base (DAFB) understands that the mission there is all about the planes. Transporting troops to various installations around the world, delivering supplies or assisting in evacuations after a natural disaster, supplying much needed equipment to military personnel down range, gently carrying the fallen home to their loved ones ... that's what Team Dover is all about. The mission at DAFB is to safely fix and fly aircraft, prepare and deploy Airmen, move cargo and return America's fallen heroes with dignity, honor and respect.

But have you ever wondered how that all happens? Do you wonder what it takes to get those planes off the ground? Have you any idea of the details and precision that must be involved to make what Team Dover does look so seamless? If your answer is "yes," we have an amazing opportunity for you to learn all about it!

The Central Delaware Chamber of Commerce (CDCC) Military Affairs Committee is excited to remind you that the Annual State of the Base Briefing Breakfast brought to you by Signature Sponsor Delaware Technical Community College will be held on Monday, Nov. 22, from 7:30 to 9:30 a.m., at The Landings at DAFB. The event promises to be a wonderful celebration of Team Dover!

For more than 70 years, the 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 breakfast 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 impact on our nation and worldwide.

This event serves as one of the many opportunities that 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 sponsors, Delaware Technical Community College. Thanks also to our many breakfast sponsors:

Action Unlimited Resource, Air Force Association – Galaxy Chapter, Bill Hare of Always Advertising, C.S. Kidner Associates / Capitol Strategies, CNU Fit, LLC, Dover International Speedway, JDog Junk Removal, Ceil Jones – Realtor, Landmark Science and Engineering and Tidewater Utilities, Inc. We also wish to thank our platinum sponsors: Axia Management, Century Engineering, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, KraftHeinz, L & W Insurance, Post Acute Medical Hospital of Dover and R & R Commercial Realty.

For more information, please call the Central Delaware Chamber of Commerce office at (302) 734-7513. We look forward to seeing you in at this event to share breakfast and to celebrate the accomplishments of our Dover Air Force Base! Go, Team Dover!



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

Your Town. Your Voice.  
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### Sunset Mixer

Continued from Page 1

the Central Delaware community.

The leading networking opportunity offered by the Chamber, the Sunset Business Mixer is one of the many benefits that accompany your membership. Mixers provide a great opportunity for CDCC members and their guests to spend time together at the end of a work-day in a casual setting, while meeting other business owners, collecting qualified leads, and making business partnerships and

connections. The Mixers occur 10 times during the year. Be sure to bring your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month!

To register for this event, please contact the CDCC office at (302) 734-7513 or email [adminassistant@edcc.net](mailto:adminassistant@edcc.net). You can also sign up through the website, [www.edcc.net](http://www.edcc.net) by clicking on the Events Calendar. We hope to see you on Wednesday, Nov. 17, at RE/MAX Horizons in Dover for the Sunset Business Mixer!



THE 18TH ANNUAL  
**Holiday Gift Auction**



**'Twas the Night of the Auction**



'Twas the night of the auction, with guests at the door –  
 Programs and paddles and smiles galore!  
 With all auction items right there in plain sight –  
 We knew they'd be bought by the end of the night!

From the front of the room, to those in the rear,  
 All were in view of our cool auctioneer.  
 As bidders teamed up to take home their prize,  
 Up, up, and away, the bids did rise!

Our members and guests seemed to have big fun –  
 They sure got a lot of their shopping done.  
 They found it fulfilling to play Santa's elves,  
 But also rewarding to shop for themselves.

Through an app called Givi we bid to the sky,  
 Without regular bid sheets its harder to spy!  
 An electronic auction? Never heard of such a thing –  
 But the shoppers went crazy – more winners – CHA CHING!

Our bidders were cheerful and followed the rules  
 And left the event with baskets and jewels,  
 Passes, experiences, tickets, and dinners –  
 The event ended with a room full of winners!

Our wonderful shoppers, we really must thank –  
 You did a great job of breaking the bank!  
 By bidding and shopping the whole night through –  
 You make it so easy for us to serve you.

To volunteers, sponsors, and hosts of the night,  
 You helped our event to reach heights out of sight!  
 Through printing and paddles and media and sound,  
 Live auction and checkout – smiles did abound!

For helping us out with venue and grub,  
 Special thanks to Maple Dale Country Club.  
 All the ways you all helped us were not just a few –  
 We couldn't have done it without each of you.

So, thank you again, to our friends one and all,  
 For making our auction a wonderful ball!  
 And now that your shopping is just about done,  
 We hope to see you soon for more holiday fun!

We wish you peace and love and lots of good cheer  
 As we quickly approach a hope-filled new year.  
 Best wishes that your holidays are just what you dream,  
 From all of us here on your Chamber team!

# THE 18TH ANNUAL HOLIDAY GIFT AUCTION



A special thank you all who helped make this year's Holiday Gift Auction possible – those who donated items, volunteers, committee members, the team at Maple Dale Country Club, Kate Greene for creating our logo and designing the program, Steve Harrell – our auctioneer extraordinaire, to those who attended, and our sponsors!



## Member News



2021 Horse of the Meet – Slick Tony

# 75th Anniversary Racing Season Concludes in Harrington

Harrington Raceway's 75th anniversary season of live harness racing came to a close with a 15-race card on Wednesday, Oct. 20.

The half-mile racetrack formerly known as Kent and Sussex Raceway, is part of a harness racing mecca in Harrington where many of racing's biggest stars have been based, including 3 national horses of the year in the past 20 years.

A 65-day meet was conducted this year with highlights including the annual Governor's Day program during the Delaware State Fair in July and the Bobby Quillen Memorial held in September, which again drew some of racing's finest horses. This year's event was won by Australian-bred horse, None Better A. Prior year's events have drawn some of racing's top stars such as former Horse of the Year, Wiggle It Jiggleit, and the richest pacer of all-time, Foiled Again, who has won the Quillen 3 times.

Closing night ceremonies included leading driver and trainer accolades being presented to Allan Davis (driver) and Chuck Crissman Jr. (trainer) respectively. Davis (135 wins), who won back-to-back titles, led the standings most of the meet over Montrell Teague, Art Stafford Jr., Patrick Berry



and Victor Kirby. Davis is the son of perennial former driving champ Eddie Davis, who won over 8,000 races in his career and is well known among Delaware racing fans from his career that spanned approximately 50 years.

Davis closed out the meet with 5 wins on the closing night program. Former Harrington driving champion Art Stafford Jr. had a driving triple, including Scuola Hanover (\$4), who was coming off 2 straight wins in New York at Yonkers Raceway and has had a banner season with more than \$165,000 earned for trainer and co-owner Andrew Stafford, who had 2 wins on the closing night card. Scuola Hanover also won the annual Legislator's Cup on Governor's Day on July 29th.

Meanwhile, atop the trainer standings in 2021 was Crissman (58 wins), who notched his 1st training title in many years. After a training hiatus in 2010,

Crissman started training horses again in 2019 and is on pace for one of his best seasons to date in his 30-plus year career. Crissman Jr. led Joe Columbo, Josh Green, Jim King Jr., and Nick Callahan in the trainer standings.

Finishing the meet in strong fashion was former Harrington training champ trainer Joe Columbo, who notched his 3rd straight card with multiple wins with a double, joining the aforementioned Stafford and Tyler Davis. Mike Cole and Victor Kirby each had driving doubles.

Also on closing week, George Leager's Slick Tony won his second Horse Of the Meet award, as presented by the Delaware Valley Chapter of USHWA. The 6-year-old pacer won 8 races at the meet and is a former Delaware Standardbred Breeders Fund champion at ages 2 and 3.

Live racing in Delaware will now shift 20 miles north to Dover Downs, which will commence a Monday through Thursday schedule starting November 1st and run until April 2022, when live racing will resume at Harrington (date TBA). Post time nightly is 4:30 p.m.



Allan Davis – Meet leading driver, winning his 3,000th career race



Allan Davis, Driver of the Meet



**Christmas Shoppers are Starting Early!**

# And, they want to shop LOCAL

Do these shoppers know if your local business is open? What your hours are? What specials you are offering? What makes your business worth the trip, phone call or visit to your website?

Let us help you tell your story and bring in those shoppers!

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## CDCC joins Board and Brush Creative Studio for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for board and Brush Creative Studio on Sept. 30 at 4 p.m. The event was held at their location at 129 N. Main Street in Camden. Chamber members and friends joined Aaron and Jennifer Lewis to celebrate the grand opening of this new business – the only one of its kind in Central Delaware!

Board and Brush Creative Studio offers an instructor-led, DIY workshop that walks would-be artists through the steps of building and creating a unique wooden sign home décor project to proudly display in a home or office. The studio offers up to 3-hour instructor-led workshops where the instruction and all necessary materials are provided, along with complimentary beverages during the workshop. This experiential workshop is a fun-filled, step-by-step workshop that results in a rustic, vintage farmhouse finished product worthy of showcasing on the customers' walls upon completion.

Board and Brush Creative Studio is a national franchise based in Hartland, Wis., that has locations operating in 41 states. The studio was



approved in early September for their grand opening, after meeting all their corporate obligations. In addition to one in northern Delaware, they are excited to be the only location in Central Delaware offering this unique do-it-yourself (DIY) workshop experience.

After participating in a workshop at a sister studio within the franchise, Aaron and Jennifer knew they wanted to bring the experience to the Camden and great Dover community. This type of activity allows friends to get together for a fun night or afternoon out, while completing a project they feel proud to

display. Board and Brush workshops are perfect for private parties, office outings, team building events and holiday parties, as well as fundraising activities.

Board and Brush Creative Studio is a proud member of the Central Delaware Community. They are excited to find ways to support the community and give back. They are excited to provide an outlet for people to get out and about – especially after the last year and a half! They have already been approached by various organizations and have jumped in to provide raffles and other giveaways in support of very worthy causes. With their already close connection to Dover Air Force Base, they look forward to serving the military community by providing a unique, local form of entertainment.

To learn more about Board and Brush Creative Studio, feel free to visit them on the web at [www.boardandbrush.com/camden](http://www.boardandbrush.com/camden) or give them a call at (302) 337-6520. Please join the Central Delaware Chamber of Commerce in congratulating Aaron and Jennifer Lewis and Board and Brush Creative Studio on their Grand Opening!



## CDCC joins Firestone Complete Auto Care for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Firestone Complete Auto Care on Oct. 1, at 11 a.m. The event was held at their location at 15 S. Cory Lane in Smyrna. Chamber members and friends joined the team at Firestone to celebrate the grand opening of this new store!

The professionals at Firestone Complete Auto Care work diligently to provide their customers with world-class products and services, and to serve the communities where Bridgestone does business. Firestone Complete Auto Care offers tires and auto repair.

Their services include brakes, tire repair, batteries, alignment, oil change and more. The team is committed

to keeping your car running newer for longer.

Firestone Complete Auto Care is a proud member of the Central Delaware Community. They are pleased to have the opportunity to grow their footprint in this part of the state. They are always looking for ways to give back to the community and are open to opportunities to engage.

To learn more about Firestone Complete Auto Care, feel free to visit them on the web at [www.FirestoneCompleteAutoCare.com](http://www.FirestoneCompleteAutoCare.com) or give them a call at (302) 508-3516. Please join the Central Delaware Chamber of Commerce in congratulating the folks at Firestone Complete Auto Care on their grand opening!

## CDCC joins Coastline Realty for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Coastline Realty on Oct. 20, at 4 p.m. The event was held at 846 Walker Road, Suite 31-2. Chamber members and friends joined owner John Rowley and his team to celebrate the remodeling of their office in their new location!

Coastline Realty specializes in assisting people as they buy, sell, rent and invest in real estate along the Delaware Shore and surrounding areas. After three years in business, they have expanded their services to include property management. The expert team at Coastline Realty uses top-notch systems to help with all

customers' real estate needs in Kent and Sussex Counties.

Coastline Realty is a proud member of the Central Delaware community. Already invested in Kent County with other businesses, John and his team are excited to have expanded into real estate. They are eager to serve Central Delaware and connect with the community.

To learn more about Coastline Realty, feel free to visit them on the web at [www.Coastline-realty.com](http://www.Coastline-realty.com) or give them a call at (302) 450-4511. Please join the Central Delaware Chamber of Commerce in congratulating the folks at Coastline Realty on their new location!



## CDCC joins On the Move Realty for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for On the Move Realty on Oct. 1, at 4 p.m. The event was held at their location at 121 N. Main Street in Camden. Chamber members and friends joined owner/broker Doug Gallagher and his team to celebrate the grand opening of this new location!

On the Move Realty is a full-service real estate group serving the entire state of Delaware and Maryland's Eastern Shore. Focused on providing all their clients with the best possible experience in real estate, they assist customers in buying and selling homes, as well as rental solutions. Whether customers are purchasing a home for the first time or are seasoned in the arena of buying and selling, On the Move promises that their systems will set them apart from the crowd. They pledge to deliver an experience that is



second to none.

On the Move Realty seeks to be the most trusted, most referred agency in Kent County. They understand that customers like to do business with someone they know, like and trust. To that end, the team at On the Move works diligently to follow the Golden

Rule of real estate: "Treat customers the way you would want to be treated, make your transactions with others the kind of transactions you would want to engage in."

On the Move is a proud member of the Central Delaware community. They placed a high priority on

engaging with the community and finding ways to give back. Doug is an active member of Master Networks, a national networking organization, with an emphasis on educating, equipping and empowering its members so that they are inspired to create and design "legacy beyond the business." Moving forward, he and his team will continue to seek opportunities to make a positive impact on Central Delaware. In addition, the team at On the Move initiates and executes a coat drive for Code Purple.

To learn more about On the Move Realty, feel free to visit them on the web at [www.onthemoverealtyde.com](http://www.onthemoverealtyde.com) or give them a call at (302) 698-7955. Please join the Central Delaware Chamber of Commerce in congratulating On the Move Realty on their grand opening in their new location!

## CDCC joins the Delaware Thunder Professional Hockey Club for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for the Delaware Thunder Professional Hockey Club on Oct. 5, at 4 p.m. The event was held at the Centre Ice Arena on the Delaware State Fairgrounds in Harrington. Chamber members and friends joined CEO/President Charles F. Pens Sr. and his team to celebrate the relaunching of Central Delaware's number one sports franchise!

The Delaware Thunder is a professional hockey team that plays at Centre Ice Rink on the Delaware State Fairgrounds. Their mission is to provide family fun sports entertainment on a professional level at an affordable price right here in Central Delaware. The Delaware Thunder is pleased to offer sports and entertainment, merchandise, a clothing line, as well as food and beverages. In addition, they are happy to provide corporate suites and partnerships, season tickets and 10-game packs. After its inaugural season, which began



in Oct. 2019, the team was dormant for the 2020-21 season due to the global pandemic, but is thrilled to return to the ice for the 2021-22 season later this fall.

The team's CEO/president was pleased to bring the Delaware Thunder to Harrington. He felt that Centre Ice Rink was the perfect location and provided a wonderful opportunity to

partner with the Delaware State Fair. The enthusiasm of the public and the support shown by fans demonstrate that the Delaware Thunder is meeting a need for this kind of entertainment in the first state.

The Delaware Thunder Professional Hockey Club is a proud member of the Central Delaware community. They placed a high priority on engaging with

the community and finding ways to give back. The team hosts several specialty nights per season: Cancer Awareness Night, First Responders' Night and Military Appreciation Night, where a portion of the evening's proceeds go to benefit the local community. In addition, players are required to make visits to local schools and hospitals to bring goodwill and foster new relationships. Delaware Thunder also supports youth hockey programs as well as fundraising programs for schools, youth organizations, teams and groups.

To learn more about the Delaware Thunder, feel free to visit them on the web at [www.delawarethunder.com](http://www.delawarethunder.com) or give them a call at (302) 398-7825. The Centre Ice Rink has a GPS address of 644 Fairground Road, Harrington, Del. Please join the Central Delaware Chamber of Commerce in congratulating the Delaware Thunder Professional Ice Hockey Club on their relaunching here in Central Delaware!

## CDCC joins the Elizabeth Esther Café for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Elizabeth Esther Cafe on Oct. 11, at 11 a.m. The event was held at the café at 47 E. Commerce Street in Smyrna. Chamber members and friends joined owner Lyndsay Powell-Conley and her team to celebrate their 2nd anniversary!

Cobalt Manor is the home of the Elizabeth Esther Café. Four dining rooms and a patio seat up to 50 guests. Named for the owner's grandmothers, the Elizabeth Esther Café features wholesome gourmet cuisine, organic wines and spirits, and amazing craft beverages in a historic setting. The team at the café sets a high priority on making everything from scratch and establishing an atmosphere that feels like home.

After three years of renovations and restoration work, Cobalt Manor opened its doors to guests in October of 2019. Founded on the premise of creating



a beautiful historic venue to share with the world, Cobalt Manor offers all-inclusive packages. Along with their elegant bridal suite and dressing spaces, Cobalt Manor is pleased to provide table settings, decorations, photography, food, planning service and more. The venue offers rental space for catered private parties and smaller events as well.

Cobalt Manor, with its Elizabeth Esther Café,

is a proud member of the Central Delaware community. They place a high priority on engaging with the community and finding ways to give back. They have enjoyed hosting "Princess Parties" for underprivileged girls in Wilmington, events which include dressing up, professional photos and a homemade gourmet dinner. In addition, they have made donations to Warriors Helping Warriors, a local non-profit agency that assists homeless veterans.

To learn more about the Elizabeth Esther Cafe, feel free to visit them on the web at [www.cobaltmanor.com](http://www.cobaltmanor.com) or give them a call at (302) 508-5832. Please join the Central Delaware Chamber of Commerce in congratulating the Lyndsay and the folks at the Elizabeth Esther Cafe on their 2nd anniversary!

## CDCC joins the Westside Carwash for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Westside Car Wash on Oct. 14 at 9:30 a.m. The event was held at their newly remodeled facility at 805 Forest Street in Dover. Chamber members and friends joined owner Vic Giangrant and his team to celebrate their re-opening and 40th Anniversary!

The folks at Westside Carwash promise to “Clean Your Car Satisfaction Guaranteed – or your dirt back!” Westside features state-of-the-art cleaning technology. Their equipment is continuously monitored, and they use the highest quality detergent and waxes available.

The Westside Carwash offers exterior cleaning, inside vacuuming, window cleaning and hand drying. In addition, they also provide Armorall,



a ceramic sealant for a beautiful shine and a car that will stay cleaner longer; RainX which gives drivers better vision in the rain; leather treatment; and an underbody wash that helps to remove dirt and salt. Westside also has detailing packages available, and in their lobby, customers will find the

largest selection of air fresheners on the East Coast!

In addition to the professional car wash services offered at Westside, customers are invited to enjoy all the automobile-related memorabilia in the lobby and garage. Visitors will find

vintage signs, relics and a historical collection of gas pumps.

Westside Car wash has been a proud member of the Central Delaware community for 40 years and over three generations. They love providing their service here in Kent County, and they are proud to employ 120 people per year. In addition, they find ways to support youth sports programs and help sponsor teams.

To learn more about the Westside Car Wash, feel free to visit them on the web at [www.westsidecarwashde.com](http://www.westsidecarwashde.com), give them a call at (302) 734-8234, or better yet, visit them at 805 Forest Street in Dover. Please join the Central Delaware Chamber of Commerce in congratulating Vic and his team on their newly remodeled facility and on their 40th anniversary!

## CDCC joins Fly High Cheer & Tumble for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Fly High Cheer & Tumble on Oct. 19, at 5 p.m. The event was held at their new location, 140 Sarah Circle in Camden. Chamber members and friends joined owner Andrea Caswell and her team to celebrate their new business location and brand-new facility!

The mission of Fly High Cheer & Tumble is to be the premier resource for cheerleading, stunting, tumbling and other indoor sports-related activities in the state of Delaware, via the instruction of proper and safe techniques by its credentialed staff of highly qualified, respected and passionate coaches.

The team at Fly High loves their customers and the local community of Camden-Wyoming, Del. Due to the rapid growth of cheerleading and athletic programs, a new space was required that could provide a custom fit for the growing business. The Camden Business Park was a perfect fit that allowed Fly High to remain local. The brand-new building offers a space that

is tailored to customers' needs – a larger facility, more operating hours, a parent waiting room, more bathrooms, much more ventilation for hot summer days, better lighting and much more parking. The folks at Fly High are very excited to share this grand re-opening event with customers and a wider audience to include the citizens of Central Delaware, businesses and friends.

Fly High Cheer & Tumble provides the highest quality competitive cheerleading, stunting and tumbling instructional services to customers ages three and up. As a foundation for the gym or just for self-improvement, they offer youth and adult strength and conditioning classes. Additionally, Fly High hosts local schools' athletic practices/ events, recreational programs, stunt/ tumble clinics, birthday parties, open gyms and “Mommy and Me” classes. Woven throughout these programs customers will find common threads: passion for people and community, self-discipline, healthy living, teamwork and leadership. It is the goal

of the professional staff at Fly High that community members associate Fly High with quality, character and positivity.

Andrea is a military spouse who has lived in many places in the United States and internationally. Her family's final assignment fortunately landed them at Dover Air Force Base. Coach Andrea has volunteered, coached and directed various cheerleading programs for over 20 years. Many local families may already know Andrea from her volunteer work within local organizations and programs. In February 2019, Andrea and her husband, David, opened Fly High Cheer & Tumble, LLC. The business is a family blend of unmatched coaching experience steeped in the values of integrity, service and excellence, which the owners embrace after living and learning alongside Air Force families for over 20 years.

Fly High is a proud member of the Central Delaware community. While fielding various levels of competitive all-star cheer teams in Fly High's first two years of operation, Andrea also

has a passionate goal to help area schools throughout Delaware and the tristate area grow to have stronger, more competitive programs by stressing the importance of safety and the proper instruction of fundamentals. As philanthropists at heart, the founders of Fly High ultimately envision giving back to military families and the local community by way of hosting free events like “Deployed Spouse's Dinners” and “Give Parents a Break Night.” Fly High wants families and friends to gather in a safe and fun atmosphere, an endeavor which gives reprieve from the stress of life and facilitates family resilience.

To learn more about Fly High Cheer & Tumble, feel free to visit them on the web at [www.flyhighcheerandtumble.com](http://www.flyhighcheerandtumble.com) or give them a call at (585) 317-1442. Please join the Central Delaware Chamber of Commerce in congratulating Fly High Cheer & Tumble on their new business location and brand-new facility in Camden!

## CDCC joins First State Webfooters for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for First State Webfooters on Oct. 26, at 11 a.m. The event was held at Kent County Recreation Center, 1683 New Burton Road in Dover (in the outside parking lot). Chamber members and friends joined members of the club to celebrate 40 years of providing fun, fitness, and friendship by offering special events and free programs.

The club's mission is to promote and organize noncompetitive fitness activities that encourage lifelong fun, fitness and friendship to all ages and abilities. Their goal is to increasingly engage Americans in lifelong walking and other noncompetitive physical fitness activities. The club organizes 5K and 10K walking trails throughout Delaware and a 10K to 43K biking trail between Rehoboth and Lewes. In addition, the club members participate in other state American Volkssport Association (AVA) events, as well as, plan and organize monthly outings just for fun. In 2022, the club is adding an addition trail and biking route at a new location.

The club was founded by members of the military stationed at Dover Air Force Base. They became a member of the American Volkssport Walking club (AVA) in 1981, which is a noncompetitive walking, biking, swimming, and cross-country ski events. Throughout these past 40 years the First State Webfooters has



organized year-round, traditional, and special walking and bike events. This year they are happy to be able to add swimming to the 31st Sea Witch Festival, Oct. 31 at the Sussex YMCA, making this event a triathlon.

First State Webfooters is a proud member of the Central Delaware community and is eager to find ways to give back. They currently offer

their "Couch to 5K" program, whose goal is to increase the walking level of individuals to the point where they can comfortably participate in a 5K. In addition, the club's walking events are "at your own pace," noncompetitive events which are held throughout the year. Their goal for the future is to increase the number of activities available for family outings. They want

to continue to promote fun, fitness and friendship to all.

To learn more about First State Webfooters, feel free to visit them on the web at [www.mdvolks.org/FSW/](http://www.mdvolks.org/FSW/) or give them a call at 302-233-6617. Please join the Central Delaware Chamber of Commerce in congratulating the First State Webfooters on their 40th anniversary!

## CDCC joins New U Nutrition for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting Ceremony for New U Nutrition on Oct. 26, at 4 p.m. The event was held at 4598 S. DuPont Highway in Camden. Chamber members and friends joined owner Colton Vautard and his team to celebrate the 2-year anniversary of their business!

The mission of New U Nutrition is to redirect the community onto a healthier path! They strive to transform individuals both inside and out - from being a place of health and nutrition, to also being that positive source of energy for their customers. To that end, they provide healthy shakes, smoothies, iced coffee, teas, and more. They work diligently to help people find nutrition for a healthier life as well as helping customers to build the healthy habit of substituting their unhealthy routines into a lifestyle that's better for them.

As a senior at Caesar Rodney High School, Colton focused his energy on learning about proper nutrition and the promotion of a healthy lifestyle. He worked to learn the ins and outs of running a healthy bar. On October 26, 2019, he was thrilled to establish New U Nutrition in Camden.

New U Nutrition is a proud member of the Central Delaware community and is eager to find ways to give back. The folks at New U Nutrition have been



involved in many efforts to support and serve the community including raising funds for local breast cancer charities, adopting families at Christmas, donating to habitat for humanity, supporting the legacy of UNITED

Church, and more. They participate in local school fundraisers and often donate gift cards for non-profit fundraising events.

To learn more about New U Nutrition, feel free to visit them on the

web at [www.newunutrition.biz](http://www.newunutrition.biz) or give them a call at (302) 535-8649. Please join the Central Delaware Chamber of Commerce in congratulating New U Nutrition on their 2-year anniversary!

# New Members' Spotlight



## Meet Tracey Ingram and Profit Launch Bookkeeping



Tracey is a life-long Delawarean. She has lived in Milford for 35 years and has spent the past 25 years working in Dover as a QuickBooks certified bookkeeper. When Tracey is not assisting clients, she and her husband love attending classic rock concerts and traveling.

Ready to connect with business colleagues and anxious to expand her network, Tracey is excited to be a member of the Central Delaware Chamber of Commerce. She has already offered her help at our Amazing Chase in September, and she conducted a very meaningful and well-attended Coffee Coaching session. She looks forward to becoming more engaged in the Central Delaware Community and finding new ways to market her business.

To learn more about Profit Launch Bookkeeping, please visit [www.profitlaunch.net](http://www.profitlaunch.net), check out her Facebook page at <https://www.facebook.com/TraceyIngram42>, or call 302-265-0101. Please join the Central Delaware Chamber of Commerce in welcoming Tracey Ingram and Profit Launch Bookkeeping to the Chamber!

Profit Launch Bookkeeping is in the business of helping clients create the life and business they want by making business decisions with confidence. Using bookkeeping as the foundation, Tracey works with clients' goals and finances to create a customized cash and profit strategy. This strategy not only sets them up for growth, but also simplifies their finances and aligns them with their goals. Traditional bookkeeping is not designed to help make decisions on a day-to-day basis. Tracey is thrilled to be able to provide a framework that is!

### Member News



The folks at Dover/Milford Jazzercise worked with representatives from South Dover Elementary School to gather and distribute items for children in need. School officials headed up a food pantry and a collection of clothing. The team at Dover/Milford Jazzercise took the lead on a coat drive. Their original goal was to gather 85 coats – the collection topped out at 117 new coats! Congratulations on a successful effort and thank you for supporting the community!



## Meet Haywood Key and Woody's on Wheels



Woody's menu features sandwiches and wraps, savory wings and tenders, and snacks like coconut shrimp, quesadillas, loaded nachos, just to name a few. Woody's on Wheels is available for all types of events including showers, anniversaries, barbecues, birthday parties, corporate event, weddings and much more.

Born and raised in Washington, D.C., Haywood Key is the single father of two children. He loves being around down-to-earth people and is happy to help whenever and wherever he can. When he's not traveling around and cooking, Haywood enjoys playing the drums, playing tennis, and cooking.

Haywood believes that joining the Central Delaware Chamber of Commerce was one of the best decisions he has made as a business owner. He was motivated to join when he saw "this great group of people come together to support small businesses and actually help." He loves the connections that he has experienced and the opportunities he's had to grow his network.

To learn more about Woody's on Wheels or book them for an event, call Haywood at (302) 480-2014 or visit [www.woodysonwheels302.com](http://www.woodysonwheels302.com). Please join the Central Delaware Chamber of Commerce in celebrating our member, Haywood Key and Woody's on Wheels!

Serving the Tri-State area since 2015, Woody's on Wheels, or "The WoW Kitchen," is a food truck that serves great American, fresh-cooked food. Haywood and his team find great pleasure in featuring a style in the Culinary Arts that is perfect for every occasion. The truck itself features laid back island music coming from the kitchen window and palm trees, sand dunes, and ocean surf softly painted on its exterior.



## New Members' Spotlight



### Meet John and Kim Rowley and Coastline Realty



Coastline Realty & Property Management has been open since November 2018. Coastline is a full-service real estate agency offering professional services for residential buyers and sellers. They employ a team of professional Real Estate agents and a Team Manager. The company also has a residential property management division with a licensed Full Time Property Manager. In short, the team at Coastline Realty assists buyers, sellers, Investors, and prospective tenants with all their real estate need. The agency's use of current technology with a predictive backend CRM guarantees clients a great customer service experience.

Originally from Dover, owners John & Kim Rowley also own Angle Financial & Business Services in Dover, offering Insurance, Credit Repair, Business Brokering and Business Funding. The Rowleys have been involved in Real Estate transactions from many sides and have served thousands of clients. John and Kim's two sons, Johnny

and Jared, are also involved in the businesses. John is mostly known for his involvement with residential mortgage lending for 30 years, while Kim has been in the insurance industry for 30 years. When the Rowleys are not serving clients, they both love spending time at the beach and exploring Delaware.

Coastline Realty is excited to be a member of the Central Delaware Chamber of Commerce. They look forward to connecting with fellow chamber members. They are anxious to spend time engaging business colleagues and expanding their business in Delaware with their new office location at 846 Walker Road, Suite 31-2, in Dover.

For more information about Coastline Realty and all they have to offer, visit their website at [www.Coastline-Realty.com](http://www.Coastline-Realty.com) and their Property Management site at [www.Coastline-PM.com](http://www.Coastline-PM.com). Please join the Central Delaware Chamber of Commerce in welcoming them into our membership!



### Meet Heritage Sports Radio Network, LLC



Heritage Sports Radio Network (HSRN) is an online radio network featuring programming designed for alumni, students, and other interested supporters of Historically Black Colleges and Universities (HBCUs). Originally founded over 15 years ago by a pair of Delaware State University alumni with the intent to present HBCU athletics, HSRN has transitioned from a seasonal sports network to a full-time, 24/7 programming service, offering a variety of community-building content together with wellness, economics, and education. During the past 15 years, HSRN has presented more live HBCU sports than any other radio or television source.

HSRN also offers several non-sports programs. Because it is not limited by the geographical signal reach of traditional terrestrial radio stations, HSRN programming is available to listeners around the world via the internet and HSRN's mobile app.

Now in its fourth season as the flagship broadcaster for Delaware State University football and basketball, HSRN has a unique connection to the Hornets. HSRN CEO Omarr Bashir and network co-founder Mike Walker are former Hornet football

players. A veteran of over 50 years as a play-by-play announcer, Gary Laing is a DSU graduate and adjunct professor, and is joined in the football press box by color analyst Leroy Thompson, another Hornet football alum.

HSRN also works with Delaware State University on an intern program, affording the opportunity for a student in the Mass Communications curriculum to gain practical experience through involvement in sports broadcasting and learning the roles of production and announcing. The student receives credits toward their degree via the internship. HSRN also created a "12th Man" program that allows Hornets fans to financially support all athletic programs at the University.

HSRN joined the Central Delaware Chamber of Commerce to increase its local visibility in the business community and participate in Chamber activities. Networking events will allow HSRN to make local businesses aware of unique and creative advertising opportunities, along with businesses that have a need to reach a targeted audience outside of Delaware. HSRN also recognizes the many programs offered by the Chamber that benefit the community and hopes to participate as a locally owned and minority-owned business.

HSRN's slogan is "Putting the You in HBCU." From the original network goal to spotlight HBCU sports, to featuring varied life-style programming for the HBCU community, HSRN spotlights topics of interest for their audience. Taking full advantage of new media possibilities afforded by streaming via the internet and the HSRN app, listeners are not limited to signal strength or other geographical constraints, but can listen anywhere, anytime, via PC, laptop, tablet, iPad, or cell phone.

To learn more about the HSRN, visit them on the web at [www.hsrn.com](http://www.hsrn.com). Please join the Central Delaware Chamber of Commerce in welcoming the HSRN into membership!

## Ambassador's Corner

# Sarah Patterson, CPA

Participating in the Central Delaware Chamber of Commerce's Leadership Central Delaware program in its 20th year (Class of 2021, best class ever!) was such a rewarding and enjoyable experience for Sarah Patterson that she wanted to volunteer her time to help the chamber as an Ambassador.

"I had heard wonderful things about the LCD program, but I had no idea how meaningful and impactful it would be for me. I loved forming connections with my fellow classmates and exploring all that Central Delaware has to offer over the 10-month program," commented Patterson. "Even though I've lived in Dover for 24 years, I learned so much! Now I want to share what I've learned with new chamber members to help them and their businesses thrive here. I'm thrilled to help members benefit from the great services and opportunities the CDCC has to offer."

Sarah joined Faw Casson two-and-a-half years ago and is a CPA and manager at the firm, specializing in tax services. Faw Casson is engaged in ongoing research, planning and consulting services for businesses and individuals, to help them plan for success. The combination of technical skills, continuing education

and creativity of their professionals helps clients survive and prosper in an increasingly complex environment. In addition, volunteer work, such as the CDCC Ambassador program, fits into their commitment to be a true part of their community, not just a business within it. To learn more about Faw Casson, please visit their website at [fawcasson.com](http://fawcasson.com) and check out their podcast, "Accounting and Accountability" wherever you listen to podcasts.



## Member Milestones



*The Central Delaware Chamber of Commerce of Commerce is excited to introduce 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!*

Congratulations to the folks at Citizens' Bank! The Citizens' Financial Group is one of the nation's oldest and largest financial institutions with \$185 billion in assets as of June 30, 2021. With about 1,000 branches in 11 states and approximately 3,000 ATMs, Citizens' offers a broad range of retail and commercial banking products and services to individuals, small businesses, middle-market companies, large corporations, and institutions.

The goal at Citizens' Bank is simple. The team at Citizens' works hard to help their customers, colleagues and communities reach their potential. Citizenship is at the heart of who they are. By listening and understanding clients' needs, the experts at Citizens' can offer unique individualized advice, ideas and solutions. With a heart for

citizenship, the company's vision is to be a top-performing bank distinguished by its customer-centric culture, mindset of continuous improvement and excellent capabilities. Following their credo to perform their best every day so that they can do more for their customers, colleagues, communities, and shareholders, they strive to exceed customer expectations, do the right thing, think long-term and work together. They view themselves as citizens helping citizens.

Citizen's Bank is a proud member of the Central Delaware Chamber of Commerce. The company is celebrating 50 years of Chamber membership! Thank you, Citizen's Bank, for your partnership in helping businesses in Central Delaware thrive by reaching their potential!

# Good morning!

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## DELAWARE



## STATE

## NEWS

The Capital Daily

# Thank You for Your Renewal!

## Renewals for September 2021

NAME OF COMPANY.....	# OF YEARS
Citizens Bank .....	50
Capitol Cleaners & Launderers, Inc. ....	49
Capitol Uniform & Linen Service .....	49
Dover Post Co. ....	46
Delaware State University .....	44
Rene'DeLyn Hair Designs .....	34
Comcast .....	32
Delaware Solid Waste Authority .....	31
Magnum Electronics, Inc. ....	29
Del-One Federal Credit Union .....	28
Delmarva Underwriters, Ltd. ....	27
Quality Builders, Inc. ....	27
POLYTECH Adult education .....	26
C.S. Kidner Associates/Capitol Strategies .....	21
Delwood Trailer Sales, Inc. ....	18
Spence's Bazaar & Flea Market, Inc. ....	17
WBOC & FOX21 .....	17
Towles Electric Inc. ....	14
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Blue Hen Apts LLC .....	11
Pressley Ridge .....	10
Westside Family Healthcare .....	10
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Friends of the Duck Creek Regional Library .....	9
Sack Health Benefit Advisors, LLC .....	9
Seasons Hospice & Palliative Care of Delaware .....	9
Dover Capital City Rotary .....	7
Delaware Prostate Cancer Coalition .....	7
CenDel Foundation .....	4
Barkley Heating & Air,LLC .....	3
Century Engineering, Inc. ....	3
Chaiyo Sushi & Thai Cuisines .....	3
Chaiyo Sushi & Thai Cuisines-Camden .....	3
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Mid Atlantic Scientific Service Inc. ....	3
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Brighton Suites Hotel .....	2
Central Delaware Housing Collaborative .....	2
Chicka Aristica .....	2
Leadership Techniques, LLC .....	2
LOCALiQ Delaware .....	2
Mohawk Electrical Systems, Inc. ....	2
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Your CBD Store .....	1
Allstate Insurance-Michael Tolliver .....	1
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## New Members

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# 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 October "Coffee on Us" contest was Bill Vendetti, who correctly identified the Wyoming Train Station.

**Congratulations, Bill - 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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