

Chamber Connections

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A Military Affaire: Celebrating TEAM Dover

Every community is comprised of certain trademark components that add to the richness of life in that region. One of our significant trademark components is the Dover Air Force Base. Our DAFB employs about 7,900 people – reservists, civilians, and active-duty members. These are all folks who, along with their families, shop in stores with us, play in parks with us, visit museums and art galleries, read at the library, attend schools with our kids, and whatever else it takes to live life in

Kent County, Delaware, at least for a time. While many civilians and reservists make Central Delaware their permanent homes, our active-duty folks call the area “home” for an average of two to three years at a time. They don’t live apart from us – they share life WITH us – and we share life with them!

The CDCC’s Annual Military Affaire is truly a celebration of TEAM Dover! The word TEAM suggests

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A Celebration of EXCELLENCE!

The Central Delaware Chamber of Commerce is pleased to invite you to attend the Annual Awards for Excellence Celebration, brought to you by H. Scott Connell, on Thursday, June 24th. The celebration will be held at Pizzadili Vineyard & Winery, 1683 Peach Basket Road in Felton, and will begin with a cocktail reception at 5 pm. The program will follow at 6:15 and the evening’s festivities will conclude at 8 pm.

The evening’s program will include recognition of our volunteers, the State of the Chamber Address given by our chairman, Shane

See Awards — Page 3

The Annual CDCC Awards for Excellence Celebration

Thursday, September 24th
5 - 8 pm
Pizzadili Vineyard & Winery
1683 Peach Basket Road, Felton, DE

Tickets are \$40 and will include a buffet of heavy hors d'oeuvres and a split of Pizzadili wine on the table. A full cash bar will be available.

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It’s Time to “Mix It Up” with Business Colleagues!



It’s time once again to re-connect with fellow business leaders, engage in conversations over delicious refreshments, share your business story with other business owners in our area – and BUILD your network! That’s right – it’s time to mark your calendar for the June Sunset Business Mixer. This popular event will be held on Wednesday, June 30th, from 5 – 7 pm, at the Hilton Garden Inn in Dover. Be sure and save the date!

The Hilton Garden Inn on N. Dupont Highway provides a convenient



location and pleasant ambiance for travelers in Central Delaware. Within minutes of Dover Downs Hotel & Casino, Dover International Speedway, Delaware State University, and the historic downtown, the Hilton Garden Inn offers guests well-appointed rooms that have been thoroughly disinfected according to Hilton CleanStay protocols and contactless check-in. The facility also offers complete meeting, banquet, and customized catering, as well as an onsite bar and restaurant. This will be a great opportunity to see all that the Hilton Garden Inn has to offer and to discover why “Life’s Better at the Garden!”

The leading networking oppor-

tunity 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 and collecting qualified leads. 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 via email at adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net by clicking on the Events Calendar. We hope to see you on Wednesday, June 30th at the Hilton Garden Inn in Dover for the Sunset Business Mixer.

Judy's Journal



PRESIDENT - JUDY DIOGO

Turning the Corner

We are finally seeing light at the end of the COVID-19 tunnel! On May 18th, Governor Carney signed the 29th Modification to the COVID-19 State of Emergency declaration, eliminating social distancing requirements and removing Delaware's mask mandate, effective on May 21, 2021.

We heard from many members who were "over the moon thrilled" by the lifting of these mandates. Finally, our members have an opportunity to truly open at 100% capacity and welcome back patrons most of whom they have not seen for a very long time!

And just yesterday, Tuesday, May 25th, the State announced their Delaware Wins Incentive Program to help motivate people to roll up their sleeves and receive their COVID-19 vaccinations. As part of the DEWins! Vaccine Incentive Program, the State is asking businesses to create special offers, opportunities, and promotions specifically for vaccinated Delawareans. To help encourage business owners to participate, the Delaware Division of Small Business is making grants of up to \$5,000 each available to as many as 200 small businesses to defray the costs of their specific incentive offer.

The grant opportunity is open to businesses that meet U.S. Small Business Administration definition for a small business in their industry and have a physical location within the state of Delaware that is open to the public.

Preference will be given to appli-

cants in sectors that were required to shut down, at least partially, at some point during March-June 2020 (including, but not limited to, retail, hospitality, food & beverage, fitness, and personal care). Incentive programs must run through June 30, 2021.

Of course, even though the news of re-opening and getting back to some kind of normal is good, some challenges still remain. The challenge that we are hearing most often is the debilitating shortage of workers. Some employers have been told that their workers are unable to return because their children are still doing their schooling at home. Other business owners have been told that their employees plan to return – but not until their unemployment bonus comes to an end.

For those who have heard the latter, there is some good news: The Delaware Department of Labor has announced that starting on June 12, 2021, claimants will be required to register with Delaware JobLink to qualify for benefits or to continue to receive unemployment benefits. JobLink will require claimants to upload or create a resume and claimants will be required to complete at least one unique job search each week.

It is our hope that with the start of these new programs and initiatives, we will all finally turn the corner and find ourselves back on the road to Growing Our Businesses!!!

Calendar of Events

- | | |
|--|---|
| <p>June</p> <p>Thursday, June 3rd
Leadership Central Delaware
8:00am - 5:00pm
Energy & Environment Day</p> <p>Thursday, June 3rd
Kent County Open for Business
CANCELLED</p> <p>Tuesday, June 8th
CDCC Board Retreat
9:00am - 4:00pm
TBD</p> <p>Wednesday, June 9th
Coffee Coaching
8:00am - 9:00am
CDCC Conference Room</p> <p>Wednesday, June 9th
Marketing Committee Meeting
10:00am - 11:00am
CDCC Conference Room</p> <p>Thursday, June 10th
Member Orientation
12:00pm - 1:30pm
CDCC Conference Room</p> <p>Friday, June 11th
LCD Closing Retreat
9am - 4:30pm
St. Andrew's LC Great Hall</p> <p>Tuesday, June 15th
LCD Steering Committee Meeting
12:00pm - 1:00pm
CDCC Conference Room</p> <p>Wednesday, June 24th
Awards for Excellence Dinner
5-8 pm
Pizzadili Winery</p> <p>Wednesday, June 30th
Ambassador Committee Meeting
4:30pm
TBD</p> | <p>Wednesday, June 30th
Sunset Business Mixer
5:00pm - 7:00pm
TBD</p> <p style="text-align: right;">July</p> <p>Monday, July 5th
In Observance of
Independence Day
Office Closed</p> <p>Thursday, July 8th
Member Orientation
8:30am - 10:00am
CDCC Conference Room</p> <p>Tuesday, July 13th
CDCC Board Meeting
7:30am - 8:30am
TBD</p> <p>Tuesday, July 13th
Young Professionals Social
12:00pm - 1:00pm
Jonathan's Landing</p> <p>Wednesday, July 14th
Marketing Committee Meeting
10:00am - 11:00am
CDCC Conference Room</p> <p>Tuesday, July 20th
LCD Steering Committee Meeting
12:00pm - 1:00pm
CDCC Conference Room</p> <p>Wednesday, July 28th
Ambassador Committee Meeting
4:30pm
Embrace Home Loans</p> <p>Wednesday, July 28th
Sunset Business Mixer
5:00pm - 7:00pm
Embrace Home Loans</p> |
|--|---|

Thank you to the CDCC Cornerstone Members!



An Industry Exclusive CDCC Marketing Package!



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THE CDCC is the essential resource for growth of engaged 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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302-734-7513

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

Cornerstone Member - R&R Commercial Realty



Buying or selling a business? R&R can help

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

Most people know their own business back to front, but selling it is a different story. Appraisal, marketing, negotiating terms, and closing the transaction all take specialized skills. R&R Commercial Realty has those in abundance. If you're considering selling your business, reach out to R&R Commercial Realty today for a free appraisal.

Retiring without a succession plan? Maybe you want to just close your doors and selling off inventory and real estate. However, your business may be worth more than you realize as a package. Get a free opinion on this from us.

Has your business failed? After a difficult year like 2020, many businesses were forced to close and may be unable to open again because of their financial situation. While tragic, it is tempting to liquidate the assets and try for a clean break. Despite its condition, your business may still have more value than you'd think to the right buyer. We may be able to track that buyer down.

Want to explore new opportunities? Maybe you've spent the last decade building a successful, profitable business but you want to pursue a different career. Knowing how much your current business may be worth could help you plan your career change - let's do the math.

In the market for a business? Maybe you're recently retired and you'd like to invest in a well-established business to convert some of your savings into cashflow for the future. You may not realize how affordable and manageable this option can be. Contact our office today to inquire about local listings.



Business Brokering Acumen

R&R Commercial Realty has been a market leader in these services since 1996. Since then, we've sold businesses in all three counties of Delaware and built a network of nationwide industry contacts. Our agents have sold everything from gas stations and delis to laundromats and car washes - businesses of all types and sizes.

There is more to appraising a business's value than crunching gross receipts in a formula and more to marketing than just taking out an ad in the paper. R&R Commercial Realty gives you access to its hyperlocal understanding of market trends based on recent sales. The firm's marketing team not only has immense reach through

state-wide signage, social media campaigns, its high-traffic website, and traditional marketing, but also an extensive client list of ready buyers who may already be on the hunt for a business just like yours.

It's important to note that not all business brokers are created equal. R&R Commercial Realty offers more than just a steady hand at the wheel. With a thick rolodex of satisfied customers, this firm has been built on the bedrock of proven performance. In a small market like the Delmarva peninsula, reputation counts. Ours is one of competence, reliability, conscientiousness, determination, and professionalism. It's our job to know this market, and we've developed an understanding of it that only comes with decades of experience.

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

About R&R Commercial Realty:

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

TEAM

Continued From Page 1

concepts like collaboration... interdependence... camaraderie... communication... partnership. Most of us have experience with teams - some good and some bad. When a team is functioning well, there is an energy, a synergy, a spark that leads to success - there is nothing else like it.

The Military Affaire provides a forum where our Central Delaware business community and the base community can come together as TEAM Dover - this event is always an outstanding, rich experience. As our military friends and the members of our business community engage in conversation, ideas are exchanged, challenges are solved, and relationships are forged. People love to do business with people they know and trust. This fun-filled, conversational event could be the start of some brand-new partnerships for you and your business!

This year's Military Affaire, brought to you by signature sponsor Wilmington University, will be held on Thursday, June 17th, from 5:30 - 7:30 pm at the Landings at Dover Air Force Base. This unique reception is free to attend! This popular

event will offer delicious hors d'oeuvres provided by our Military Affaire sponsors, a cash bar, an opportunity to meet our military personnel, and the perfect chance to express our support and gratitude for those who carry out the mission at Dover Air Force Base.

In addition to our Premiere Sponsor, Wilmington University, our event is also brought to you by our Five Star Sponsors: Air Force Association Galaxy Chapter, Bavarian Bakery & Deli, Bill Hare - Always Advertising, Ceil Jones, Realtor/Myers Realty, Century Engineering, Chesapeake Utilities Corporation, City of Dover, CNU Fit, LLC, Col. Robert Mooney, Delaware Wing Commander of the Civil Air Patrol, Comcast, Delaware State News, Dover Post, Fly High Cheer and Tumble, Military Officers Association of America - Dover Chapter, RPJ Waste Services, Inc., and Smyrna Nutrition.

For security reasons, reservations are REQUIRED. Contact the CDCC Office at (302)734-7513 or adminassistant@cdcc.net to RSVP by June 3rd. When making your reservation you will be asked to provide the full name, date of birth, and driver's license number & state of issue for each attendee that does not already have base access. On the evening of the event, have your photo ID available when you enter Dover Air Force Base



at the Main Gate. You will be directed from there to The Landings where the Military Affaire is being held.

We look forward to seeing you at The Landings to celebrate TEAM Dover with you!

**No Federal endorsement either expressed or implied.

Awards

Continued From Page 1

Breakie of Chesapeake Utilities Corporation, the naming of the CDCC's Excellence in Business Award winners, and the graduation of Leadership Central Delaware's Class of 2021. Guests at the event will enjoy heavy hors d'oeuvres, a split of Pizzadili wine on the table, and a full cash bar.

Each year, nominations are gathered for three prestigious awards: Large Employer of the Year (for companies of more than 50), Small Business of the Year (for companies of up to 50), and Young Professional of the Year (for individuals between 21 and

35 years of age). The nominations are reviewed by a committee comprised of previous award winners who select three nominees in each category. This is followed by a vote of the Chamber members that determines the winner. Finally, the awards are presented in June at the Awards for Excellence Celebration that concludes the Chamber's year of events.

This year's incredible nominees are: For Large Employers of the Year, Bayhealth Medical Center, Century Engineering, and POLYTECH. Our Small Business of the Year nominees are Central Delaware Habitat for Humanity, DE Turf Sports Complex, and The House of Coffi. For Young Professional of the Year, the nominees are Ryne Johnson of Advant-

ech, Jesse Sapp of Chesapeake Utilities Corporation, and Cassie Porter of Faw Casson. It is such an honor to be nominated for these awards from a group of your business colleagues and peers!

At this point in the process, voting has closed, ballots are being tallied, and we are eagerly anticipating the announcement of the winners!

We want to say a big "thank you" to our signature sponsor, H. Scott Connell, for making this event possible. Thank you also to our platinum sponsors: Axia Hotel Group, Century Engineering, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft Heinz, L & W Insurance, PAM Rehabilitation Hospital of Do-

ver, and R & R Commercial Realty. Thank you to our wine sponsor, Faw Casson. Thank you to our cocktail reception sponsors, Allen Insurance Group/Benefits Connection and Dover Federal Credit Union. And a special thank you to the team at Pizzadili Winery for sharing their beautiful facility with us.

Tickets for the event are \$40 per person or \$220 for a table of 6. Reservations can be made by calling the CDCC Office at (302)734-7513. We are excited to gather with you on June 24th at Pizzadili Vineyard & Winery, where we will have much to celebrate - including YOU, our members, for all that you continue to contribute to the excellence of our Central Delaware Business Community!

Cornerstone Member - Century Engineering

Century Engineering: Wetland and Water Permitting

Founded in 1953 in Hunt Valley, Maryland, Century Engineering expanded to Delaware more than 30 years ago and has been a driving force in the area ever since. Being awarded the Design Management for the major SR1, US13 Relief Route project marked the start of their operation in the First State. Century is a multi-discipline consulting engineering firm offering professional planning, engineering, surveying, and construction management services throughout the Mid-Atlantic Region. The firm's mission is to set the standard for what it means to be a responsible partner to clients, stakeholders, and employees and to the communities in which they live and work.

While most people in Central Delaware recognize Century Engineering as being one of the leading transportation engineering firms in the state, the experts at Century do much more than Transportation Planning and Design, Construction Administration and Inspection, and Traffic Engineering. Century also offers services in the following disciplines: Civil/Site Planning and Design, Water and Environmental Resources, Surveying, Utility Locates and Coordination, Structural



Engineering, Mechanical/Electrical/Plumbing, and Water and Wastewater.

The purpose of this article is to give readers some insight into a little-known service provided by the firm: Wetland and Water Permitting. Century provides a wide range of water resources engineering, natural resources assessment, permitting, and ecological restoration service for public and private-sector clients. Century's water resources engineers and scientists incorporate cutting-edge modeling and technological tools into their projects, which assist in project efficiency and provide innovative solutions.

There are many tasks involved in this specialty service: wetland evaluation, delineation, and report coordination, planning reviews, preparing permit applications, agency coordination, the development of mitigation proposals and design plans, mitigation construction oversight, development of mitigation monitor-

ing plans, mitigation site monitoring, and preparation of mitigation reports, and much more. The engineers involved in this process must have the ability to think ahead to what can and will go wrong and create ways to troubleshoot problems before they even happen. Types of mitigation used in this area of work are wetland creation, restoration, and enhancement, stream stabilization and bioengineering techniques, invasive species eradication – just to name a few.

Wetland and Water Permitting projects require that the engineer have an excellent working knowledge of the environmental regulations. They must be able to routinely coordinate with natural resource agencies and develop a good working relationship with those entities. They must be familiar with local regulations and work diligently to resolve any issues that arise all while assuring that projects remain in compliance with the regulations



without compromising the project goals and schedules.

The team at Century Engineering works diligently to provide professional services by uniting quality, innovation, and creativity with dedication responsiveness and commitment. Their work done in the area of wetland and water permitting shows a deep commitment to the company's mission. Their multi-faceted program of work has been integral to Delaware's infrastructure and has contributed greatly to the development of the state's workforce and the expansion of the business community.

To learn more about Century Engineering, Inc., visit their website at www.centuryeng.com.



A Special Meeting for the Excellence in Business Nominees

On Thursday, May 6th, the CDCC's nine Excellence in Business Nominees met with Delaware's Governor John Carney, Kent County Levy Court Commissioner Allan Angel, and Dover Mayor Robin R. Christiansen. Due to the COVID-19 restrictions still in place, the meeting was held via ZOOM. The timing of the meeting coincided with Delaware's Small Business Week. Small Business Week is the perfect opportunity to, as Gov. Carney stated, "salute the folks who pour their heart and soul into running Delaware's small businesses."

During the meeting, each nominee was given a proclamation by Commissioner Angel and Mayor Christiansen. Governor Carney shared tributes with each nominee and talked about the contribution these businesses and individuals have made to the economy of the state, especially in Kent County. Nominees also had an opportunity to ask questions and share concerns.



Learning Leadership with “Barney”

Members of the LCD Class of 2021 were hosted by Dover AFB for a C-17 Globemaster (nicknamed “Barney”) orientation flight with the 3rd Airlift Squadron, “the Royals.” Class members were rotated through so they could see firsthand the practice in-air refueling with the Air Force’s newest tanker, the KC-46 Pegasus, based at Seymour-Johnson AFB, Goldsboro, North Carolina. Once they landed, they watched a combat off load of palletized cargo. After the flight, the class toured a few Security Forces Squadron flights: The Phoenix Ravens, Military Working Dogs, and a simulator for weapons training.



A program of the Central Delaware Chamber of Commerce



Headlines and Deadlines!



In May, Leadership Central Delaware explored the industry responsible for reporting and delivering our news! Media and Communications Day was chaired by Andy West, Executive Editor, Delaware State News, LCD Class of 2009 and Amber Startt, Business Services Credit Analyst/Underwriter, Dover Federal Credit Union, LCD Class of 2017. The class enjoyed a full day of behind-the-scenes activities and gained a better understanding of all the elements that go into the process of bringing "breaking news" to the people of Central Delaware and beyond.

Still under pandemic restrictions, the class was unable to tour the Delaware State News Building or any other typical stops for this day, so instead our Media and Communication friends came to them! St. Andrew's Lutheran Church allowed the class to meet for the day in The Great Hall, permitting them to once again reunite in person, and our guest speakers came in and out throughout the day.

First on the day's agenda, after a delicious breakfast supplied by La Baguette Bakery & Catering, were presentations from staff members at the Delaware State News: The State Capital Daily. Andy West, Executive Editor, Darel La Prade, Publisher, Heather Cregar, Director of Marketing & Promotions, and Marty Valania, Digital Sales Director, shared with the group all the aspects of producing and delivering a quality daily newspaper. From advertising to events to editing to publishing, the class was briefed on the whole process of getting the news from where it happens to subscriber's front doors. Through video, they even had the opportunity to see the presses in action and learn about their operation.

Publisher, Darel LaPrade, spent a significant amount of time talking about the leadership structure at the Delaware State News and talked about the value and practices of shared leadership. He emphasized the need to listen, to be patient, to be curious, and to seek consensus. He also briefly touched on the need to help develop the leaders who will take over after you. "Teach the people in the generation behind you what you know," advised LaPrade, "You

can't really be a professional unless you do this."

To help apply their newly acquired media knowledge, the class members were divided into groups and asked to generate a brief news report based on details they were given of a fictitious news event. They worked diligently to produce the assigned news story as clearly and concisely as possible. They even had the opportunity to interview an eyewitness and take part in a press conference presented by the Police Department's Public Information Officer. They took special care in providing all the necessary information in such a way as not to cause undo alarm or panic on the part of the receiver. They got a real taste of the weight of responsibility that rests on those who report the news.

Next, class members from each group were chosen to "broadcast" the news stories written by the small groups. Four class members (one from each group) were filmed "on location" as they read their groups' renditions of the news story "on the air." Class members learned a lot about the fast pace and the skills needed to deliver breaking news - and they had a great time watching each other's news reports.

After a wonderful lunch catered by The Skyline Café in Smyrna, the class heard from photojournalists, Gary Emeigh and Marc Clery. They shared photos, favorite moments, and stories about their life's work of capturing news in the frames of their photos. An overall theme of the day was about putting one's personal feelings aside and developing eyes and ears that are unbiased. A great deal of emphasis was also placed on the skill of making quick, sound decisions about items that are appropriate to publish and items that are not. Marc and Gary's presentation challenged class members to think like journalists about what was and what may not be appropriate to publish. This exercise brought to light the complex and impactful nature of the decisions that media representatives make every single day.

Along with the massive amount of information class members received about media, they were also given applicable and pertinent information about the art of communication. John G. Moore, Sr., Director of Philanthropy and Engagement for the United Way of Delaware, and nationally known Martin Luther King, Jr. impersonator, shared an impactful presentation with the group. John gave several pieces of advice about how to perfect the skill of communicating effectively in a public setting and shared a formula for creating an impactful speech. He also shared stories from his experience and ended with a brief excerpt of an incredible section of one of Dr. King's speeches to which the class responded with a standing ova-



A program of the Central Delaware Chamber of Commerce

tion!

Later in the afternoon, two alumni, members of the LCD Class of 2020, Dawne Nickerson and Veronica Aceveda, representing public affairs in the 436th and 512th Air-lift Wings at Dover Air Force Base, offered a presentation about the relationship between the base and the news media. They shared how the delivery of news has changed in the Air Force over its history and emphasized the need for reports to be detail oriented and accurate. In addition, they shared an insightful training session about how to talk with the media.

The day's final presentation was shared by Mary Borger, Director of Marketing & Promotions with Draper Media. Mary was able to put everything that the day offered into some historical context. She shared about how much media has changed over the years and the impact those changes have had on the business of producing and delivering the news.

For the LCD Class of 2021, Media and Communications Day was eye-opening and informative. The class members enjoyed the hands-on experiences and gained a new appreciation for what it takes for news reports to be "fair and balanced." Their exercises in reporting and decision making helped them to understand the pressure involved in "telling it as it is." It became obvious throughout the day that the news media was not only an economic driver in Central Delaware, but also an industry that carries the responsibility of having a great deal of influence on Central Delaware's leaders, decision makers, and citizens.



Sponsors confirmed as of 10.22.21

Effective Leaders Serve



One of the requirements of our Leadership Central Delaware curriculum each year directs class members to work together on projects that will benefit the community. These Community Impact projects help students to apply their developing leadership skills to real-life situations that will help other members of the Central Delaware community. Project proposals are submitted each year by non-profit member organizations/businesses and are voted on by class members at their Opening Retreat in September.

At their Opening Retreat in September, the Class of 2021 selected a landscaping project that was submitted by NCALL. The folks at NCALL/Restoring Central Dover, Wesley College, and Delaware State University have been engaged in a collaborative effort to grow the only community garden in the city and, because the pandemic prevented their students from coming in person to work on improvements to the garden, needed help. They asked that a hardscape path be installed to make it easier to access the garden, that native plants and pollinators be planted to border the pathway, and that the garden itself be cleaned up

and replanted. Class members were responsible for planning, budgeting, fundraising, and working as a team to properly execute each project. Class members Tim Bailey, of Habitat for Humanity, and Patty Isherwood, of Bayhealth, were chosen by the class to serve as project managers.

We are pleased to report that the project has now been completed. The class appointed project managers, divided up the tasks, played to their strengths, and never gave up until the work was done. They worked with determination and persistence, even as challenges arose and hurdles threatened to block their progress. With every issue that arose, they simply used their flexibility to pivot to a new strategy and kept on working, taking notes and learning lessons along the way.

The culmination of the class's hard work was when they came together on two separate workdays to plant, weed, and mulch. Their work was well received and much appreciated. Frances Riddle, Community Volunteer with Restoring Central Delaware expressed her thanks in this way: "Thank you, Leadership Central Delaware, for a beautiful



garden path! In a matter of hours, an intrepid LCD team moved mountains of soil and compost and created beautiful border gardens along the new hardscape path."

Class members were deeply touched by the gestures and kind words of appreciation by passers-by on their workdays. "Several people driving by stopped to thank us and said they were excited to see the finished project. It's an amazing feeling to know that every time I drive by this garden going forward, I played a part in its success," remarked Heather Contant of Delaware Municipal Electric Corporation.

The community definitely felt the impact of the projects, but the class felt a certain impact as well. They learned about the need for good clear communication. They expanded their understanding of determination. They became proficient at teamwork.

In addition to the skills they learned, the impact projects also left their impression on the hearts of the class members. They spoke of being proud and feeling good about what they had accomplished.

"This project was especially meaningful to me because my oldest daughter and her church youth group helped in the Community Garden in the past as one of their service projects," explained Sarah Patterson of Faw Casson. "I'm thrilled that we were able to add a path to the garden along with other improvements to make it more visible to the community and to allow more space for teaching opportunities."

Ms. Contant also commented on all the learning opportunities that the class project presented. "Being



A program of the Central Delaware Chamber of Commerce



involved in the LCD Class of 2021 Community Impact Project was a growing opportunity in more ways than one. We chose to revive the community garden behind Wesley College and not only did I learn a lot about gardening and the benefits of growing plants native to the region, but as a class we accomplished this project together and got to know more about one another along the way."

The Class of 2021 rose to the challenge. Their drive and determination, combined with their sheer hard work, made a significant positive impact on our community. The biggest leadership lesson impressed on all who were involved was "Effective leaders are people who serve." And we all know, when leaders set an example of service to the community, great things happen!

An LCD plaque will be installed in the coming weeks and a dedication and ribbon cutting will take place to celebrate the class's accomplishment! Stay tuned for details and plan to attend. Congratulations to the Class of 2021 on a job well done!



Member News



Artisans' Bank President and CEO Elizabeth D. Albano with portraits of the former bank presidents dating back to 1861.



Artisans' Bank Turns 160

Artisans' Bank will be marking a milestone in 2021, celebrating the institution's 160th anniversary.

Artisans' Bank was formed in 1861 by a group of ten area businessmen who had the vision of creating a bank for local working people: the "Artisans". The founders of Artisans' Bank endeavored to create a mutual bank, owned by its depositors, that gave back to the community it served. Each founder invested \$4,000 and after charter costs and supplies, Artisans' Bank was chartered in February of 1861 and opened that April with working capital of \$1.93.

Artisans' Bank has thrived since 1861, growing steadily while remaining an independent financial institution focused on the community.

The Bank began adding branches in 1959 and over time products and service grew and expanded to provide a full range of financial coverage

for consumers, small business and commercial customers.

Today, 12 branch locations, as well as 2 commercial and consumer lending offices, serve the community statewide. As the Bank grew, so did the headquarters.

After operating for 147 years in downtown Wilmington, Artisans' built a new corporate headquarters at 2961 Centerville Road in 2008.

Elizabeth D. Albano, the 12th president of Artisans' Bank, says, "The occasion of our 160th anniversary causes me to pause and reflect upon my 30 years with the Bank; a time during which I have seen Artisans' continually advance to meet the evolving needs of our clients and the community at large. Our founders may not have been able to foresee what today's market would look like 160 years ago, but the foundation they created of being a stable

and trusted advisor to the community has proven to be timeless."

As a mutual bank, Artisans' continues the vision of its founders by remaining a strong, local institution that knows its customers, and works with them and for their benefit. Loans are approved in-house, and Relationship Managers work tirelessly to provide personalized guidance, services, and financing solutions that work well for their clients. President Albano says, "As we look toward the future, I am confident in our ability to continue to meet our customers' needs. Artisans' Bank's Associates, Board of Directors and I stand ready to rise to the occasion to work closely with and support our business owners and consumers."

For more information, please visit the Artisans' website at Artisans-Bank.com. Member FDIC, Equal Housing Lender. NMLS #774924.

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Gov. Carney Visits Dolce Bakery & Coffee Shop on his Small Business & Tourism




Governor Carney visited Dolce Bakery and Coffee Shop in Milford. Dolce, a previous EDGE Grant winner, is also a partner to other small businesses and nonprofits in the Milford area. More than half of its products comes from area businesses and its used coffee grounds are recycled to nourish the soil at Milford Community Gardens.





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Ambassador's Corner

Thank You, 2020-2021 Ambassadors!

The CDCC Ambassadors are official representatives of the Central Delaware Chamber of Commerce. They serve as our voice in the community and work hard to share the Chamber's brand in order to spread the Chambers mission and promote growth. They are critical in mentoring the CDCC's newest members and serve as liaisons for current members.

Ambassadors are often found helping out at Chamber events. They spend time reaching out to new members, as well as current members, and help to connect them with other Chamber members in an effort to help build networks and provide exposure. Ambassadors are called on to help celebrate milestone moments for members such as ribbon cuttings, business anniversary celebrations, and 5-Star pinning ceremonies. In many ways, ambassadors extend the reach of the Chamber.

People who serve as ambassadors have been business members for at least one year and are in good standing with the Chamber. The Ambassadors attend an Ambassador orientation, learn from other ambassadors, and do a lot of learning and growing on the job! Ambassadors are highly visible at events and gain the satisfaction of helping to acclimate new members. They assist new and current members as they complete their journey maps and celebrate with them when they earn their 5-star pins.

The CDCC would like to take this opportunity to thank this past year's Ambassadors for all their hard work and time spent with our members. Even in the face of a global health crisis, they did their very best to connect with members to support and encourage them throughout this challenging year - and we appreciate your efforts!

A very special thank you to:



Erlene George
Primarica

United Way of Delaware

John G. Moore

United Way of Delaware



Leah Gray
First Citizens
Community Bank

Your One-of-a-Kind Greeting

Esther Rich

Special Touch Card Creations



Keisha Brown
Formerly of Chesapeake
Utilities Corporation

Kate Greene
IMD4

Paul Seibert

PS Surety Consulting, LLC



Mike Fox
Splash! Designworks

Nina Jenkins
Harrington Raceway & Casino

For more information on connecting with your Ambassador or serving as an Ambassador, please contact us at the CDCC Office (302) 734-7513 or email adminassistant@cdcc.net. Ambassadors, thank you again - your service has been invaluable to the organization and we are better because of what you do!

Member News



(L-r) Dolores Blakey, Dr. Wilma Mishoe, Dr. Reba Hollingsworth and Del State's oldest alum Susan Browne, 103, dance to the music.



Submitted by Delaware State University
University President Tony Allen, U.S. Sen. Tom Carper, Del State Board Chairperson Devona Williams, and former University President Wilma Mishoe pose for a 130th Anniversary photo.

Del State 130th Anniversary celebration



Recording artist Avery Sunshine provided soulful music vocals during the celebration.

Sunday, May 16, 2021

It was 130 years, three months and one day ago that the old Loockerman property was filled with the carriages and horses of visitors who had come for the dedication of the then-newly established Delaware College for Colored Students.

A college for blacks in Delaware was a novel institution, and it is certain that many of the visitors came on that Thursday afternoon, Feb. 11, 1892 with doubts as to the future success of what they viewed as an educational experiment.

Fast forward 130 years to May 15, and the success of the institution was not in question in the minds of the festive gathering, but rather the spirit of celebration abounded in honor of the 130-year history of Delaware State University, as well as its numerous ongoing accomplishments.

The 130th Anniversary Celebration – held on the outdoor basketball courts near the MLK Jr. Student Center – also represented the second in-person event in the past two months that brought alumni back to their alma mater.

To see images from the 130th Anniversary Celebration, click on the below link:
<https://www.flickr.com/photos/48216028@N03/albums/72157719193808681/show>

Dr. Devona Williams, chairperson of the University's Board of Trustees, made it clear who gets her gratitude for how University made it through the past year of the pandemic. Samaj Hazzard, 2021-2022 SGA president, shared his perspective on the Delt State 130-year history.

"I just say praise God. Thank God that we are here, we have made it by His mercy through the last year," Dr. Williams said. "It has been a phenomenal year."

University President Tony Allen asked the gathering to be mindful of three numbers – 3, 3, and 7 (the institution began with three buildings, three instructors and seven students) – as well as the well-known New Testament scripture "Faith is the substance of things hoped for, the evidence of things not seen."

While noting the trials Del State has had

throughout its history, Dr. Allen said the COVID-19 challenges over the last year showed the institution that Delaware State University has become:

- As COVID-19 created hardships for Del State students, the University raised \$1.5 million for the Student Emergency Relief Fund (86% of which came from alumni).

- Del State faced a budget crisis of \$25 million. The University responded to the situation by raising \$40 million for DSU.

- The University reopened the campus for residential students in the fall of 2020 by partnering with Testing for America, which developed the COVID testing protocol and paid for it. Del State is now recognized nationally for its testing protocol success. Of the 78,000 tests administered throughout the 2020-2021 school year, the University had a remarkably low COVID positivity rate of 0.05%.

- After given a head start by the Digital Learning Initiative launched under Dr. Wilma Mishoe's presidential tenure, in the immediate wake of the spring 2020 onset of the pandemic, the University was able to convert 1,700 in-person classes to a digital virtual format in five days.

Dr. Allen also noted the impact and contributions of past Del State presidents Dr. Jerome Holland, Dr. Luna Mishoe, Dr. William B. DeLauder and Dr. Harry L. Williams in the development of Del State into the institution of excellence it is today. "What began with three instructors, three buildings and seven students, that college is now a \$140 million (University) organization, with a \$28 million research portfolio, a \$40 million endowment, and more than 25,000 alumni."

U.S. Sen. Tom Carper, who as the Delaware governor in 1993 signed into law the name change that established Del State's University status, noted that he started his career in politics working in an economic development office set up in the ETV Building.

"We need research that can be monetized and turned into economic opportunities for job creations. That's what you do here at Del State," Sen. Carper said. "When I worked at the ETV Building many years ago, there wasn't that much research going on (at Del State) that could be turned into economic development. But that has changed today."

State Rep. Stephanie Bolden, who is also a Class of 1969 alumna, reflected on the importance of Del State during the years of segregation.

"For the many Del State graduates this 130 years has provided the black community with higher educational opportunities that we were not allowed to receive from traditional colleges and universities," Rep. Bolden said. "It also fostered an important space for the fight for civil rights, equality and black liberation." Recording artist Avery Sunshine provided soulful music vocals during the celebration.

University Trustee Lois Hobbs noted the Uni-



Samaj Hazzard, 2021-2022 SGA president, shared his perspective on the Delt State 130-year history.

versity's Early College High School – the only such school on a college campus in Delaware – is adding greatly to Del State's legacy.

"I believe with the Early College High School we are raising Hornets who leave the high school nest – or hive – with college credits and a can-do attitude," Trustee Hobbs said. "They rise to DSU where they learn to build their own nest with education, values and optimism."

The gathering also heard from the perspective of student leaders.

"The way this campus has grown over the last three years alone makes me smile," said Devonte Brown, a rising senior from Queens, N.Y., and the vice president of the 2021-2022 SGA. "It makes me think about what progress this University will make in the next 130 years to come."

Semaj Hazzard, a rising senior from Philadelphia and the president of the 2021-2022 SGA, noted Del State's "legacy of greatness" throughout its history. (L-r) Dolores Blakey, Dr. Wilma Mishoe, Dr. Reba Hollingsworth and Del State's oldest alum Susan Browne, 103, dance to the music

"Not only did we do the impossible in 1891, we're doing the impossible in the present, the past and the future," Mr. Hazzard said. "And we will continue doing the impossible, because that's what makes Delaware State University stand out among the other colleges and universities."

Board of Trustees Vice Chair John Ridgeway, who is also the Chairman of the 130th Anniversary Committee, recalled some of the words of his DSC professors, and then put his own poetic spin to express his Delaware State University Experience:

"Something beautiful, Something Good
All of my confusion, Delaware State understood
My professors took all my shortcomings and strife

And made something beautiful out of my life."
The celebration also featured the music of nationally known recording artist Avery Sunshine, as well as from the soulful sounds of Urban Guerilla Orchestra from Philadelphia.

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Hanging Out on the Greens with TEAM Dover



The CDCC's annual Bluesuiters Golf Tournament, held May 19th at Jonathan's Landing, was an amazing celebration of TEAM Dover! Over 100 golfers participated in this year's event, about half of the golfers were airmen who were sponsored by the community. The golfers were a wonderful mix of members of the Dover business community and military personnel from Dover Air Force Base (DAFB). This event is one of three events hosted each year by the Military Affairs Committee of the Chamber and is designed to build and strengthen the relationship between DAFB and members of the Central Delaware community.

The golfers met at 10 am for registration, and at 11 am, they were sent out to their beginning holes for a shot-gun start. Foursomes for the tournament were mostly comprised of 2 airmen and two civilians. The spectacular sunny, blue-sky, 86-degree day was filled with fun and laughter, conversations and networking, and a little healthy competition!

We want to say a big "thank you" to our tournament sponsor, Embrace Home Loans, for making this event possible. Thank you also to our primary sponsors: Burke Equipment Co., Compass Investment Advisors, Delmarva Veteran Builders, Dover Federal Credit Union, Independent Metal Strap Co., Inc., N.K.S. Distributors, Inc., Pepsi Bottling Ventures of Delmarva, Pike Creek Mortgage Services, Inc., Pinnacle Rehabilitation and Health Center, Wilmington University, Capriotti's of Dover, and ShureLine Electrical.

Several member businesses served as tee and green sponsors: Bill Hare- Always Advertising, Ceil Jones - Realtor, Century Engineering, Inc., Chick's Saddlery, City of Dover, Delaware's Quaint Villages, Del-One Federal Credit Union, Dover Downs Hotel & Casino, Jeystone Funding, Lighthouse Construction, Inc., Regulatory Insurance Services, Inc., Smyrna Nutrition, The Rivera Group of Keller Williams Realty, Two Men and a Truck, Wagamon Technology Group, and Wealth Management Group, LLC.

As the golfers made their way around the course, they were treated to a variety of goodies and snacks graciously provided by member

businesses. Thank you so much to Delmarva Veteran Builders, Dover Downs Hotel & Casino®, Humana - Kimberly Hopper, Pike Creek Mortgage Services, Inc., Post Acute Medical Rehabilitation Hospital of Dover, and Woody's on Wheels.

Thank you to our Airmen Golfer Sponsors: Bill Hare - Always Advertising, Century Engineering, Inc., Compass Investment Advisors, Delaware's Quaint Villages, Dover Downs Hotel & Casino®, Rick Downes, Eric Gloss, Independent Metal Strap, Co., Inc., Randy Kroegman, Lighthouse Construction, Inc., David McClellan, Robert Mooney, Commander - Delaware Wing Civil Air Patrol, N.K.S. Distributors, Bob and Judi Pflaumer, Pike Creek Mortgage Services, Inc., Regulatory Insurance Services, Inc., Al Rinaudot, John Shevock, Shore United Bank, Tim Smith, William Vendetti, and Steve Welde.

All of our golfers were treated to door prizes at the end of the outing thanks to: AAA Midatlantic, Blood Bank of Delmarva, Buffalo Wild Wings, Central Delaware Habitat for Humanity, DART, Delaware Crime Stoppers, Delaware Municipal Electric Corporation, Delaware State News, Delaware's Quaint Villages, Del-One Federal Credit Union, Dover Federal Credit Union, Embrace Home Loans, Fifer's Farm Store, Fordham & Dominion Brewing Co., Go Glass, Grey Fox Grille, Harvest Ridge Winery, High Ground Creative, Kent County Republicans, Mission BBQ, Nickle Electrical Companies, Pike Creek Mortgage Services, Inc., Pinnacle Rehabilitation and Health Center, Proforma Preferred Solutions, Sack Health Benefit Advisors, LLC, Texas Roadhouse, Two Men and a Truck, Westminster Village.

Thank you to Sayer's Jewelers & Gemologists for the hole-in-one gold tee prize. Thank you to Jonathan's Landing for providing such a beautiful and welcoming setting for our event. Thank you to our many volunteers. And thank you to all our golfers!

We will look forward to seeing you all again next year for this popular TEAM Dover event! In the meantime, keep an eye on your calendar for our other TEAM Dover events!



“The Day’s Champs”

**Closest to the Pin #11
Brad Duncan - 21”**

**Longest Drive #6
Men - John Dittig
Ladies - Joy May**

**3rd Place - 56
Bill Hare
Kevin Yingling
John Dettig
Kyle Parker**

**2nd Place - 56*
Mike Mendoza
Andy Turillo
Wayne Lightburn
Richard Smith**

**1st Place - 55
Mike Kelley
Mike Breliia
Bradley Duncan
Jacob Barnes**





There's Value in the 55+ Expo for People of all Ages!

The CDCC is now in its 20th year of presenting the popular 55+ Expo and we want you to understand something critically important: the 55+ Expo is NOT an event just for senior citizens! Much of what happens at the event is planned with seniors in mind and much of our focus is in ensuring that the golden years are filled with life and energy. However, if one waits until they've reached those years before starting to envision and plan how they want them to look, it will be difficult to make their dreams come true. In addition, many in the age bracket 35 and older find themselves caring for aging relatives. In addition to our Caregiver's Support Center, the 55+ Expo, with over 100 vendors, features a variety of goods, services, and resources that can help. Don't skip this article because you are not yet 55... and don't skip the Expo either, or you may miss something truly valuable for someone your age, whatever your age is.

On Tuesday, August 10th, 2021, from 9 am – 3 pm, many people from Delaware and surrounding states will gather at Dover Downs Hotel & Casino®- Rollins Center for one of the largest expos of its kind in Delaware, the CDCC's 20th Annual 55+ Expo. The Central Delaware Chamber of Commerce is pleased to present an event designed to bring seniors and their caregivers together with the products and services that will allow them to live their best lives. This FREE event will showcase businesses that can assist our seniors as they do their best to maintain active lifestyles and stay involved in their local communities.

Bayhealth Medical Center will be on hand to provide free health screenings and informational tables in our Wellness Center. Consultants will be there to help answer questions and offer guidance on the journey to better health.

The 55+ Expo is not just for seniors! The 55+ Expo also offers help for a younger generation



20th Annual

55+
PLUS
EXPO

Tuesday, August 10, 2021

FREE Admission

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that may be providing care for parents and grandparents in the Caregiver's Support Center. Caregivers bear an enormous responsibility. Knowing the multitude of resources that are available and how to find them will be a critical component as you care for your family's older generation.

We'd like to take this opportunity to thank our businesses that have already committed to sponsoring this event (as of 5/26/21): Wellness Center Gold Sponsor: Bayhealth Medical Center; Gold Sponsors: First State Orthopaedics, Humana – Kimberly Hopper, The Center at Eden Hill; Silver Sponsor: Highmark Blue Cross Blue Shield Delaware; Network Nook Sponsor: Cooperative Credit Union Association, DART; Event Sponsor – Dover Downs Hotel & Casino®, and our Media Sponsor: Dover Post.

Exhibitors are invited to register online. The cost per 8' x 10' exhibit space is \$375 for CDCC Non-profit or CDCC State Agency Members; \$450 for CDCC Members until July 1st (\$525 after 7/1/21); and \$925 for Non-members. Double booth space rates are available. Cost includes a skirted table with two chairs, a booth identification sign and electricity.

For more information about participating as an exhibitor, a sponsor, or a volunteer, call the CDCC Office at (302)734-7513 or visit www.cdcc.net/55plus. We look forward to seeing you on August 10th, enjoying this unique expo and, whether you are a senior, someone who's planning to be a senior, or a caregiver, discovering new ways to live your best life!



Member News

Caruso Begins Construction in Central Delaware

As the ribbon was cut at the Grand Opening of the Delaware Division of Caruso Homes in February, a new chapter of providing semi-custom homes began! The team at Caruso is excited that more people are discovering the benefits of living in Delaware. They describe it as a haven away from the hustle, but with convenient proximity to shopping, dining, and outdoor recreation. Award-winning beaches and prestigious schools only add to the charm of the First State.

The experts at Caruso, currently a team of six – three in sales, two construction managers, and one division manager, are currently working on three homes on Metz Drive in Camden-Wyoming. Two of the homes are the Deerfield model, but because of the land's natural contour, adjustments have been made giving them some differing features. The Deerfield is a two-story, 4 – 5 bedroom home with a garage. The third home is the Ashland model – a smaller one-story, 3 – 4 bedroom home with a garage and an optional loft and optional patio or deck. Originally built to be model homes, all three have already sold!

Chris Cooper, Construction Manager, describes Caruso as an “on your lot” builder, meaning that customers typically have land or are seeking individual lots on which to build their new homes. Caruso offers customers over 30 models from which to choose. In addition, there are several options offered with each home, making very few finished homes exactly alike. From adding closet space to adding bathrooms to converting a garage space into a playroom, the team at Caruso has built flexibility into their business model to really give customers the homes that fit best for their families.

Occasionally, the standard options don't cover the family's need and they ask about additional adjustments. Chris calls these the “can we” moments! “The people we work with are impeccable!” remarked Chris. “They are willing to think outside the building plans, they have the creativity to generate ideas for alterations that make sense, and the ingenuity to make them happen. I love working with people like that!”

With these first three homes under construction, Caruso is moving quickly into other areas of the state. Next in their sights are projects in Seaford, Laurel, Middletown, Townsend, and beyond. An estimated 14+ construction starts are scheduled for June and July.

“Our team at Caruso Homes is thrilled to be working in Delaware and very excited to be part of the Central Delaware community,” commented Chris. “We are as excited to make our home here as our customers!”

At the heart of every Caruso Home is the company's “We Care” attitude - a commitment to uncompromising quality and exceptional customer service. They believe that every homebuyer is unique and deserves a home built to suit their needs. The company modestly found its start in 1986, building custom homes for people unwilling to settle for “standard.” Since then, discerning homebuyers throughout the Washington, D.C., Baltimore, MD and Raleigh, NC markets have counted on Caruso to provide them with superior quality of craftsmanship in new home construction and design.

After several months of preparation by Jon Gallo, Caruso's Division Manager, an office here in Delaware was established, potential building sites and lots were identified, and a team was built. The experts at Caruso Homes are excited to bring their “We Care” attitude and their dedication to quality and customer service to Delaware and the Eastern Shore of Maryland.

Caruso's highly professional staff is excited to help customers build the home of their dreams here in the beautiful and scenic First State! Whether families are seeking homes with just two bedrooms or five, two bathrooms or six, built on their own lot or a new one, Caruso Homes offers a range of new construction plans to suit any family's needs and budget.

For more information about the Delaware Division of Caruso Homes, please visit their website at www.carusohomes.com and click on “Delaware.” Feel free to give them a call at 302.244.5692 or stop by their office conveniently located at 3263 Bay Rd. in Milford.



Chris Cooper (Coop), Construction Manager



The Deerfield, Lot #1



The Ashland, Lot #2



Plenty of cabinet space!



The addition of stone to the front is a stand-out feature.



The Deerfield, Lot #3

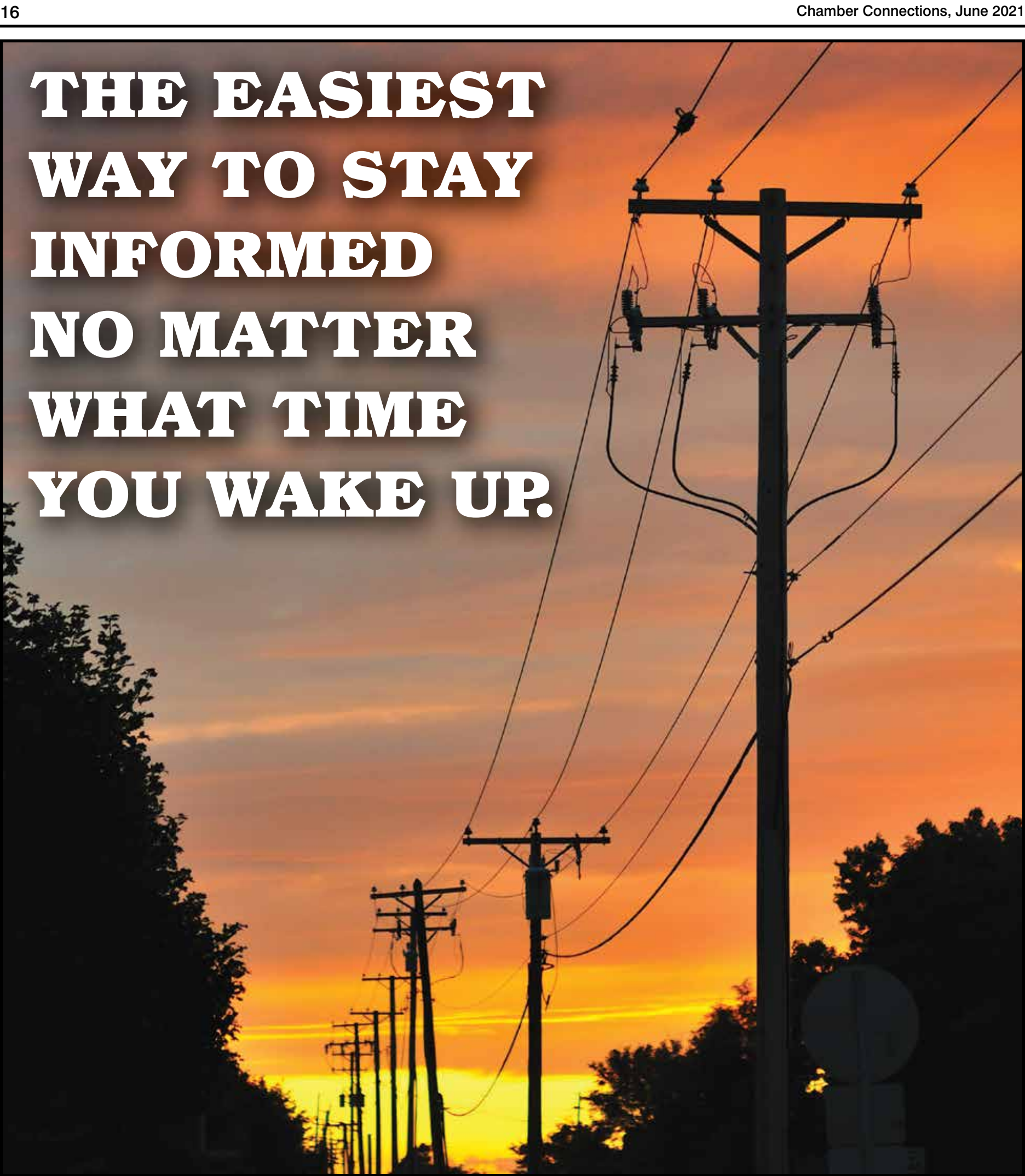


Interested in Building Give Caruso a call or visit their website!



Spacious rooms with a great deal of natural light mark the models on Metz Rd.

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An Evening All About Building ... Your Network!



On Wednesday evening, May 26th, the team at Lessard Builders welcomed Chamber members and guests to an indoor/outdoor gathering at their beautiful office in Camden. Participants enjoyed an evening of networking, sharing business cards, gaining qualified leads, and catching up with colleagues over delicious refreshments.

and the array of refreshments was delicious!

Also, as part of the evening's festivities, several members were excited to win drawings for amazing door prizes and the Member of the Month for July was chosen. It was an evening filled with making contacts and renewing business relationships... and big fun!



The Lessard's did an amazing job of welcoming everyone to their location and explaining a bit about all the exciting projects that are currently underway. The event was catered by Roma Italian Restaurant

and soon!



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Member of the Month

Name: Renee Smith

Title: Owner

Business: Smith, Cohen & Rosenberg LLC

Address: 838 Walker Rd. Suite 2B,
Dover, DE 19904

Hours: 8am – 5pm

Phone: 866-293-4315 or 302-260-8007

Website: www.scrsolutions.net

Email: office@scrsolutions.net



Smith, Cohen & Rosenberg
Where Your Money Moves

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

With over 35 years in the industry, I decided it was time for someone to offer local clients a way to recover money that was owed to them.

We opened in 2016 and now offer a range of Accounts Receivable services, Commercial and Consumer Collections, Credit Reporting and Legal Forwarding Services.

If you are experiencing a slow pay or no pay or just need help with your Accounts Receivable, contact our office to best determine which service(s) we can assist you with.

Tell us about your role in the business/organization.

I am a hands-on owner who is still involved with client relationships and the delivery of superb services for our clients.

Tell us something that makes your business/organization unique.

What sets us apart from the others is a true sense to treat our clients with honesty and integrity. We work and treat all clients in the same manner and feel the business relationship with our client is key to a fruitful business.

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

We see a continued growth within the County and State of

Delaware as we continue to educate and make people aware that we can help those in need – even when they think there is nowhere to turn to recover their funds.

How has the Chamber helped your business/organization grow?

One of my Client Services Staff members and I may have met many of you at different events or zooms! We love the interaction that the Chamber can provide to a smaller Community such as Kent County. We have been able to build our networking group and enjoy the friendships we have gained along the way!

What is your best advice to other businesses/organizations?

There is a big difference between twenty years of experience and one year repeated nineteen times.

Be a lifelong learner. Know your fundamentals and principles, but remain open-minded for opportunities that may lead to a better or more valuable perspective. No matter what your job, you can avoid having the same experience every year that way.

When speaking with or taking advice from others, discern whether you are receiving twenty years of experience or one year repeated nineteen times.

How can I let people know about our big sale?

How can I help people know where we're located?

How will I get the public to come to my Grand Opening?..

Where can I inform people about our new product?

How can I let everyone know about our company's anniversary?

Where can I advertise an open position in my company?

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CDCC joins Fur Baby Pet Resort for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Fur Baby Pet Resort on May 1st at 11 am. The ceremony was held at their location, 301 NE Front Street in Milford. Chamber members, friends, and staff members joined owner, Sherry Shupe, and the team at Fur Baby as they celebrated their 10th Anniversary and the Grand Opening of their new facility!

Servicing Delaware since 2011, Fur Baby is Milford’s #1 pet boutique, day care, hotel, and spa. The mission at Fur Baby Pet Resort is to create an environment in which pet parents can gather to strengthen their bond with their pets. With a commitment to the highest standards of care for their daycare, hotel and spa guests and their team of dedicated animal professionals, they strive to offer superior services and products.

Recognizing the evolving landscape of the pet industry, the experts at Fur Baby Pet Resort have expanded their boutique to include holistic services such as doggie daycare, overnight hotel, spa grooming and grocery. In 2021, Fur Baby Pet Resort opened a 10,000 square foot facility. The business was instrumental in the rehabilitation of the riverfront property in Downtown Milford that had been abandoned for over 20 years. The land, now known as the Mispillion Gateway, leads into Milford’s Downtown Development District and hosts two growing businesses.

Upon relocation to Delaware from Annapolis, Maryland, owner Sherry Shupe chose Milford because of its strong sense of community. Over the years, the team at Fur Baby has enjoyed that same support and has seen it strengthen their business as they have expanded their space, services, and team, not just once – but three times! As they searched for a



permanent location for Fur Baby, they decided to make an investment back into their community by revitalizing a property that had been empty and in disrepair for 20 years. Already, in their first two months in the new location, they have continued to receive an outpouring of community support for their business and their team.

Owned and operated by dedicated animal lovers, the experts at Fur Baby strive to offer nothing but the best service and products for clients and their “Fur Babies!” The folks at Fur Baby offer Doggie Daycare, 7 days per week in 10,000 square feet – this space includes indoor and outdoor playrooms! They also operate an overnight hotel, featuring oversized rooms, gourmet menus, and specialized

care. In addition, Fur Baby Pet Resort’s Sap Grooming is Delaware’s only American Kennel Club safety certified salon with professionally trained groomers. Their Specialty Boutique offers human grade, local, and eco-friendly items for pets and their owners. And the Grocery Division at Fur Baby Pet Resort features biologically appropriate nutrition for cats and dogs.

Fur Baby Pet Resort is proud to be a part of the Central Delaware Community. They have enjoyed finding ways to give back and serve their community by participating in events, fundraisers, and volunteering in organizations like Downtown Milford, Inc., The Greater Boys and Girls Club, and Brandywine SPCA. They also partner with local veterinarians to

provide opportunities for low-cost wellness visits through onsite clinics, as well as encouraging fostering and adopting, both on site and locally at rescues and shelters. In their new location on the gateway to Downtown Milford, their hope is to serve the community in a larger role by inviting local organizations and businesses to partner with them to promote positive causes.

To learn more about Fur Baby Pet Resort and what they have to offer, call (302) 725-5078. You can also visit them on the web at www.furbabypetresort.com. Please join the Central Delaware Chamber of Commerce in congratulating Sherry Shupe and her team as they celebrate their 10th Anniversary and on their Grand Opening in a new location!

CDCC joins Spanglish Foods, Inc., for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Spanglish Foods, Inc., on May 21st at noon. The ceremony was held at the CDCC Office, 435 N. DuPont Highway in Dover. Chamber members, friends, and staff members joined owner, Loida Hopkins, to celebrate her company’s 1-year Anniversary!

Loida articulates the mission of Spanglish Foods in this way: “Our mission is to use food and flavor to unite people from all backgrounds and cultures.” Food is a basic human need – but it is also one of the strongest forces that connects people to each other. Spanglish Foods, Inc., currently sells an all-natural adobo seasoning that makes cooking with flavor easy, inexpensive, and healthy. Spanglish Foods, Inc., is excited to be able to make it easy for their customers to make food taste great!

The Spanglish brand was founded in 2012 as Loida was cooking platters (Hispanic food) for her coworkers, family members, and friends. Upon arrival in Delaware to begin a new chapter one year ago, Loida recognized an opportunity to provide a wonderful product. It was then that she created her own adobo seasoning blend. Spanglish Foods began operating as a cottage food establishment. At that time, Loida was working from her own sterilized kitchen, packing and labeling bottles, and handling sales. Since then, she has joined the Central Delaware Chamber of Commerce, obtained a co-packer,



and began selling her product on the Spanglish website and on Amazon.

Spanglish Foods, Inc., is proud to be a part of the Central Delaware Community. Spanglish Foods is eager to give back to the community. They’ve been excited to share their seasoning packets with the folks at Code Purple. During their Christmas food drive, they donated 50 packets of their adobo seasoning to accompany and spice up their meals. As the company grows and as they become aware of more opportuni-

ties, they hope to help address the needs of the local community in ways that make sense for both the community and the company.

To learn more about Spanglish Foods, Inc., and what they have to offer, call (302) 336-8243. You can also visit Spanglish Foods on the web at www.SpanglishFoods.com. Please join the Central Delaware Chamber of Commerce in congratulating Loida Hopkins and Spanglish Foods on their 1st Anniversary in business!

CDCC joins Portrait Express for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Portrait Express on May 21st at 4 pm. The ceremony was held at their new location: 1 N. Railroad Avenue in Wyoming. Chamber members, friends, and staff members joined owner, Dale Kurtz, and his team to celebrate the company's Grand Opening!

Born and raised in Central Delaware, Dale Kurtz was interested in bringing a service to the area that is not currently available – with a small-town feel. Located in the old train station in the heart of Wyoming, Delaware, Portrait Express is Delaware's newest portrait studio. Portrait Express provides family portrait photo sessions, headshots, school photos, newborn photos, and much more. The folks at Portrait Express not only offer exceptional photography, but they print all the portraits on location. This enables customers to conveniently take their prints with them at the end of their appointment.

The Portrait Express is proud to be a part of



the Central Delaware Community and is eager to give back to the community. They have been happy to donate services to charitable causes and events in the community. On May 22nd and 23rd, Portrait Express will be honoring military personnel and first responders with free photos.

To learn more about Portrait Express and

what they have to offer, call (302) 525-3222. You can also visit Portrait Express on the web at www.portrait-express.com. Please join the Central Delaware Chamber of Commerce in congratulating Dale Kurtz and the Portrait Express on their Grand Opening!



New Member Spotlights

Meet Tish Mattern and bombshell hair studio

bombshell hair studio, one of the newest salons in Dover, has brought a new concept style salon studio to the region! From its exterior façade to its stylish décor, Tish Mattern, salon owner, has followed her dream over the past year and created an elegant and luxurious style salon. With 20+ years in the beauty industry and her experiences of working in some of the best style salons in the Rittenhouse Square section of Philadelphia, she is thrilled to bring a high-end style salon to Dover.

While the primary focus of the salon is to provide outstanding hair care service from highly trained and well-established stylists, they also provide a variety of other beauty services. The staff at bombshell is continuously engaged in honing their skills by participating in Advanced Mastery coloring and cutting courses. They are also certified in Keratin complex smoothing treatments and The Dream Catchers hair extension method. They use high quality

professional hair care products for preforming services and sell a wide range of hair care products, including their very own branded hair care line, bombshell luxury hair care.

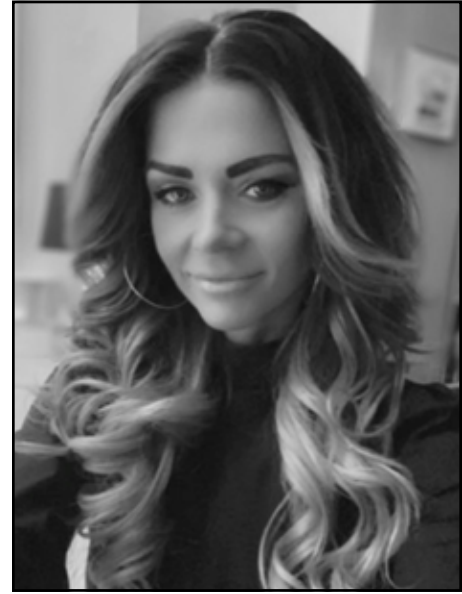
Tish is thrilled to have such highly skilled and dedicated professionals working alongside her as she continues to build and expand her company. In addition to the Professional Hair Care and Nail Services they provide, Tish has also developed her own brand of hair care products, "bombshell luxury hair care."

Opening bombshell hair studio is the fulfillment of a dream for Tish. During her 14 years of working as a stylist in Dover, she developed a deep passion for opening her own salon. She was eager to bring the type of ambiance she experienced in Philadelphia to the people of Dover. She designed a sophisticated and elegant salon studio with a friendly, family orientated, welcoming atmosphere. Tish worked with a design team and other area professionals to

bring something fresh and modern to the area.

When Tish made the move from Philadelphia to the Dover area with her husband and three children, she already felt fairly connected. Her husband and his family are locals to Dover and are well-known for their service and dedication to the community. Their legacy of community relationships helped Tish to develop her network and expand her reach. As a new small business owner, she is very excited to be a member of the Central Delaware Chamber of Commerce. She is looking forward to the opportunities and resources the Chamber will provide. She is eager to meet and network with Fellow business owners and professionals in the area and the community.

For more information about bombshell hair studio, visit their website at www.bombshell-hairstudio.com, or give them a call at 302-735-1816. Please join the Central Delaware Chamber of Commerce



Tish Mattern, Owner

in welcoming Tish and the team at bombshell hair studio into our membership!

Meet Barbara Day and Instant Imprints

Instant Imprints is a visual branding company. They help clients stay top of mind for their customers by using four visibility tools: Logo'd Apparel, Signage, Document Services, and Promo Products. Logo'd Apparel includes everything from t-shirts, to sweatshirts, to hats. It also includes button down shirts, polo shirts, jackets, bags, and more! Their Embroidery and Screen Print options include different apparel location sites, overall number of colors in their clients' personal logos, even additional printing avenues that are beautiful when completed and budget friendly. In addition, their signage capabilities are vast. They offer fantastic yard signs and banners, as well as larger signs, routed signs, event trade show displays and many options to help businesses improve visibility.

Instant Imprint's Document Services can provide business cards, flyers, trifolds, postcards, mailers – they can even mail merge and help with the mailing. The most diverse tool offered is their division of Promotional Products including pens, frisbees, stress balls, collapsible dog bowls... they have ways to print on

almost any items! Nearly all production is handled in house, assisting the team at Instant Imprints in ensuring the highest quality possible.

The team at Instant Imprints is happy to work with clients to help strategize and choose the best products for their event or team. The Instant Imprint team, with a great deal of experience, is capable of assisting customers throughout the entire process. Owner, Bryan Drysdale works hard to be hands-on with clients. He enjoys having conversations with entrepreneurs to help them reach their goals. Barbara Day, the company's CDCC rep, loves to chat with clients and enjoys networking cross the board.

While Instant Imprints is not actually a "new member," Barbara Day recently joined the company in a role focused on Business Development and Marketing. Barb has over 30 years of experience in providing excellent client relationships, business sales opportunities, exhibiting a collaborative spirit and nurturing business development for a wide array of business genres. She joined Instant Imprints after many years in the industry when her previous company



Barbara Day, Business Development & Marketing

did not survive COVID. As in her previous position - keep a watchful eye for her future much sought-after invitation to the annual Death by Chocolate networking event. This event is a chance to say thank you to current clients, meet future clients, share a multitude of chocolate goodness and provide attendees with a customizable Swag Bag.

When not networking and building business relationships, she and her husband are avid Phillies fans, love to spend time with their rescue



dog, travel and are planning their daughter's wedding for 2022. Barbara also has her own Stampin' Up! demonstratorship of 22 years and teaches people the art of card making, scrapbooking and overall crafting with rubber stamps.

After attending the Mini Masters event in 2021, Barbara saw a huge potential to meet interesting people and network to help them increase their businesses. Helping others succeed with their branding and marketing goals, while being budget minded, helps to build long lasting relationships both business and friendships. Barb is looking forward to many of the upcoming events including Mixers, Gals That Give Charity events, and perhaps even sharing some personal knowledge at an upcoming event.

For more information about Instant Imprints and all they have to offer, visit www.instantimprints.com/wilmde. To connect with Barbara, email her at barbarad@instantimprintsde.com. Please join the Central Delaware Chamber of Commerce in welcoming Barbara to the Instant Imprints team and into our membership!

New Member Spotlights

Meet the Double D Tap House and Their Team



Gina and Dwayne



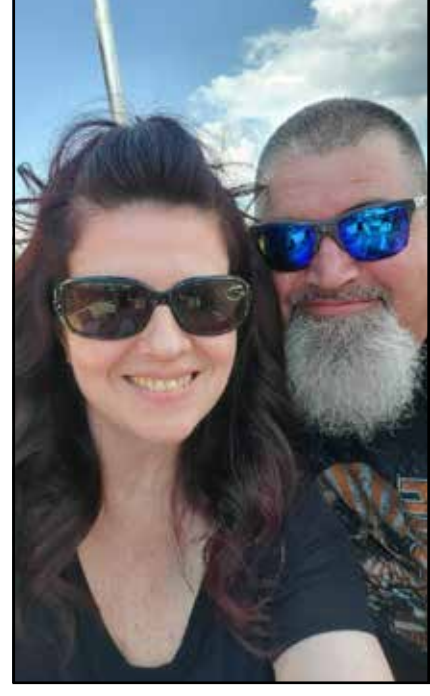
Opening soon near the North Dover Walmart Supercenter, the Double D Tap House promises to bring local Delaware craft beer, Delaware wines, Delaware distilleries and Delaware meads together under one roof! Double D Tap House will specialize in bring people together over high quality local libations. While food will not be served at the Double D, patrons are welcome to bring food or order food through door dash and grub hub – or purchase food from Dominoes, which is right next door!

A love for local crafts and a passion for visiting wineries, breweries, and distilleries are what motivated the cre-

ation of the Double D Tap House. High School sweethearts, Dwayne and Gina Havens, originally from New Castle, Delaware, moved south 18 years ago to raise their daughters. They share their excitement for the new business with their business partners, Donna and Tony, originally from Wilmington and raising their daughter and four rescue dogs in Bear, DE.

The team at Double D Tap House is excited to be part of the Central Delaware Chamber of Commerce! They are grateful for the assistance their Chamber ambassador has offered and look forward to all the resources the Chamber has to offer. They will be delighted to meet and connect with fellow members.

For more information about the Double D Tap House, visit their website at www.ddtaphouse.com or email them at pourchoices@ddtaphouse.com. Please join the Central Delaware Chamber of Commerce in welcoming the team at the Double D Tap House into our membership!



Donna & Tony

Meet Chuck Ward and Delaware Public Media



Chuck Ward, Director of Sales

Delaware Public Media, is the first and only NPR affiliate licensed, established, and headquartered in Delaware. They were founded over 10 years ago and operate from studios on the Dover campus of Delaware State University. Their mission is to serve the public interest by providing unbiased and in-depth news and information that informs, educates, and engages the citizens of Delaware. Broadcasting on WD-DE-FM 91.1, their unique mix of programming combines NPR content with First State specific news and features produced by their own award-winning team.

The folks at Delaware Public Media promise that you and your business can benefit greatly by underwriting with on-air announcements and on their stellar website: www.delawarepublic.org with Web Ads. Delaware Public Media will design



a marketing/underwriting plan that will get the results you deserve.

Chuck Ward, Director of Sales for Delaware Public Media, born and raised in Wilmington, is a graduate of the University of Delaware and has a deep understanding of the business and political fabric of Delaware. Chuck has held high profile positions in the Broadcasting Industry with CBS and Delmarva Broadcasting and in the Information Industry with Thomson-Reuters. Chuck served in the U.S. Army as an Intelligence

Agent and Vietnamese Linguist. In addition to his work with Delaware Public Media, Chuck also serves as President of the Lewes-Rehoboth Beach Rotary, enjoys golf, is active with community service, and resides in Milton with his wife Joanne.

Delaware Public Media is proud to be a part of the Central Delaware Chamber of Commerce and looks forward to meeting in person in the very near future.

For further information about how you can be an underwriter with Delaware Public Media, call or email Chuck Ward at Delaware Public Media, 91.1 FM WDDE, (302)430-6370 or email cward@delawarepublic.org.

Please join the Central Delaware Chamber of Commerce in congratulating Delaware Public Media on their fine work and thanking them for what they bring to Delaware!

Meet Jenea Hall and Sophisticated Scrubs, LLC

Sophisticated Scrubs, LLC, is an on-line and mobile medical apparel business offering a variety of medical clothing in many brands. Customers are invited to shop online and can browse by brand name or by item type. Offering both men's and women's apparel, Sophisticated Scrubs offers a complete line of scrubs, lab coats, compression socks, footwear, and accessories.

Jenea Hall is the owner of Sophisticated Scrubs, LLC. Originally from Philadelphia, Jenea relocated to Townsend, Delaware, in 2006. In addition to serving the community as a professional business woman, she enjoys her role as wife, mother, and grandmother.

She is excited to be a member of the Central Delaware Chamber of Commerce because she believes that what the CDCC has to offer will help her succeed in her business. She looks forward to becoming acquainted with fellow chamber members



and is excited to enlarge her network and expand her reach.

To learn more about Sophisticated Scrubs, LLC, and all they have to offer, visit their website at www.sophisticatedscrubs.shop or email Jenea at sophisticatedscrubs@gmail.com. Please join the Central Delaware Chamber of Commerce in welcoming Jenea and Sophisticated Scrubs, LLC, into our membership!



Jenea Hall, Owner

New Member Spotlights

Meet Gregory and Thais Lockett and Top Five BBQ



Top Five BBQ Bakery is a Restaurant and Food Truck Business. The mission of Top Five BBQ Bakery is to serve great food for a great price all over Delaware. Owners, Gregory and Thais Lockett, are anxious to serve food items that people will love, in a way they'll enjoy, and for a great price!

Top Five BBQ Bakery began in 2018 as a Food Tent at local events around Delaware, like Dover's Farmer's Market. Eventually, a food truck was purchased enabling Top Five BBQ Bakery to travel to events all over Delaware and in Maryland including NASCAR races, the Delaware State Fair, Dover's Comic Con, the Salisbury Festival and many more. Throughout the global health crisis, owner, Gregory Lockett never stopped thinking about and planning his next big step – his goal was to own his own restaurant.

In addition to serving customers at their new location at the Dover Mall, the team at Top Five BBQ Bakery is happy to cater with or without the food truck for any occasion. From parties to company meetings to any kind of celebration involving delicious food, Top Five BBQ Bakery is willing to work with businesses, community organizations, and people everywhere to provide good food at a great price. They are particularly known for their \$5 BBQ meals, appetizers, and special. Whether you order a pulled pork or pulled chicken sandwich, a cheeseburger, a quesadilla, nachos, or anything else on their varied menu, you are sure to



Gregory & Thais Lockett, Owners

enjoy a wonderful eating experience! Customers are invited to come in person or to order online through the website for pick up or delivery.

After a successful start to their business with the Food Truck, Greg and Thais were on track for their best year yet in 2020. With bookings appearing already in February of that year (two months earlier than normal), they were well on their way to realizing their dream of establishing their own restaurant... and then the pandemic cancelled all their bookings. They never stopped planning. After many months of hard work and determination that never allowed them to give up, Top Five BBQ opened at the Dover Mall in April of 2021.

Greg and Thais and their family live, work, and play in Dover. When they are not cooking or ca-

tering, they enjoy bowling and playing basketball.

Greg and Thais are thrilled to have joined the Central Delaware Chamber of Commerce. They look forward to the marketing and promotion resources the Chamber offers. They are excited to meet fellow chamber members and expand their network and their reach. They are confident that membership in the Chamber will offer their business exactly what it needs to grow.

For more information about Top Five BBQ, visit them at the Food Court in the Dover Mall or on their website at www.top-five-bbq.square.site. Please join the Central Delaware Chamber of Commerce in congratulating the team at Top Five BBQ on their new business and their choice to join the chamber!

Member Milestones



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



This month, we are pleased to recognize two Milestone Members who are celebrating 45 years of CDCC membership, Bayhealth Medical Center and Dover Pools.

An affiliate of Penn Medicine for heart and vascular, cancer, and orthopaedics, Bayhealth employs more than 4,000 workers and boasts a medical staff of over 400 physicians. The mission of Bayhealth is to strengthen our community, one life at a time. The team at Bayhealth offers a variety of services at their two hospital campuses and several other health centers throughout Kent and Sussex counties.

Bayhealth has been an especially critical resource during the COVID-19 pandemic, fighting the virus on the front lines. The cou-

rageous healthcare team at Bayhealth worked tirelessly to assist COVID-19 patients and to educate the community about combating the spread of the deadly virus. Their efforts have played a major role in the healing of our region and have paved the way for central and southern Delaware to get back to business.

To learn more about Bayhealth medical Center, visit their website at www.bayhealth.org.

Delmarva's award-winning, locally owned pool and spa dealer, Dover Pools, has been serving the Dover community since 1976. The folks at Dover Pools are happy to assist customers with hot tubs, swim spas, above-ground pools, and pool supplies. They are the region's headquarters for family fun and relaxation!

Dover Pools has recently been inducted into the Aqua 100, an exclusive honor bestowed on just ten North American pool and spa retailers each year. In spite of the adversity specialty retailers of all kinds have faced over the past several years – the rise of online shop-



ping, the pressure of a recession, the global pandemic – the Aqua 100 honors the diamonds of excellence that have not only survived, but have thrived, bringing hope that the spirit of brick and mortar businesses will carry on!

To learn more about Dover Pools and to see all they have to offer, visit their website at www.doverpools.com.

Bayhealth Medical Center and Dover Pools are proud members of the Central Delaware Chamber of Commerce. Congratulations to both on their 45 years of Chamber membership! Thank you to both for the role you play in Central Delaware and for what you bring to our community. And thank you for your support and your 45-year commitment to the CDCC!

Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
Bayhealth Medical Center.....	45
Dover Pools.....	45
Advantech Incorporated.....	30
Kent-Sussex Industries, Inc.	29
Air Mobility Command Museum.....	26
Steve Welde.....	25
FANTINI RESEARCH.....	19
Delaware Hospice, Inc.	17
Creative Logo Apparel.....	16
First Class Properties.....	15
First State Heritage Park.....	15
Dover Behavioral Health System.....	14
Alternative Solutions.....	12
BFPE International Fire, Safety & Security.....	12
Delaware Division for the Visually Impaired.....	11
Dover Mall, LLC.....	11
Jazzercise at the Capital Grange.....	11
Liberty Mutual Insurance.....	11
Weiner Benefits Group.....	11
The Great Hall at St. Andrew's.....	10
M&D Plumbing and Drain Cleaning Spec. Inc.....	9
Sparkle Pools Inc. - Dover.....	9
Cheddar's Scratch Kitchen.....	8
Iron Source.....	8
Silver Lining Home Healthcare.....	8
Imagine.....	7
LakeView Realty, Inc.	7
First State Community Action Agency.....	6
Staples Copy & Print.....	6
Delmarva Printing, Inc.....	5
Holiday Inn Express - Harrington.....	5
Eric Crossan Photography.....	4
Ceil Jones, Realtor.....	4
Lenape Builders, Inc.	4
Heartland.....	3
Phoenix Physical Therapy.....	3
Ready 4 Work.....	3
Harrington Business Association.....	2
Humana - Kimberly Hopper.....	2
Keller Williams - Hoong Chow.....	2
Love Bella Creations.....	2
Provident State Bank.....	2
The ICE House Wellness & Community.....	2
All American Electric Service LLC.....	1
Embrace Home Loans.....	1
G. Fedale Roofing & Siding - Lewes.....	1
Green Clinics Laboratory.....	1

New Members

Bea Delightful Chef Beatrice Smith 14 Brayton Place Dover, DE 19904 302-566-8838	N.K.S. Distributors, Inc. Ms. Kathleen Willes 399 New Churchmans Rd. New Castle, DE 19720 302-322-1811
Centric Business Systems Ms. Jen Wilson 100 E. Main Street #401 Salisbury, MD 21801 302-470-0945	The Rivera Group of Keller Williams Realty Mr. Nik Patel 727 W Birdie Ln Magnolia, DE 19962-3114 302-270-2917

Coffee On Us!

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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 first to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:

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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 May "Coffee on Us" contest was Heather Contant, of Delaware Municipal Electric Corporation (DEMEC), who correctly identified "The Community Garden Next to Wesley College" in downtown Dover. The refurbishing of the garden and the new path leading to it has been the Leadership Central Delaware Class of 2021's Community Impact Project. Congratulations, Heather, and thank you so much 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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