

Chamber Connections



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LOCAL PEOPLE - LOCAL DECISIONS

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L & W INSURANCE

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It's not Just a Race – it's the Amazing Chase!

Let's test your ability... can you solve the following clue? (Hint: the answer is the name of an organization here in Kent County.)

Business development and growth, whatever the course, This group is your valuable, most essential resource. Marketing, Networking, Education, Legislation – They'll walk you through storms or a great celebration!

From coaching to teaching, telling your story and more - No task is too much when you walk through their door. Ideas, brainstorming, engagement, the response is the same - "Taking care of business" is the name of their game!



If you guessed the Central Delaware Chamber of Commerce, you are correct and you have demonstrated your ability to be the perfect candidate for this year's Amazing Chase! Imagine... a gathering of competi-

See **Amazing** — Page 3



The CDCC is Taking Care of Business!



This year's theme for the Central Delaware Chamber of Commerce's (CDCC) Annual Holiday Gift Auction reflects its vision to be THE essential resource for the development of businesses in Central Delaware. Through the Chamber's four pillars of Education, Legislation, Marketing, and Networking, businesses are informed, encouraged, connected, and grown. The CDCC's mission to assist businesses makes "Taking Care of Business" the perfect theme for one of the Chamber's biggest events!

On Wednesday, October 27th, CDCC mem-

bers, guests, and community friends will gather at Maple Dale Country Club in Dover for one of our biggest events of the year. From 5 – 8 pm, prospective bidders will be invited to browse through over 150 items that have been donated by local member businesses, enjoy wonderful food, visit with friends and business associates, and bid, bid, bid! This fantastic event is open to the public, so feel free to bring as many family members, friends, and neighbors as you'd like – the more the merrier!

See **Auction** — Page 3

Networking and Connections

Ready to re-connect with fellow business leaders? Interested in conversations over delicious snacks and drinks? Ready to share your business story with other business owners in our area? If you answered "yes" to any of these questions, mark your calendar today and plan to attend the CDCC's September Sunset Business Mixer! This popular event will be held on Wednesday, September 29th, from 5 – 7 pm. Due to circumstances beyond our control, plans are still in the works for a September location. Please stay tuned to our email publications and the Calendar of Events on our website for updates.

The leading networking opportunity offered by the Chamber, the Sunset Business Mixer is one of the many benefits that accompany your membership. Mixers provide a great opportunity for CDCC members and their guests to spend time together at the end of a work-day in a casual setting, while meeting other business owners 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, September 29th for the Sunset Business Mixer!

www.cdcc.net

Judy's Journal



PRESIDENT - JUDY DIOGO

Back to School

This year, more than ever, "Back to School" has an especially nice ring to it! As summer winds down, our thoughts always turn to the start of a new year of learning and growing. This year finds us hoping and praying for a more "normal" return to the world of education – and that's a good reason for "Back to School" excitement!

While schools immediately come to mind when we think of academics, they are not the only places where learning occurs. The CDCC Leadership Central Delaware Program (LCD), a premiere educational opportunity, provides a wealth of knowledge and a variety of experiences to business professionals from all over Kent County, at all different ages, and at all levels of their careers. LCD is designed to be a hands-on, experiential look at the prominent industries in Kent County and their leaders.

The LCD Class of 2022 will officially begin their journey on September 16th and 17th with the program's Annual Two-Day Opening Retreat at Brighton Suites in Rehoboth Beach. (We would like to extend a special thank you to Chad Crawford and his staff for their amazing service and generosity as they host us for the third year!) As you will see in this issue, the members of the Class of 2022 had an opportunity to meet each other for the first time on August 19th at the home of Dean and Terry Blaha for the traditional LCD Meet & Greet event. (Thank you, Dean and Terry for being the hosts with the most!)

Beginning on October 7th, the Class of 2022 will embark on nine

months of day-long sessions focused on the various economic engines that make Kent County operate: Agriculture, Tourism, Education, Health Care, and Public Safety – just to name a few. You will want to follow the Class of 2022 on their leadership journey each month in this publication and read all about their adventures and discoveries!

The LCD program evolves some each year as we strive to make improvements along the way. This year, like always, there are some new additions. First, this year's class will be led by an LCD Alum from the Class of 2009, Dr. Brenda Farmer. Dr. Farmer recently retired from Delaware State University, however, she agreed to come out of retirement for the LCD Program. Dr. Farmer has many years of experience in education and training.

The second addition is a result of a partnership that has been forged between LCD and Leadership Delaware, Inc., a state-wide leadership program. Beginning this year, graduates of CDCC LCD Program will be able to attend LDI at a discounted rate due to their involvement with the CDCC leadership program. Those interested will be required to complete the rigorous application process for LDI. We are thrilled with this new partnership and the opportunities it will afford to LCD graduates. Read more detailed information on this new partnership later in this Chamber Connections issue.

It's time to get ready for "Back to School" – let the Leadership Central Delaware Class of 2022's journey begin!

Calendar of Events

September
Thursday, September 2nd

Kent County
Open for Business
8:30am - 10:00am
Kent County Levy Court

Monday, September 6th

Labor Day
Office Closed

Wednesday, September 8th

Coffee Coaching
8:00am - 9:00am
CDCC Conference Room

Wednesday, September 8th

Marketing Committee Meeting
10:00am - 11:00am
CDCC Conference Room

Thursday, September 9th

Member Orientation
8:30am - 10:00am
CDCC Conference Room

Tuesday, September 14th

CDCC Board Meeting
7:30am - 8:30am
Faw Casson

Tuesday, September 14th

Young Professionals Social
12:00pm - 1:00pm
Jonathan's Landing

Thursday & Friday,

September 16th & 17th

LCD Class of 2022
Opening Retreat
8:00am

Brighton Suites in Rehoboth

Tuesday, September 21st

LCD Steering Committee Meeting
12:00pm - 1:00pm
CDCC Conference Room

Wednesday, September 29th

Ambassador Committee Meeting
4:30pm
TBA

Wednesday, September 29th

Sunset Business Mixer
5:00pm - 7:00pm
Carey Insurance Group

October

Thursday, October 7th

Leadership Central Delaware
8:00am - 5:00pm
Agricultural Day

Thursday, October 7th

Kent County
Open for Business
8:30am - 10:00am
Kent County Levy Court

Tuesday, October 12th

CDCC Board Meeting
7:30am - 8:30am
Faw Casson

Wednesday, October 13th

Coffee Coaching
8:00am - 9:00am
CDCC Conference Room

Wednesday, October 13th

Marketing Committee Meeting
10:00am - 11:00am
CDCC Conference Room

Thursday, October 14th

Member Orientation
12:00pm - 1:30pm
CDCC Conference Room

Tuesday, October 19th

LCD Steering Committee Meeting
12:00pm - 1:00pm
CDCC Conference Room

Wednesday, October 27th

Holiday Gift Auction
5:00pm - 8:00pm
Maple Dale Country Club

Thank you to the CDCC
Cornerstone Members!



Hospitality



Banking



Engineering



Manufacturing



CORNERSTONE MEMBERSHIP

Est. 2013



Casino/Entertainment



Insurance

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Energy/Utility



Medical/Rehabilitation



Real Estate

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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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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 - Harrington Realty

Be Prepared With a Fund for Emergencies

Hurricane season runs from June 1 to November 30, ending just in time for the start of winter weather. Are you prepared for heavy rains, damaging winds, and the ice and snow that may follow?

You may have a generator, first-aid kit, and flashlights, but if you don't have money saved up for unplanned expenses, then your emergency preparedness plan isn't complete.

Don't Put Off Building an Emergency Fund

Extreme weather can lead to costly expenses you didn't budget for, including damage to your home, your vehicle, and your personal belongings. Insurance may help you pay for the cost of repairing or replacing your property, but it usually has a deductible of \$500 or more and it won't pay out immediately.

Without an emergency fund, you may have to turn to friends and family for a loan. Or, you might be tempted to tap into your retirement savings account early, which could come with a major penalty and make it harder for you to enjoy a comfortable retirement in the future. When you build an emergency fund, you insure yourself against life's unexpected expenses.

Life's Storms Aren't Always Weather-Related

Sometimes it feels like the sky is falling, even when the sun is shining.



Dover Federal
CREDIT UNION
LOCAL PEOPLE • LOCAL DECISIONS

The following emergencies can happen any time of the year, regardless of the weather – and an emergency fund can help you deal with them:

- **Repairs to Your Car or Home:** One minute, things are fine, and then suddenly your car won't start and your refrigerator is room temperature. These problems tend to happen at the worst moments (like when you're about to go away for the weekend). But with an emergency fund, you can rest easy knowing you can pay to get the problem fixed right away, and get on with your life.
- **Job Loss:** The loss of a job can be as hurtful to your self-confidence as it is to your wallet. An emergency fund can help with the financial side, so you can focus on updating your resume and finding your next opportunity without worrying about how you'll pay the rent.
- **Medical Emergencies:** We're all very aware what life can be like during a pandemic, so it's no surprise that a sudden illness, whether COVID or not, or even a serious injury can hurt you financially in two ways: expensive medical bills and difficulty working. An emergency

fund can cushion that blow, so that you can focus on getting better.

How to Build an Emergency Fund

The time to start building your emergency savings is long before there's an actual emergency. Experts suggest keeping three to six months' worth of living expenses in an emergency fund. Here's how to do it:

1. **Open a Separate Savings Account:** It may seem simpler to keep all your money in one place, but putting your emergency funds in an account separate from your checking or long-term savings will help you avoid the temptation to dip into your emergency savings, so the funds will be there when you really need them. Look for a savings or money market account that pays competitive dividends and is easy to access quickly. (CDs and certificates, which are meant for long-term savings, are not a good choice for emergency savings.)
2. **Set Up Automatic Transfers:** When you're busy, it's easy to forget to move money into your emergency savings account. Setting up



automatic monthly transfers from your checking account makes the process effortless. Simply log into online banking to set up a recurring transfer in an amount that fits your monthly budget.

3. **Add More When You Can:** Every few months, review your budget, look for places you could cut back on your spending, and try to increase the amount you're saving each month.

We Make Saving Simple

Making a savings account part of your emergency preparedness plan can give you more peace of mind about your financial future. Dover Federal Credit Union is ready to help with great savings accounts that make the process easier.

To learn more about Dover Federal Credit Union and all they have to offer, please call 302-678-8000 or visit them on the web at www.doverfcu.com.



Amazing

Continued From Page 1

tive representatives from a variety of businesses assembling in the heart of Downtown Dover... a little bit scavenger hunt... a touch of challenge... a dash of detective work... and a lot of fun... a race... a winning team... and a GRAND PRIZE! It's the Amazing Chase!!! This intriguing and challenging event, made possible by our premier sponsors, the City of Dover and M & T Bank, promises all participants an evening of networking, friendly competition, and fun as they comb our downtown area in search of clues. The CDCC member merchant participants will enjoy a great way to show case their businesses and help everyone understand all that downtown Dover has to offer.

Participating teams of three will take part in a fun-filled evening in Downtown Dover by traveling by foot to various Chamber merchants where they will either solve a clue or complete a challenge. Once the teams have completed all the clues/challenges on their assigned route, they will then race back to the finish line to log their time. At the end of the race, a prize will be awarded to the team that successfully completes the clues and/or challenges and manages to finish first!

If you are a CDCC member merchant in Downtown Dover, we encourage you to consider serving as a stop on our Amazing Chase. This is a great way to get people into the Downtown and, more importantly, into your business where they will see all you have to offer! The fee for joining in the fun as a merchant stop is only \$100.

If you are a member business that would like to send a team of three to compete in

this incredible challenge, we would love to have you! What a great way to build team spirit and camaraderie! The cost for a team of three is just \$75 per team.

We are also looking for cheerleaders and spectators! Even if you are not participating on a team or as a merchant stop, please consider coming downtown that evening to join in the fun by encouraging the racers as they make their way from stop to stop. This could be great entertainment for your whole family!!! Joining the Amazing Chase as a spectator is absolutely FREE.

The event will be held on Thursday, September 23rd, from 5 – 8 pm. To register as a team or to participate as a merchant stop on the race, call the CDCC Office at 302.734.7513 OR email Cindy Friese at cfriese@cdcc.net. We look forward to joining you for an exciting evening in Downtown Dover!

Auction

Continued From Page 1

In addition to the in-person event, the CDCC will be offering an online opportunity to participate. The online preview of items will begin on October 15th and bidding online will begin on October 22nd. The online event will close on the day of the in-person event, October 27th. Stay tuned for website information and instructions for how to participate in the online portion of the event.

Our auction items will be donated to us by a variety of local member businesses. Shoppers can count on these items to be of a high quality. Our guests will enjoy an opportunity to purchase unique items for themselves or for the people on their holiday shopping lists. A wide range of items – from food to jewelry to clothing to experiences – provide a vast array of purchasing possibilities for

our patrons. You can do all your holiday shopping in one night!

We are currently seeking items to sell in our auction. Businesses responsible for donating items receive special recognition with their names on the bidding sheets, mentions in the program, recognition through our CDCC social media, a listing on the CDCC website and on the online virtual platform. Donating items is a great way to gain exposure for your business with the shopping public! It is also a wonderful way to allow our shoppers to see just what good work you do!!

In addition to our amazing silent auction, this event will also feature a live auction! Our auctioneer for the evening will work hard to award items to the highest bidders. These items are also donated by local member businesses. In past years, our live auctions have sometimes ended in a riveting and exciting "bidding war" among several enthusiastic bidders eager to take home that one

special, sought-after item. Plans are probably being made already regarding the best bidding strategy for securing an item! Some of our guests team up with colleagues, family members, and friends to enjoy a special experience like a trip, a dinner, or a visit to the theater. This lively and much anticipated portion of our event is sure to be a showstopper!

Maple Dale provides a wonderful setting for our event. All our auction items will be tastefully displayed in the Country Club's various rooms. There will be heavy hors d'oeuvres, delicious dessert items, and a cash bar. The cost for our guests is \$5 per person online and \$10 per person at the in-person event - plus of course, plenty of bidding money at the ready! Auction items will be paid for at the end of the evening by either cash or credit card. All proceeds from the evening's activity benefit the Central Delaware Chamber of Commerce, and are spent supporting and sustaining the many programs that help

you and your business thrive here in Kent County – in other words, this event helps your CDCC as we focus every day on "Taking Care of Business!"

We would like to extend a special thank you to our sponsors for this event (as of 8/24/21): Artisans' Bank and Del-One Federal Credit Union.

The Holiday Gift Auction is an event you won't want to miss! Just imagine how easy your holiday shopping will be if you attend this event with its amazing array of items! You will certainly want to be there!

If you are interested in donating an item to our auction, sponsoring the auction, or volunteering at the event, please contact the CDCC Office at 302-734-7513 or adminassistant@cdcc.net. Registration for this much-anticipated event will open October 1st. We look forward to seeing you at our Annual Holiday Gift Auction – please join us for an evening of bidding early and bidding often!

Cornerstone Member - L & W Insurance

L & W Welcomes a New Generation

As talk about our country's aging workforce comes to the forefront and succession planning moves up the ladder of priorities, current business leaders are beginning to realize that they are no longer in the youngest portion or even the middle age of their company's employ but are speeding towards a sector often referred to as "seasoned" or "veteran." The folks at L & W Insurance are beginning to see this phenomenon play out in their agency. L & W's president, Bill Strickland, with a twinge of shock in his voice, has queried on occasion, "Wow, did you realize that I am now the second oldest person in the company?"

As this realization has begun to sink in for the folks at L & W Insurance, several new, young faces have joined their team, beginning a trend that the company's leaders would like to see continue. In some ways, recruiting a younger generation into the insurance business is a tall order. "While insurance is a very stable industry and is a necessity, it's not seen by many young people as exciting or adventuresome," commented Chelsea Clarke, Director of Organizational Culture and Communications. "It's not sexy."

Statistics across the board show that the average age of our



country's insurance agents hovers rather close to retirement age. The "youngest" are typically in their mid-forties and a large percentage of agents are in their mid to late fifties. For some, insurance is a second career and for others, something that was easy to fall into when they started having families and trended towards taking less risks.

But for the small number of young people who have uncharacteristically jumped into the insurance industry, it has been a good match for many reasons. One study showed that insurance agents 40 years old and younger have tended to stay in their jobs for at least three years, an unusual statistic for today's millennials who are known to jump from job to job fairly quickly. The insurance industry gives plenty of opportunities for advancement and growth. In addition, the youngest in the industry are thrilled to find ways to use their expertise in technology to make communi-

cating with clients easier.

While insurance companies are certainly in the business of selling a product, namely policies, L & W tends to focus more on providing a service. They want to walk along side their clients in times of trouble and be the calm influence that can advise and direct from a position "above the noise." For a generation who places great emphasis on the idea of "doing good" for others, this kind of service is seen as worthwhile and fulfilling.

When Alex Kemp, 25, returned to Delaware after a time of working in cardio rehabilitation in Colorado, he was not necessarily looking for a job in the insurance industry. As Alex was coaching soccer for the Boys & Girls Club, Bill Strickland approached him and asked about the Wesley College Football shirt he was wearing. Sometime after that initial conversation, Mr. Strickland asked around about Alex and found a way to contact him. The rest, as they say, is history.

Alex got his start at L & W filing paperwork for Strickland. Next, he filled in for an underwriter who went out for a time on maternity leave. He credits that experience for teaching him about the role of an agent. Today, Alex is the youngest agent on the team.

The folks at L & W are beginning to realize that they have a structure within their organization that really supports the notion of hiring young people. The staff there is built on a foundation of serious team spirit and camaraderie. New staff members are never left on their own but have the strong sense that they can rely on the other agents who have more experience. The cooperative spirit and encouragement provided makes new hires feel like they are part of a family. New agents are paired with experienced agents, and after a certain amount of required training, the rest of their instruction is completed on the job.

As new hires are paired with experienced employees, there are benefits on both sides of the equation. The new hires learn from the wisdom of the veterans and glean much from their history and experience. Because of the responsibility to teach the new hires the right way to do things, the seasoned employees work hard to make sure that they are always on their game. This arrangement promotes improvement and growth for everyone involved!

"Everyone has been so patient



Alex Kemp, Agent, and Emily Hassman, Account Executive



and encouraging," commented Alex. "They really want me to be successful."

Alex understands that his young face is a new look for this industry. "When my friends ask me what I do and I say that I am an insurance agent," said Alex, "they often respond with something like 'isn't that for old guys?'"

While insurance salesmen are often older, Alex is excited to have a new and different kind of connection with his clients. "When young clients come to me, they will know that I really understand who they are and what they're going through. That kind of relationship will build trust."

To some extent, the hiring of young people happened by chance, L & W sees the need for this trend to continue. "Younger hires bring a great deal of energy and motivation, which is often contagious," remarked Clarke. "We look at this as an opportunity to grow forward."

In addition to striving for success in his job, Alex is also interested in learning and growing in such a way that makes him able to contribute to the community. Community involvement has always been a hallmark of L & W. He is eager to connect with the area's leaders and people in other businesses to share experiences and learn from each other. He believes that a need exists in Central Delaware for more organized activities for the region's youth and he wants to be part of the solution. Earlier this spring, L & W made the decision to send Alex through Leadership Central Delaware and he has been accepted as part of the Class of 2022. Alex is excited to take on this new challenge. He is eager to refine his communication and people skills and to build meaningful relationships with his classmates.

The future looks bright at L & W Insurance as a new generation of employees joins their workforce. In a way, this eager, young group of new hires, like Alex Kemp, provides another kind of insurance for the company - insurance for anticipated years ahead of growth and success.

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MEMBER FDIC



Meet & Greet – Let the Leadership Games Begin!



An evening filled with smiles... and introductions... and stories... and sharing... and anticipation... a new year of learning and leading has begun for Leadership Central Delaware (LCD)! The members of the new Class of 2022, along with many LCD alumni, gathered for the program's annual Meet & Greet on Thursday, August 19th. As has become LCD's tradition, all our guests were treated to the amazing hospitality of Dean and Terry Blaha (Class of 2004, current Best in Class trophy holder) and their lovely back yard oasis. A myriad of snacks and beverages greeted the guests as new class members and alumni mingled and shared in the excitement of another new year for Leadership Central Delaware.



This annual event is a time for sharing information with the new class about what this exciting year of adventure is all about. The class members enjoyed meeting each other for the first time, including the people who would be their roommates at the opening retreat in September. Many of them spent time getting to know each other and some even set up lunch dates and other times to meet prior to the official launch of this year's program.



Over the next ten months, this group of emerging leaders will develop into a strong support system for each other as they face the challenges that come with evolving into the leaders they aspire to be. They will grow together as a unit as they experience lessons and activities presented by some of the most effective leaders in Central Delaware.



"We love to host this meet & greet every year because LCD has made such a difference in our lives – we are happy to give back in this way," commented Dean Blaha.



Many alumni were on hand for this initial meeting of the Class of 2022. Dean and Terry always do an amazing job of making everyone feel welcome and at home. "We just love to host this event and see all the new faces that come through," remarked Terry. "And when they come back as alumni, it's wonderful to hear their stories of growth!"

During the evening, the new class members received program information from members of the CDCC staff and the LCD steering committee. President Judy Diogo shared



A program of the Central Delaware Chamber of Commerce

her excitement with them and encouraged them to "take advantage of every single thing the program has to offer." She added, "Meet everyone tonight and begin a new friendship... in many ways, this group will be like a new family!" Past LCD Steering Committee Chair and LCD Alum from the Class of 2004, Dina Vendetti encouraged the group to be as involved and engaged as possible because "this is an experience that will make a lasting difference." New CDCC Director of LCD and Alum from LCD Class of 2009, Dr. Brenda Farmer was introduced and shared a few remarks about how excited she is to take this journey with the Class of 2022.

As the class members talked with their fellow classmates and alumni, their initial nervousness about being involved in something new faded into the dusk of the evening. The gathering, which commenced with many introductions and much "small talk" ended with laughter and excitement about what is to come. The next time that the Class of 2022 is together again will be at their Opening Retreat in September. The Opening Retreat serves as a time to begin to build relationships and lay the groundwork for all that is to come over the next ten months. Each year, at the LCD classes' Closing Retreat, they talk about the impact of the Opening Retreat and how it served as the perfect beginning to what became a life-changing experience.

As usual, the annual LCD Meet & Greet event, which began as a "get-to-know-you" party, came to a close in a way that was, in many ways, reminiscent of a family reunion. We can't wait to see how this promising year unfolds for the Class of 2022!



Leadership Central Delaware and Leadership Delaware, Inc. Announce Partnership



Leadership Central Delaware (LCD) and Leadership Delaware, Inc. (LDI) are in the business of mentoring, developing, and training the state's next generation of leaders. Program leaders of both organizations believe that effective leaders that demonstrate vision and integrity, and who are ready to make a commitment to positively impact Delaware, are all too few. They understand that leadership training, which often happens simply by default, must be methodical and intentional to be effective. To that end, LCD and LDI strive to create an experience for emerging leaders that will assist them as they grow and become the region's next generation of leaders.

The Central Delaware Chamber of Commerce's "Diamond Program," LCD, now in its 21st year and with an alumni base of over 500, creates effective, dynamic, and knowledgeable leaders by introducing them to the industries in Kent County who serve as the area's largest economic drivers and their leaders. LCD's 10-month program is comprised of 9 day-long learning sessions, an opening and closing retreat and graduation. Each day-long session, marked by conversations with the leaders of these industries, tours of the county's leading facilities, and hands-on learning experiences, is focused on a different economic segment of Kent County. As a result of this incredible experience, participants will gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the community, connections with people of influence, and an understanding of the importance of collaboration among business - all while developing their own leadership styles, skills, and strategies.

"Leadership Central Delaware promotes collaboration among business professionals and opportunities to learn how to connect with industries throughout the region," remarked Christina Lessard, Class of 2013. "The unique mix of speakers and tours introduce you to the true bones of Kent County."

Leadership Delaware, Inc., is a year-long program that focuses on leaders state-wide. Through issue-oriented forums and experi-

ences, LDI's Fellows are given the opportunity to meet and hear first-hand from over 150 speakers identified as those in the state of Delaware who "make it happen every day." The program's presenters include Corporate CEO's., the Governor, members of the Cabinet, University Presidents, Legislators, and members of the Judiciary. As the year progresses, LDI's Fellows are involved in conversations about the Economy, Healthcare, Education, Leadership, Government & Public Affairs, Law & the Judiciary, Delaware Industry, Nonprofits & Philanthropy, the Arts, Politics, Law Enforcement, and much more.

From issues that are discussed at Legislative Hall, to unique tales about our history, to the remarkable hidden gems that enrich our lives, LCD and LDI create community awareness and a rich understanding of how business is done here in the First State. "A comment from one of our Fellows really speaks to the breadth of knowledge gained through the program," commented Jen Cohan, LDI's CEO. "He put it this way: 'I never knew how important chickens, credit cards, and chemicals were to Delaware!'"

This year will mark the start of a new partnership between LCD and LDI. CDCC President, Judy Diogo, and Cohan (both born and bred Kent County girls) have worked together to create a bridge between the two programs. "Once an LCD graduate becomes an expert in Central Delaware, we want the opportunity to take them to the next level," said Cohan.

"Delaware is a unique place!" remarked Diogo. "First, we give these emerging leaders exposure to one county, and then, access to the entire state. Delaware truly seems to be the only state in the Union where that can happen!"

"These programs are a way to help these leaders of the future want to remain engaged in their communities," commented Cohan. "We want to make this investment in them so that they will stay in Delaware and develop roots here."

"We also want them to see how things happen here and develop an understanding that Delaware is a place where things get done," added



Judy Diogo, President, CDCC, and Jen Cohan, CEO, Leadership Delaware Inc.

Diogo. "They can easily be the leaders that take this state to the next level."

As a result of this partnership, opportunities will be generated to bring participants of LCD and LDI together. This kind of networking will be important to their growth and promises to breed opportunity. In addition, graduates of LCD who are identified by the program's leaders as the best and the brightest will be offered an opportunity to apply for LDI at a discounted rate.

"This partnership will give our participants more opportunities to be better leaders, to develop bigger toolkits, to harness more resources than ever before," remarked Diogo. "And they will use all these things to grow and improve the state of Delaware."

"And they will develop bonds with like-minded friends across county lines that will last a lifetime," added Cohan.

"Leadership is best developed through both challenge and opportunity," commented Diogo. "This partnership will allow us to challenge these leaders of tomorrow and expand their opportunities."

Judy and Jen know first-hand that Delaware is all about relationships having experienced the rewards of their long-time friendship and their close connection as business colleagues. They know, too, that relationships create pathways, and that pathways take us to new places. The ability to easily make these associa-



LCD graduates gain a great deal of knowledge about the ins and outs of Central Delaware.



LDI works diligently to include high impact speakers in their programming.



The LCD Class of 2021 enjoyed their C-17 Refueling Mission Flight.



LDI helps participants gain insight about how Delaware's counties work together.

tions is part of the brilliance and the beauty of Delaware. Taking LCD and LDI, previously parallel organizations, and joining them together in partnership will go a long way in demonstrating just that. After all, it stands to reason that, in general, we can accomplish far more when we work together than we ever could on our own!

Our Evening at Jonathan's Landing was way above Par!



Connections Connections!



A full house at Jonathan's Landing

The CDCC's August Sunset Business Mixer and Member 2 Member Expo was filled with conversations, exchanges of information, and valuable connections! The beautifully renovated Lighthouse Ballroom at Jonathan's Landing was buzzing with excitement as everyone traded business cards, caught up with friends, colleagues, and clients, and strolled from table to table learning more about several of our amazing member businesses who participated in the Expo portion of the evening.

The staff at Jonathan's Landing did a fabulous job of welcoming our members and guests to their beautiful event venue in Magnolia. Participants enjoyed delicious refreshments delivered by The Skyline Café. At the close of the evening, door prizes were awarded as well as a 50/50 cash prize and Member of the Month.

The CDCC was pleased to pin several 5-Star Members during the

event: Mary Ann & Charles Curry, Scentsy; Laura Garafoli, Lean on Me Caregiving; Kimberly Hopper, Humana; Jason King, Legal Shield; Kim Willoughby, Senior Home Health; and Patti Lang, Jonathan's Landing. Earning this recognition by completing their 5 Star Journey Map distinguishes these individuals as engaged members of our 5 Star Chamber.

The CDCC would like to extend a heartfelt thanks to all our Expo participants: Sophisticated Scrubs LLC, First Citizens Community Bank (FCCB), Clean Sweep Custodial Services, LLC, Humana - Kimberly Hopper, La Baguette Bakery & Catering, St. Andrew's Lutheran Church Great Hall and Gathering Space, Special Touch Card Creations, Jennifer J., Realtor - Century 21 Gold Key, Diamond State Hot Tub Rentals, First Class Properties, Lakeview Realty,



Sophisticated Scrubs in the House



Team Habitat

Member News

Governor Carney Recognizes Businesses in Downtown Dover

Early in August, some business owners in Downtown Dover received word that Governor John Carney would be taking a walk through the downtown area on August 11th. During his expedition, he made surprise stops at three businesses: Mountain Consulting, Inc., Sweets & Treats, and Parris Nail Lounge. This special visit was in observance of National Black Business Month.

National Black Business Month began in 2004. Recognizing that, even though the number of black-owned businesses has grown over recent years, black business owners still struggle with disproportionate inequalities that affect their ability to receive financing, employment, and equal wages. The mission of National Black Business Month is to support Black-owned organizations to promote greater economic freedom for Black neighbors and their growing businesses.

"This visit was a total surprise," commented Kim Adams, owner of Mountain Consulting, Inc. "We'd heard there was going to be a quick walk-thru, but we had no idea that the Governor was going to recognize us with a proclamation!"

During his visit with Troy and Kim Adams, the Governor commended them on their bounce back after the COVID-19 pandemic. Like so many other small businesses, the consulting firm was hit hard during

the global health crisis. They initiated three rounds of layoffs among workers but did their best to continue bidding on contracts so that, when the emergency passed, they would have work. When the shut-downs began and people were sent home to work remotely, it was an easy pivot because the technology was already in place. "Fortunately, we have always been a small company that thinks like a big corporation," remarked Adams.

Much-needed assistance came to them in the form of a FEMA contract which transitioned into a State contract connected to the vaccination efforts and various other loans like SBA's Paycheck Protection Program (PPP) and Economic Injury Disaster Loan (EIDL).

The Governor's visit was a great encouragement to the folks at Mountain Consulting, Inc., and a welcomed affirmation of the good work they are doing. "It is always just an honor to be in people's mouths and on their minds," said Adams.

"We are so happy to be here, serving Central Delaware to the best of our abilities," she continued. "We are always hiring, looking for great members to join our team, as we work together to make clients' dreams a reality."



Gov. Carney and friends share a special proclamation with Troy & Kim Adams.



Monique Walker, owner of Sweets & Treats, and Gov. John Carney

Edward Jones



Christopher Smith
Financial Advisor
CFP®, AAMS®

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Member News

G. Fedale Launches “Roofs from the Heart”

“There is no better exercise for your heart than reaching down and helping lift someone up.” Margaret Thatcher.

G. Fedale Roofing & Siding is well known as one of the region’s leading roofing and siding

companies. The company’s reputation for excellence precedes them. For more than 15 years, G. Fedale has provided comprehensive services to assist their clients with exterior home and building improvements. Their staff of well-trained professionals is committed to providing superior workmanship and ensuring an exceptional customer experience on every project.

A few years ago, the leaders at G. Fedale decided to find a way to give back to the communities that have so strongly supported them over the years. With offices in Lewes and Newport, Delaware, as well as Glenn Mills and North Wales, Pennsylvania, they enjoy a wide reach of neighborhoods. Three out of four of their locations are in reasonably close proximity to the Greater Philadelphia area, a location composed of several of the poorest and most run-down communities in the United States.

Beginning in 2018, the company began running Facebook campaigns designed to help them find people who had in some way been negatively impacted and who needed roof repair. People were encouraged to nominate others they knew and ultimately, some were chosen to receive the repairs and/or new roofs. Most of the nominees had found themselves

in disproportionately difficult situations due to loss of job, debilitating illness, age, and other negative impacts. Winners were chosen based on their stories and the number of “likes” they received on Facebook.

“It’s a much bigger issue than just the physical outcome of providing a new roof,” commented Glenn Fedale, Sr., Director of Foundation Relations and roof project point person. “A leaking roof can lead to water damage and mold, but more than that, it’s embarrassing. Kids no longer want to invite friends over and many adults become sort of reclusive because they don’t want anyone to see the mess. It just makes people feel bad.”

Responses from roof recipients have been amazing as lives have been impacted in such a positive way. Evelyn, age 82 and living with multiple sclerosis, was the 2019 recipient of a new roof. She was nominated by her grandson who wrote, “If anyone is deserving of such an award it is her. Without this contest, she will most likely never be able to make it happen on her own.”

The company’s 2021 winner, Elnora, wrote a thank you note expressing her gratitude. “On Good Friday, April 2nd, I received a blessing from God and G. Fedale Roofing Company... I am so grateful for what you have done for me. My roof has been leaking for many years and was only getting worse... I have been praying for help for quite a while and the Lord answered my prayer...”

After a few years of 2 – 3 roofs per year

and after hearing the stories of what a wonderful difference has been made in the lives of people, G. Fedale Roofing & Siding has chosen to take this effort to the next level. Earlier this summer, the company’s leaders formalized this “roof giveaway” by founding the new official 501c3 charity, “Roofs from the Heart.” Establishing this charity will enable G. Fedale Roofing & Siding to expand their footprint as they continue to assist people in need.

“This is the perfect effort for us because it’s in our lane,” remarked Glenn, Sr. “We have access to good materials – not leftovers or the cheapest available – which will help these roofs to last longer. And we have the manpower within our company to do the work.”

The folks at G. Fedale believe that, by spreading the word, and offering something good back to the communities they serve, that they will be able to complete 7 – 10 roofs in 2022 and, perhaps, 15 – 20 in 2023. They are targeting people in need within a 50-mile radius of any of the company’s 4 locations.

The process to nominate contestants is easy. Simply visit www.gfedaleroof.com and nominate yourself or someone else online. Contestants are asked to submit photos of their roof and documentation of their situation or story.

To learn more about “Roofs from the Heart” and explore how you can help, please call Glenn Fedale, Sr., at 302.287.0239.



2019 Recipient, Evelyn, was nominated by her grandson.



The team at G. Fedale is making a difference one roof at a time.

Paint Dover! Returns to Downtown Dover

October’s First Friday will be especially appealing to the diverse Dover community, as arts, music, food, and family-friendly activities are featured in the heart of downtown on Loockerman Street beginning at 4 p.m. on October 1! The third annual Paint Dover! “plein air” painting event and art competition in downtown Dover will be launched, as we celebrate art throughout the month of October. And new to this year’s event, award-winning artist and plein air painter, Ray Ewing, will provide a two-hour painting demonstration on Wednesday, September 29 at noon, free to registered artists and all those interested in art.

From September 29 through October 1, amateur and professional artists from around the region will take to the streets, the parks, sidewalks and outdoor cafes to paint outside. Inspired by downtown Dover’s architectural landscape, historic commercial buildings, gardens and scenery, artists will quickly capture changing light and shadows, and the “spirit” of downtown Dover. The community is invited to watch artists paint outdoors throughout the three days, attend the sidewalk exhibition and purchase artwork. A “People’s Choice” award will also be made at the end of October as the community casts their vote for their favorite piece on the night of the exhibition, throughout an extended exhibition virtually, and while the artwork is displayed in downtown shops. Paintings from last year may be seen in the virtual exhibit which also feature The Fig Tree Band, Dover’s hometown band that performed at the 2020 Paint Dover! exhibition: <https://Tinyurl.com/DoverArt>

“Pastel, oils, pencil, ink and watercolors laid onto paper, wooden boards, and canvas are the most typical media used by artists, creating quite a variety in style,” said Diane Laird, Executive Director of the Downtown Dover Partnership (DDP) and originator



of the event in 2019. “These spontaneous paintings provide us with wonderful glimpses of our everyday scenery through the eyes of artists, adding a freshness to what we may take for granted. Members of the community buy paintings that they say recall a time from their childhood or a favorite downtown shop or location, and merchants are thrilled when they see an artist capture their storefront in just a few hours. The DDP has also been able to use many of these images for marketing materials which adds a new spin compared to more typical photographs.”

Artists will compete for a variety of awards that total \$1,000 in value, including Dover Councilman Neil’s selection of “Iconic Loockerman (Street)” and Councilman Rocha’s painting selection that best depicts Dover’s historic heritage. Other awards will include Dover Mayor’s Christiansen’s Choice, a Small Works (under 200 square inches), artist judge award, and several others. A People’s Choice award, voted on by artists and the public, will begin on Friday night and continue virtually through the month of October.

Due to COVID restrictions, artist and their paintings will be in several “nodes” on Loockerman Street sidewalks extending east and west of the Dover Art League. Awards will be placed on the artwork Friday night at 6 p.m. and all paintings will be available for purchase. For details about the event and to register to paint or attend the Ray Ewing demonstration, visit: <https://tinyurl.com/Paint-Dover2021>

Activities alongside Paint Dover!



Jim Rehak Best in Show by Troy Windham

will include a Storywalk by the Dover Public Library featuring the children’s book “The Dot”, free sidewalk chalk painting within the art exhibition blocks, and “sidewalk strolling” to shop and view downtown merchant windows as downtown merchants will again come together to decorate their windows in an Arts & Harvest theme, while competing for “Best Downtown Dover Merchant Window Display” award. Live music by buskers outdoors and inside shops and a band at Loockerman Way Plaza will be featured, along with the Capital City Farmer’s Market that will include food trucks and vendors.

Contact Diane@DowntownDoverPartnership.com, or call 302-678-2940.

Paint Dover! is produced by Downtown Dover Partnership/Main Street Dover and is partially funded by a grant from the Delaware Division of the Arts, in partnership with the National Endowment for the Arts.

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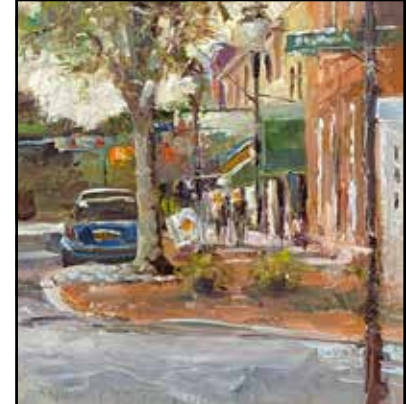
The Downtown Dover Partnership is committed to driving an improved quality of life for the residents and visitors of Dover, Delaware, through collective collaboration, economic development and promotion of downtown Dover’s unique historic properties. Call 302-678-2940 or visit: DowntownDoverPartnership.com



My Roots by Diane Laird



Crossing Loockerman by Dennis Young (Hon. Mention)



Strolling Loockerman by Ray Ewing



Vibrant Community by Siobhan Duggan

Member News

Kent Economic Partnership Hosts Kent County Business Tour

You've heard it said many times that Central Delaware is a great place to live, work, and play... and for so many reasons, it is. Helping people also understand that Kent County is an amazing place to do business is what the mission of the Kent Economic Partnership (KEP) is all about. There is great potential here in Central Delaware and there are many reasons for companies to continue to choose Delaware as their desired place to do business.

Knowing that sometimes the best way to inform people about things is to have them go and see them, the team at KEP, namely Linda Parkowski, Executive Director, and Shannon Heal, Business Developer, arranged for a bus tour on Friday, August 13th, designed to be kind of a "Show and Tell" of new industries in the area. "The motivation was to show our local legislators and leaders the businesses we have recently relocated to Central Delaware," remarked Parkowski. "We wanted them to see firsthand what industries are successful here and the type of workforce that is needed."

The guest list for this day-long adventure was comprised of prominent leaders from both government and business. The team at KEP felt that it was important to invite people who could serve as advocates for these local businesses, but also could and would spread the word about industry in Central Delaware. In addition, to local business leaders and politicians, U. S. Representative Lisa Blunt-Rochester and her team were excited to be part of this informative, eye-opening event. "Anyone who knows Delaware knows that Kent is at the heart of what makes our state unique and special," commented Rep. Blunt-Rochester. "It was so great to be with Linda Parkowski, the Kent Economic Partnership Executive Director, and Kent County Levy Court members as we toured businesses throughout the county."

The first stop of the day was at a facility that formerly served as home for Dover's Pittsburgh Paint and Glass Plant which closed in 2019. The building is now home to fencing company, National Vinyl Products (NVP), and their tenant, USA Fulfillment, a distribution center. "Securing these businesses for this site was truly a group project," commented a smiling Parkowski, "because sometimes it really does take a village."

She shared that NVP was, in fact, seeking a new home, but the company's leaders were concerned that the warehouse was too large and agreed to move in only if a tenant could be found to lease the remaining space. In a series of meetings and chance encounters, USA Fulfillment surfaced as the perfect tenant and the deal was made bringing 100+ manufacturing jobs through NVP and an estimated 100 jobs through USA Fulfillment!

At USA Fulfillment, the tour group was taken on a brief tour and received information from Dawn Jones, the company's Vice President of Operations, and B.J. Collier, the Company's President. The distribution center actually found its beginning with an enterprising woman who started shipping packages out of her home! Today, the company ships packages all over the region and is exploring more automation and even the use of robotics to increase their productivity.

Jed Hatfield of NVP graciously shared the company's story with the group. NVP manufactures fence parts. The materials for these parts are delivered every other day by rail. Finished products are shipped mainly locally and to Florida.

USA Fulfillment and NVP are located on 50 acres of land, with only 25 acres developed. A long-term dream for this location is to develop a mini-industrial park.

The next stop of the day was at the former site of the Dow Reichold Specialty Latex Plant. This 52-acre piece of property located between Dover and Cheswold, and under state soil and groundwater cleanup supervision for decades, is currently unoccupied and is available for redevelopment. While much work is needed to refresh the infrastructure, the property is on a coveted, much sought after, rail spur.

The last stop before lunch was a drive through tour of the Garrison Oak Business and Technology Center on White Oak Road. There are currently four businesses located in this area: Garrison Energy Center (power plant), The Dover SUN Park (solar power), Uzin-Utz Manufacturing North America, Inc. (flooring technology), and Advantech, Inc. (security firm). There are 2 10-acre lots available at this site, but their current configuration is a marketing challenge. They are supplied with

city water, sewer, and electricity and are basically shovel-ready. Plans are in the works to create easier access to Route 1.

A lunch catered by Vincenzo's was served at the Kent County Levy Court Building and the tour group was treated to the company of a surprise guest, Senator Tom Carper. Sen. Carper addressed the group, sharing information about the work being accomplished in Washington regarding the new infrastructure bill. As the pandemic shows signs of dwindling, Sen. Carper reminded the group of the words of Albert Einstein, "In adversity lies possibility." He urged listeners to "move forward and seize the day." "Carpe diem," instructed Carper, "or as I like to say it CARPER Diem!"

At the Civil Air Terminal (CAT), information was shared about this civilian aviation facility whose home is comprised of 20 acres of land, a 1,900 square foot building, and 6.5-acre aircraft parking ramp. Developing the CAT has been a 30-year project and studies have now been completed to show the best use of this facility in helping to develop the local economy. While the usage of the CAT may not be as wide and varied as first anticipated, officials feel that it will certainly be useful and will fill a necessary role in bringing business to our county.

Shore Industries, located in the former Monster Racing Building, is a small company that specializes in sails and shade for marine, residential, and commercial use, as well as porch and patio roll-up curtains. Company president, Mike Pugh, shared that the pandemic was good for his company because people were seeking activities outdoors where shade was needed. His company currently employs 14. Shore Industries is interested in added to its workforce but has a very difficult time locating workers who can sew.

The final stop of the day was Delmarva Corrugated Packaging, whose building is currently under construction along the railroad tracks near New Burton Road. The Delaware Prosperity Partnership (DPP) and the City of Dover's Director of Planning and Inspections, Dave Hugg, joined Linda in acquiring this game winner for Kent County. It became known that U.S. Corrugated, a leading corrugated packaging producer, was conducting a 15-site search for a new location. The criteria they



set for that location included highly focused specifications: industrial zoning, in an Opportunity Zone (an area that, because of its economic distress, comes with a specified tax credit), on 25 - 35 acres of land, and along a rail line. Dover's Kesselring Farm, located off New Burton Rd., along the MIA Parkway, met all the criteria. The farm's 25 acres along the railroad tracks would make the perfect location for the new construction including a 450,000 square foot manufacturing plant and rail spur. The group met Jeff Coleman, the company's president, who explained how paper shipped in from Quebec and Tennessee becomes corrugated cardboard. Delmarva Corrugated Packaging will bring about 145 jobs (90 hourly) to the area and construction is slated to be complete by October 8th of this year.

The day's tour was well-received by both travelers and businesses. "We have heard positive reviews from our guests that it was a great day and a wonderful experience," remarked Parkowski. "We hope our local leaders will continue to be a voice for the Central Delaware business community. We are glad they were able to experience what industries and workforce capacities are successful for our community."

"From USA Fulfillment, where we heard about the importance of securing our supply chains, to Shore Industries, where we saw first-hand the impact of good-paying manufacturing jobs, to Delmarva Corrugated, where their state-of-the-art technologies served as just another example that the future of work is now - the entire day was incredibly informative," commented Rep. Blunt-Rochester.

Visits with the leaders of the new industries and information shared by KEP and others seemed to affirm the notion that Central Delaware is a perfect place to do business and is eager to welcome new companies with open arms. A beautiful place to live, a meaningful place to work, a fun place to play, and a business environment that encourages growth and success... who wouldn't want to set roots here?



Delmarva Corrugated Packaging anticipates completion in October.



Rep. Lisa Blunt-Rochester



Linda Parkowski, KEP Executive Director



Surprise Guest, Senator Tom Carper



Shannon Heal, KEP Business Developer



National Vinyl Products



Kent County Business Tour participants and Jeff Coleman, President, Delmarva Corrugated Packaging



Inside Shore Industries



Inside USA Fulfillment

The 20th Annual 55+ - An Excellent Expo!

At precisely 9 am on the 10th of August, as eager participants lined up at the entrance, the 20th Annual 55+ Expo began with the presentation of the colors by the Noble's Pond Veterans and the playing of the national anthem. Hands were placed over hearts or held in salutes as the flag was solemnly raised to mark the start of the day's event. As the music faded and the rope was removed, people of all ages happily entered the event and began to gather information.

The 55+ Expo, an event designed to provide information and solutions for people who are 55 and older, plan to one day be 55 and older, or who are caring for those who are 55 and older, featured 53 vendors this year. Whether participants were seeking information on entertainment options, health care, home repair or renovation, meal options, volunteer opportunities, and more, there were



exhibitors equipped with all the latest information available to help our community's seniors and those who care for them live their best lives. We would like to take this opportunity to thank our vendors and exhibitors for taking part in the Expo.

A complete Wellness Center was provided by Bayhealth. Opportunities to learn about various health care challenges and free screenings were available throughout the day. The event was also enhanced by three special interest seminars dealing with a variety of issues fac-

ing seniors. The seminars were well attended and participants not only learned a great deal, but were able to make important connections. Thank you to Bayhealth, to the professionals who manned the Wellness Center, and to the seminar presenters for sharing your time and knowledge with us.

Toe-tapping, finger snapping afternoon entertainment was provided by Modern Maturity's Steppin' Seniors and by Dover Jazzercise. Their upbeat, fun-filled performances were appreciated by all. Throughout the entertainment, a great deal of spontaneous audience participation took place as spectators mimicked hand motions and even jumped out of their seats for a dance or two! A special thank you to all who provided and participated in the entertainment!

The CDCC would like to extend a special thank you to the sponsors of

the 20th Annual 55+ expo: our Gold Wellness Center Sponsor: Bayhealth Medical Center; our Gold Sponsors: Encompass Health Rehabilitation Hospital of Middletown, First State Orthopaedics, Humana, The Center at Eden Hill; our Silver Sponsors: Eye Specialists of Delaware, Highmark Blue Cross Blue Shield Delaware; our Print Media Sponsor: Dover Post; our Network Nook sponsors Cooperative Credit Union Association and Delaware Transit Corporation (DART), and our host sponsor for the event, Dover Downs Hotel & Casino®.

And finally, a special thank you to the 1500+ who attended the event. We were happy to greet many people who we've gotten to know through this event over the years - and also to invite some new faces to the mix. We look forward to seeing you at our 21 Annual 55+ Expo in Spring of 2022!



Modern Maturity's Steppin' Seniors



Humana's Kimberly Hopper leads an interest seminar.



Thanks, Bayhealth, for your work in the wellness center.



Tina Furman won the MasterCard gift card from Ingleside Homes at the 55+ Expo. Congratulations!



Learning about what's available



Some spontaneous audience participation!



Upbeat, rhythmic, and fun!



A great volunteer opportunity!



103 years young and sharing her contagious smile!



The Eye Specialists were in the house.



The presentation of the colors by the Noble's Pond Veterans



Dover Jazzercise strikes a pose!



Thank you, RSVP ladies, for your help!



The Humana Team



A hand-clapping, toe-tapping good time had by all!



It's time to get out and have some fun!



Many conversations, lots of information.



Program of Work 2021 - 2022



COMMUNITY Cornelia Johnson Vice Chair

Committees:
55+ Expo
Holiday Gift Auction

Special Projects/Events/Membership Activities:
55+ Expo
Administrative Professionals Contest

**Awards for Excellence Dinner
Capital Holiday Celebration
Chamber Mini Masters Golf Tournament
Christmas Party
Holiday Gift Auction
Home & Garden Show
Sunset Business Mixers
The Amazing Chase**

Collaborations:
Downtown Dover Partnership
Greater Kent Committee
Liaison - Community and Government
NCALL
Volunteers

1. 55+ Active Adult Expo. This annual trade show, attended by over 4,000 people, focuses on the growing 55 and over market and Caregivers of all ages and will be scheduled for April 2022.

a. Explore new ideas for informational seminars provided by corporate sponsors.

b. Seek more screenings to include blood pressure, diabetes, skin cancer, hearing, etc.

c. Continue to promote the event statewide and regionally through a media sponsor.

d. Coordinate packaging for overnight visitors with Dover Downs.

e. Grow the Caregivers Support Network.

f. Explore new marketing initiatives.

2. Administrative Professionals Contest. This contest is held in the spring to celebrate the "Best of the Best" Administrative Professionals in Kent County. After collecting nominations from their employers, the winners will be announced and presented with prizes on Administrative Professional's Day in April 2022.

3. Awards for Excellence Celebration. Hold this event in June 2022 to celebrate the Chamber's outstanding businesses and volunteers. The CDCC Chair will give the State of the Chamber Address, the Excellence in Business Award winners will be announced, the Leadership Central Delaware Class of 2022 Graduation is held, and awards and tributes are presented to CDCC partners and volunteers.

4. Capital Holiday Celebration. Help coordinate a community event to kick off the holiday season in Downtown Dover on Loockerman Street with the City of Dover to include the traditional caroling and lighting of the City's Christmas tree on December 3, 2021. Collect canned foods and distribute to local pantries.

5. Chamber Mini Masters Golf Tournament. This event will be held in conjunction with the Sunset Business Mixer on April 27, 2022. This mini golf tournament is focused on networking and fun!

6. Christmas Party. This year's Annual Christmas party will be held at Roma Italian Restaurant on December 14, 2021. The purpose of this event is to host a fun

evening of holiday cheer and networking for the CDCC members and their guests.

7. Holiday Gift Auction. Host the Auction to generate funds for Chamber projects while increasing the visibility of our members to encourage shopping locally. This year the event theme will be "Taking Care of Business". The Auction will take place on October 27, 2021 at Maple Dale Country Club. We will expand our audience by offering a virtual platform for bidding again this year.

8. Home & Garden Show. This event will be held in February 2022 at Harrington Raceway & Casino. This two-day, expo-style trade show will showcase the goods and services of Central Delaware businesses with a special emphasis on home improvement and outdoor recreational needs.

9. Sunset Business Mixers. Continue to hold monthly membership Mixers at member businesses. Combine two Member 2 Member Expos with Mixers (one with our CDCC Showcase Mixer).

10. The Amazing Chase. This event will be held in Downtown Dover on September 23, 2021. Teams of three will race to complete challenges and solve clues at the participating business locations. It will increase exposure of downtown businesses from retail to law offices to historical sites and everything in between.

11. Calendar of Events. Continue to hold membership activities throughout FY '22, publishing the calendar of events in the Chamber Connections, Chamber E-News, Catchin' Up with the Community

E-News and on the CDCC website.

12. Downtown Dover Partnership. Continue to work with the Partnership to improve the climate of the downtown business district by creating jobs, broadening the area's tax base through redevelopment of commercial and residential properties with programs like Unlock the Block; maintaining downtown's historic presence, and promoting events.

13. Greater Kent Committee. Continue to partner with this committee to strengthen support for economic development initiatives for both the businesses and residents of Kent County.

14. Liaison - Community and Government. Continue working with the City of Dover, Kent County Levy Court, Delaware Division of Small Business & Delaware Tourism, Dover Air Force Base, and other local government entities. Establish working groups when needed to address specific issues and interests (i.e. City of Dover Budget Review Committee; City of Dover Ordinance Review Committee; City of Dover Electric Group; DAFB P4 Initiative)

15. NCALL. Continue collaborating on the Restoring Central Delaware and Unlock the Block programs.

16. Volunteers. Continue the utilization of about 200 volunteers for the various programs, projects and events of the Chamber.

a. Continue to work with the Retired Volunteer Seniors Program to do monthly mailings and assist us with the 55+ Expo by welcoming attendees and conducting surveys.





ECONOMIC DEVELOPMENT

Christina M. Lessard Vice Chair

Committees:

Economic Development
Tourism
Transportation
Infrastructure Committee
AgriBusiness
Special Projects

Ongoing Projects:

Economic Forecast Breakfast
e3 Emerging Employee Expo



1. Continue meeting with industry specific groups to address the needs of our members.

2. Meet regularly with current businesses to identify needs and work toward solutions.

3. Work closely with the Kent Economic Partnership (KEP) to advance the economic well-being of the citizens of Kent County by encouraging expansion of existing businesses and by attracting new business and industry. Continue to work on the development and marketing of the Kent County Business Incubator – Emerging Enterprise Center. Continue working to reduce regulations and restrictions by participating on committees such as the Master Planning for the Kent County Comprehensive Land Plan.

4. Work closely with towns of Dover, Camden, Harrington, Milford and Smyrna, as well as other communities in Kent County, to assist with business issues whenever it is deemed necessary. To serve as a resource for municipalities and to establish committees when needed to address specific needs. (i.e. Budget Committee – City of Dover; Ordinance Review – City of Dover; Electric Committee – City of Dover; Land Use Plans).

5. Actively support efforts to establish and expand air cargo transportation development in Kent County by working with KEP, DelDOT, and the Delaware River & Bay Authority as well as with Dover Air Force Base to establish the Central Delaware Aviation Complex.

6. Partner with Kent County Levy Court, municipalities, Delaware Division of Small Business, and other agencies to attract new business to the area.

7. Work with area legislators to represent the interests of our members and monitor legislation which affects them at all levels of government (Federal, State, County, and Municipal).

8. Create partnerships with state-wide entities to encourage growth and development of the area such as the Delaware Prosperity Partnership.

9. Continue to work with the Universities and Colleges (Delaware State University, Wilmington University, Delaware Technical Community College) to encourage Entrepreneurs coming to Kent County and to provide assistance for those already in business, as well as continually developing a skilled and well-trained workforce.

10. Continue to host and coordinate the Kent County Open for Business program on the first Thursday of every month at Kent County Levy Court. To continue our partnership with Delaware Center for Enterprise Development, DelDOT-DBE/OE, DNREC, Delaware Division of Small Business, Delaware Libraries, Delaware Manu-

facturing Extension Partnership, Delaware Small Business Development Center, Delaware Technical Community College, Downtown Development District Grant Program, Downtown Dover Partnership, Office of Supplier Diversity (OSD) – Delaware Division of Small Business, Kent Economic Partnership, Launcher Business Resources, SCORE Delaware, True Access Capital, University of Delaware Procurement Technical Assistance Center, U.S. Small Business Administration, and USDA Rural Development, Business and Cooperative Programs to provide assistance to our members and/or those interested in starting a new business or growing an existing business.

11. Continue working with Kent County Tourism Corporation (dba Delaware's Quaint Villages)

a. Kent County Tourism Corporation (dba Delaware's Quaint Villages) is the official destination marketing organization for the county and its jurisdictions, whose mission is to generate incremental economic impact for the community through the attraction of visitors.

b. Destination marketing geared toward meetings, conferences, and reunions as well as leisure travel.

c. Serves as Kent County's premier non-profit destination organization serving the meetings market, group tour, sports, and leisure travel.

d. Partners with business advocacy and tourism-related organizations such as Cen-Del Committee, Central Delaware Chamber of Commerce, Downtown Dover Partnership, and others.

12. Transportation Committee.

a. This group takes a comprehensive overview of transportation issues. They work to ensure that an adequate transportation infrastructure exists in Kent County to serve existing needs and to be able to accommodate growth.

b. Develop a listing of priority road projects in Kent County to be shared with DelDOT, Kent County Levy Court, Dover/Kent County MPO, Kent County Legislators, and all Kent County municipalities.

c. Continue to work on and updating the transportation plan for Kent County to share with DelDOT, Kent County Levy Court, Dover/Kent County MPO, Kent County Legislators, and all municipalities.

d. Keep the membership informed on transportation issues.

e. Committee Representative to serve on the Delmarva Freight Panel

13. AgriBusiness. Continue to develop a closer working relationship with the agricultural community whenever possible, primarily through the Delaware Farm Bureau, USDA, and the Delaware Department of Agriculture.

14. Work with the Minority Business Associations to encourage and serve minority businesses in Kent County.

15. Host an Economic Forecast Breakfast in January 2022 to provide the leaders in the business community with an economic forecast for the upcoming year which will be presented by a selected specialist in the field. The forecast should be global and statewide, closing with a focus on Kent County.

16. e3 Emerging Employee Expo. Coordinate a rotating Job Fair program with our local colleges/universities to provide our members with an opportunity to showcase their business opportunities to the students. The goal is to keep our talented students here and grow our businesses with our trained workforce.



ORGANIZATIONAL
Jesse C. Keleher
Vice Chairman

- Committees:**
 Membership Services
 Accreditation
 Ambassador
 Association of Chambers of Commerce of Delaware
 Excellence in Business Awards
 Marketing
 Leadership Central Delaware
 Young Professional Group

- Ongoing Projects:**
 Central Delaware Resource Guide
 Chamber Connections Newspaper
 Dover/Kent County Map
 Member Benefits
 Publicity
 Seminars
 Technology

Collaboration:
 Diversity, Equity, and Inclusion

1. **Membership:**
 The Membership Services Department's goal is to recruit, engage, and retain New and Current Members through the utilization of the following programs:
 - a. 5 Star Journey Map retention programs for Current and New Members.
 - b. Newly updated Business Brags program to help promote members and increase membership retention.
 - c. Continuing hosting Member Orientations for both New Members and Current Members to keep them up to date on the value of being a Chamber member.
 - d. The Ambassador Committee to help achieve membership engagement and retention by communicating and mentoring to members.
 - e. CDCC On-Boarding will help increase engagement and retention by providing orientation meetings for larger companies at their location.
2. **Accreditation Committee.**
 Every five years this committee will review the U.S. Chamber of Commerce's accreditation process and application. Each section will be discussed, evaluated, completed, and the packet will be submitted. The next Accreditation is 2023.
3. **Ambassador Committee.**

- The goal of the Ambassador Committee is to welcome, engage, and retain new CDCC members. Ambassadors are assigned to new CDCC members as a mentor to help with this process and encourage them to become involved with the Chamber, its programs, and its existing members.
- a. Continue 5 Star Ambassador Program.
 - b. Name Ambassador of the Year.
4. **Association of Chambers of Commerce of Delaware:** Established in 1995, the CDCC coordinates meetings of the Association to enable all Chambers in the State of Delaware to participate in projects and legislation of mutual interest.
 5. **Excellence in Business Awards Committee:**
 Through membership nominations and voting, select the 2022 Small Business of the Year, Large Employer of the Year, and Young Professional of the Year.
 6. **Marketing Committee.** Jennifer Sutter, Chair.
 The committee purpose is to communicate the CDCC strengths and increase visibility within the community to current/new membership through a strategic marketing plan.
 - a. Provide public awareness of the Chamber and its members through promotional videos, print advertising, and events.
 - b. Develop marketing packages at discounted rates for new members and existing members.
 - c. Develop new marketing campaigns to attract new members.
 - d. Coordinate and implement the CDCC Showcase event to acquaint prospective members and current members with the benefits of being a member of the organization.
 - e. Review publications in all mediums to make sure messaging is clear and concise.
 7. **Leadership Central Delaware:** Janie Libby, Chair.
 The scope of the Leadership Central Delaware program continues to be expanded to increase the value for participants. The mission of the program is to connect emerging leaders through diverse networks while enhancing leadership skills and community knowl-

- edge resulting in increased value individually and professionally.
- a. Seek individuals who would like to be more involved as leaders in the community.
 - b. Encourage the current class of Leadership Central Delaware to participate in at least one Community Impact Project during which they volunteer, donate funds, or donate supplies to a local non-profit organization.
 - c. Strengthen the LCD Alumni Association to help graduates stay connected and to continue to enhance their leadership skills.
 - d. Encourage the LCD Alumni Classes to participate in Community Service Projects during which they volunteer or donate funds to a local non-profit organization.
 - e. Encourage LCD Alumni Classes to continue their service and leadership to the community by having them compete for the "Best in Class" trophy which is presented at the Awards for Excellence Event.
 - f. New partnership created with Leadership Central Delaware to expand development of future leaders in Kent County.
 8. **Young Professionals of Central Delaware Networking Group.**
 The group purpose is to provide members between the ages of 21 – 35 with networking opportunities and workshops for professional development while focusing on action-oriented projects with measurable, meaningful results.
 - a. Promote the young professionals of Central Delaware and their businesses.
 - b. Build business relationships and networking resources.
 - c. Host Socials every other month and invite speakers to present on topics such as social media, leadership, time management, etc.
 - d. Support community initiatives that impact the greater good of the business community.
 9. **Central Delaware Resource Guide:** Dina Vendetti, Editor
 Publish and distribute 8,000 copies of the 2022-2023 Central Delaware Resource Guide for distribution in July 2022. This publication will be printed in color and be available with advertising hyperlinks online. A CDCC membership directory will be included in the publication. This is the go-to resource for new and existing residents.



10. **Chamber Connections:** Dina Vendetti, Editor
 Publish and distribute a monthly newspaper which provides information of importance to our members including educational programs, training classes, legislative updates, infrastructure developments, membership news, etc.
11. **Dover/Kent County Map:**
 Publish and distribute 10,000 copies of a local map supported by advertising which highlights businesses in Kent County. The map is distributed in July 2022.
12. **Membership Benefits:** Offer Chamber members discounts on products and services. Benefits include free subscriptions to Delaware Today Magazine and Morning Star Business Report, health insurance, Chamber Club Card Savings Program discounts, CDCC Electric Cooperative Program with Affinity Energy, and Eye Specialists of Delaware discounts, and discounted Delaware State News advertising as well as Dover Federal Credit Union and Del-One Federal Credit Union offering our members the financial benefits of belonging to a credit union. The CDCC also provides every member with the U.S. Chamber Federation benefits, such as affinity programs with FedEx and MetLife.
 - a. Continue to seek quality benefits to increase the value of Chamber membership.
13. Continue the health insurance program with Benefits Connection.

Organizational

Continued From Page 13

14. Continue the CDCC Electric Cooperative Program with Affinity Energy to provide companies with an alternative cost-effective electricity program.

15. E-News: Dina Vendetti, Editor

Distribute an informative weekly newsletter highlighting Chamber programs and events to the members through email every Monday.

16. Catchin' Up with the Community E-News: Dina Vendetti, Editor

Distribute an informative weekly newsletter with community news and updates to the members through email every Wednesday.

17. Business News & Company Kudos E-News: Dina Vendetti, Editor

Distribute an informative weekly newsletter with member press releases and company accolades to the members through email every Friday.

18. Continue publicizing and promoting our Chamber members and activities through print, radio, television, and social media outlets.

19. Radio Program: Continue weekly radio programs of interest to local businesses on TomFM, WDOV, and WRDX Radio.

20. Newspaper Articles: Submit a weekly column to Delaware State News for inclusion in the business section of the Monday edition.

21. Continue promoting the

Member of the Month in the Chamber Connections and on the Chamber's website. (A business is selected from a drawing at each Sunset Business Mixer for this designation.)

22. Continue providing automated calls to the membership prior to major events through TCN.

23. Seminars: Offer seminars covering topics that will be informative and useful to our members through the Coffee Coaching Program.

24. Computer Website: Continue developing our website to provide easy access to information on the area and promotion of CDCC members. Provide members an opportunity to be accessed through the CDCC website through multiple avenues including hyperlinks,

enhanced listings, and promotional programs. Keep improving communication through social media sites.

25. Develop and work towards the completion of a new Strategic Plan for 2021-2023 which gives guidance through critical goal categories and objectives which help plan the future course of the organization.

26. Diversity, Equity, and Inclusion (DE&I): Implement policies, programs, and events that support diversity, equity, and inclusion in the organization.

a. Develop a partnership with the Delaware Fusion Alliance.

b. Serve on the Delaware Racial Justice Collaborative.



Judy Diogo, CDCC President

Rep. Charles S. Postles, Jr.

Rep. Lyndon Yearick

Rep. William Bush IV

Rep. William Carson

Sen. Bruce Ennis

Sen. Dave Lawson

LEGISLATIVE C. Scott Kidner Vice Chairman

Committees:
Legislative Affairs

Federal
State
County
Municipal

Ongoing Projects:
Legislative Luncheon
Candidate Interviews
Capital Reception
Congressional Delegates Program

1. A Legislative Affairs Committee is in place to monitor and establish Chamber positions on

proposed federal, state and local legislation and regulations. The Chamber is being proactive by improving communications with our elected officials. We are lobbying effectively on actions that will impact the business climate. Future activities in 2022 we will actively monitor and lobby on are:

- (1) Minimum Wage / Tips and Gratuity
- (2) Legalization of Marijuana
- (3) Paid Family Leave
- (4) Data Brokers
- (5) Retirement Programs (Delaware EARNs)

2. Work closely with House Small Business Caucus to provide input on business-related bills.

3. Continue to take measures to

protect members and the business community from the enactment of specific impact fees and taxes.

4. Increase the awareness of Chamber members on proposed legislation at federal, state and local levels by providing information through "Legislative Alert" and "Call to Action" Emails.

5. Work closely with cities and the County to revise Comprehensive Land Use Plans.

6. Host an annual Legislative Luncheon event with elected officials to share views and information on issues affecting business and to provide direct, open communication between our members and legislators.

7. Host candidate interviews focused on business issues which will be published in the Chamber Connections newspaper and appear on our website prior to the election to help educate members.

8. Meet with Congressional Delegates to discuss Federal Legislation and Regulations that impact our member businesses.

9. Host the Capital Reception. This business-friendly orientation will be held each winter to give elected officials the opportunity to get to know the Chamber and be educated on the issues of interest to the business community.

10. Meet with the Congressional Delegates to discuss Federal legislation that will affect the local economy.

MILITARY AFFAIRS Evans Armantrading, Jr. Vice Chairman

Committees:
Military Affairs
Bluesuiters Golf Tournament Committee

Ongoing Projects:
Abilene Award
Bluesuiters Golf Tournament
First State Community Partnership (P4 Initiative)
Friends of Dover AFB
Military Affaire

State of the Base (MilCon) Briefing
Hosting for the Holidays/
Adopt an Airman Program

1. A Military Affairs Committee is in place to continue to nurture the successful relationship/partnership between Dover Air Force Base and the Central Delaware Chamber of Commerce and its membership.

2. Continue to support the needs of Dover Air Force Base.

3. Monitor BRAC discussions and developments.

4. Distribute Chamber Club Cards, Central Delaware Resource Guide and Dover/Kent County Maps to new arrivals at Dover AFB to promote community support and discounts.

5. Continue sponsoring the Bluesuiters Golf Tournament, the State of the Base Briefing (MilCon), and the Military Affaire as annual events.

6. Submit a nomination package to the Abilene Chamber of Commerce in Texas based on documented achievements that support the relationship between Dover AFB

and the community in the competition for the 2021 AMC Community Support Award.

7. Continue to support the First State Community Partnership (P4 Initiative) and serve on the Executive Council for the Initiative.

8. Continue to support the Friends of Dover Air Force Base.

9. Continue to distribute our military coins to visiting dignitaries to Dover AFB. 10. Continue to coordinate the Hosting for the Holidays/ Adopt an Airman Program.



Member News

Bayhealth Welcomes Residents to Central Delaware

For the past five years, the professionals at Bayhealth have been working diligently to up their game by adding education to their portfolio. In July of 2019, Bayhealth became a clinical campus when they launched their Undergraduate Medical Education (UME) program as 11 third-year students from the Philadelphia College of Osteopathic Medicine (PCOM) came to Bayhealth for their core clinical rotations.

The successful start of the UME has now given way to the beginning of Bayhealth's Graduate Medical Education (GME) program – more commonly known as the Residency Program. Bayhealth joins Christiana Care and St. Francis Hospital in offering this graduate-level experience – Beebe Hospital will be adding a similar program in the not-too-distant future. In July 2021, Bayhealth welcomed 21 residents to its Kent and Sussex campuses for residencies in Internal (13 residents) and Family Medicine (8 residents). Next year, 2022 will see the start of a five-year residency program in surgery and the following year the program will add emergency medicine.

Arriving in Delaware for a residency program is the result of a rather intricate and intense online application process completed through the Electronic Residency Application Service (ERAS). The process includes the completion of the application and the submission of letters of recommendation and other documentation. Officials at Bayhealth reported that there were over 2000 applicants for the coveted 13 available slots in Internal Medicine, 10% of which were interviewed and ranked, and more than 2400 applicants for the 8 spaces in Family Medicine, 12% of which were interviewed and ranked. Placement in the program is ultimately facilitated by a computer algorithm called National Res-



ident Matching Program (NRMP), whose creator received the 2012 Nobel Prize in Economic Sciences. A successfully determined placement is dubbed a "match" and is legally binding. Wherever medical students receive a "match" is where they must go for their residency.

This year, of course, the pandemic altered the process a bit as interviews were held virtually instead of in-person, and as students were pulled off their clinical rotations as an effort was made to stop the spread of COVID-19.

The 21 residents who "matched" for Bayhealth this year are from all over the map – some are Delawareans, others are from states like Maryland, Texas, and New York, and still others from around the world. These residents will call Central Delaware "home" for the next three years. Part of the motivation behind this kind of programming is the hope that the residents will feel at home in Central Delaware and choose to make this their home beyond their residency requirements. A recent study rather starkly highlights the shortage of healthcare professionals in the First State by finding that, on the average, there is one healthcare provider for every 2,000 people. "The studies show that a significant percentage of residents tend to begin their formal practice in the same place where they've trained," comment Dr. Joseph Deutsch, Program Director for the Internal Residency Program.

There are several motivating

factors for bringing the Residency Program to Bayhealth. "Adding this program is really the next step in enhancing the hospital's already very good reputation," commented Amanda Parks, Program Coordinator.

"In addition, this program brings more specialized care to the hospital," offered Dr. Deutsch. "It gives us a way to offer university level services, which come with a great deal of energy and excitement."

The residents are already considered doctors who are licensed to practice at their training site under the care of their supervisors. As they work closely with the program's faculty and their supervisors, everyone tends to improve as the residents glean much from the experience of the seasoned doctors and as those veteran physicians work diligently to show the residents their very best practices.

Typically, the patient experience will involve the resident and the supervisor. "It's like each patient is receiving the care of two knowledgeable physicians at their appointment," shared Deutsch.

"It's really the best of both worlds," added Parks. "The students bring with them all of the newest, most cutting-edge educational knowledge and, when that's paired with the experienced expertise of their supervisor, patients reap amazing benefits and incredible outcomes."

At the end of the residency, these young doctors will have the opportunity to take their board exams and officially begin their careers or apply for a fellowship that provides them with additional specialty training.

The residents typically work rotations of 45 – 70 hours per week. They are paid for their work and are responsible for their own living arrangements. Some have come to Kent County with their families, oth-

ers are here on their own.

In addition to their medical training, the program's leaders are working hard to introduce them to the benefits of living in Central Delaware. They have been provided with State Park passes and opportunities to enjoy various activities together. The CDCC recently took the residents on a day-long tour of highlights including the AMC Museum, Fifer's Farm Store, Harvest Ridge Winery, Woodburn (the Governor's House) and more.

It is of the utmost importance that the residents receive support from the community as they learn, and grow, and refine their skills. The public is urged to share kind words and to welcome the residents with open arms. Patience will be important, especially now, at the beginning of their learning as appointment times may be longer than normal. Remember, these young doctors are learning and, while they learn, they are expanding the amount of care available throughout the hospital system.

"We want the residents of Central Delaware to understand that our residents were chosen from a pool of people who wanted to come here," remarked Dr. Deutsch. "They are deeply interested in the community and love the idea of living in a small state. Their mere presence here stimulates more research, the sharing of knowledge, and the development of learning communities whose work is likely to result in better care all around."

To learn more about Bayhealth's Graduate Medical Education program, visit their website at www.BayhealthGME.org. Please join the Central Delaware Chamber of Commerce in welcoming the residents of Bayhealth to our community!



Bringing Delaware produce to a family visit in New Jersey is sure to impress!



The Residents of Bayhealth



Fun at Fifer's



Bayhealth Residents use the technology center during their breaks.



The Residents' Kitchen and Lounge



The Residents tour the AMC Museum



Bayhealth created ample new classroom space for the Residents.



Internal Medicine Residency... Dr. Joseph Deutsch, Program Director; Amanda Parks, Program Coordinator; Gloria Garzarella, Program Assistant



Fifer's Ice Cream is sure to inspire good vibes about Central Delaware

Member News

A Heartfelt Farewell to an Amazing Friend

Dawne Nickerson is an incredible individual and an all-around amazing person. Born and raised right here in Kent County, Dawne has always been in the hub of Central Delaware life. Dawne has completely invested herself in our community and has taken up residence in our hearts. Her fingerprints have become part of the tapestry that is our town.

A graduate of Delaware Technical and Community College and Wilmington University, Dawne has made a significant impact wherever she's been. From her early days of working with the paramedics to her days at Playtex, Kent Sussex Industries, Citizens Bank, and Frankfurt Bakery & Deli, Dawne has always been a person who gets things done – and one who touches many lives along the way.

For many in Central Delaware, Dawne has been defined by her work with Dover Air Force Base (DAFB). Since 2016, Dawne has served as the Chief of Community Engagement for 436th Airlift Wing Public Affairs. In this role, she works to build and maintain the strong relationship enjoyed between the civilian community and the base community. She is responsible for planning, organizing, coordinating, and conducting documentation, command information, community engagement, and media operations activities. Dawne heads up the base's Honorary Commander Program, an effort that partners the



Guest bartending at the Greene Turtle and raising money for her LCD Class's Community Impact Project.



Always learning, growing, and making a difference.



Col. Husemann and Dawne Nickerson - for many, the faces of the Base!



The LCD Class of 2020 completed a Community Impact Project benefiting the Boy Scouts.

commanders of DAFB with some of Delaware's distinguished community and political leaders. The program gives civilians a close look at the various operations of the base, while introducing the commanders to the key leaders of the civilian community. Exchanges of ideas, experiences and friendships mark the Honorary Commander Program as commanders and honorary commanders positively impact the community. Dawne has received numerous well-deserved awards for her efforts.

In addition, Dawne has served in many of volunteer roles around town. She has been a member of the Downtown Dover Rotary, Downtown Dover Partnership, and a USO volunteer. She has been an active

member of the Central Delaware Chamber of Commerce (CDCC), serving both on the Military Affairs Committee and the Leadership Central Delaware Steering Committee. Dawne is a member of the Leadership Central Delaware Class of 2020 – or, as she refers to them, the "Cool COVID Kids." Dawne has played an integral role in maintaining the Chamber's relationship to base personnel and in assisting with the CDCC's many activities and events that include the base.

At this writing, Dawne is packing up her house and her life here in Dover as she prepares to tackle a new adventure. She has accepted the position of Deputy Chief of Public Affairs at Joint Base Charleston in South Carolina. To say that she will

be missed is a profound understatement.

While we wish you all the best, Dawne, we must confess that we are tempted to hang on to your ankles as you try to exit! We have loved working and playing with you. We have enjoyed our rich partnership with you. And we wish you all good things as you move on to South Carolina. The folks at Joint Base Charleston have no idea how fortunate they will be to have you on their team. We will be anxious to hear about what this next chapter brings – and we will look forward to visits and time to catch up when you are in town. Good luck and Godspeed, dear friend – and thank you for all the ways you've touched our lives.



The Lakeview Ladies



Trying out the hot tub!



It's all smiles at Special Touch Card Creations



Shenanigans La Baguette Style!

Jonathan's

Continued From Page 6

Inc., Instant Imprints of Delaware, Central Delaware Habitat for Humanity, Pike Creek Mortgage Services, Inc., ABI Security Group, Inc., G. Fedale Roofing & Siding – Lewes, Comcast, Affordable Business Systems, Heritage Sports Radio Network, LLC, Tidemark Federal Credit Union – Milford Branch, Legal Shield – Jason King, Rooah! LLC, Next Level Nutrition, Action Unlimited Resources.

Thank you to Jonathan's Landing for hosting this event for us. And thank you to the many members and guests who attended the event – we were so happy to see so many of you there!



A warm Jonathan's Landing welcome

We are excited to bring you our Virtual Holiday Gift Auction at the end of October! Now's a great time to make your holiday shopping list in time for October 27th!



Another Happy Winner



The CDCC's newest 5-Star Members! Congratulations!



A SPLASH of Smiles!



Prizes Prizes



This Winner made a Clean Sweep with that Gift Card!



50-50 Winner... Show me the Money!

New Member Spotlights



Meet the Team at Flyover Fun Park

FlyOver Fun Park, LLC, is an indoor playground for children and their families. The motto at FlyOver Fun Park is "Take Flight to Fun - Bringing Families Together" and that is what they do. Their goal is for families to come and have a fun experience together. Flyover Fun Park, LLC, is eager to provide a place for families to come out again to have fun. FlyOver Fun Park specializes in activities that would be impossible to provide on an individual basis at a family level. They provide soft tubes and slides, trampolines, the Big Air Bag, foam pit, inflatables, Beam Sky Games, and arcades. In addition they offer several party rooms that are available for birthday parties, Christmas and office parties, and organizational spaces for churches, schools, and daycare centers. Their large party room is available for exercise classes as well.

The playground park is owned

and operated by three Christian families. Dr. Vincent Ikwuagwu worked with the State of Delaware for over 25 years and, since his retirement, operates a school bus service and a daycare center in Dover. Charles Salako and his family operate a daycare center in Middletown, as well as other businesses in the state. The Adefemi Family has had multiple experiences with transportation, logistics online coaching, and training companies. These three families, all fully involved in church ministries in Dover and Middletown, represent a combined residency in Delaware of over 60 years! They saw a need in the community for this kind of indoor playground and are working diligently to provide just that.

The team at FlyOver Fun Park, LLC, is excited to be part of the Central Delaware Chamber of Commerce! They were excited to learn about all the benefits afforded to



Mr. and Mrs. Adeola Adefemi



Mr. and Mrs. Charles Salako



Dr. and Mrs. Vincent Ikwuagwu

members and look forward to the exposure that Chamber membership will provide as they become more known in the community. The folks at FlyOver Fun Park want to be actively engaged in the community where they serve and are excited that their membership in the CDCC

will give them a great way to do that!

To learn more Flyover Fun Park, LLC, call (302) 465-3266 or visit them online at www.flyoverpark.com. Please join the Central Delaware Chamber of Commerce in welcoming FlyOver Fun Park into our membership!

Meet Theresa Millhouse and Heart to Heart Health Services, LLC



HEART TO HEART HEALTH SERVICES LLC

Heart to Heart Health Services, LLC, is a multifaceted company that provides lab testing, such as rapid COVID testing and drug screens. They are also an ASHI certified training center certified to teach American Heart Association, American Red Cross, and National Safety Council courses in CPR, AED, First Aid, BLS, PALS, and ACLS. They recently formed a partnership with Fieldprint which enables them to do fingerprinting, background checks, and ID verification for multiple local companies.

Heart to Heart specializes in rapid result testing since most testing is done on site. Their rapid COVID testing does not require an appointment and is cur-

rently offered free of charge. The training courses are by appointment only and are currently offered only in the evenings. The courses are designed for individuals in the community, businesses, students, as well as those in health care.

Hailing from Youngstown, Ohio, owner and operator Theresa Millhouse moved to Central Delaware two years ago. She had the opportunity to visit her son, who is stationed here, and fell in love with the area. Theresa's family also includes two daughters, one 6-year-old grandson, and her maternal grandmother. She is the proud owner of a standard poodle puppy and a grand-dog Siberian Husky. Theresa's life revolves around her family and her deep faith in God. For the past 19 years, she has served as a registered nurse, specializing in emergency medicine and critical care. When she is not nursing or running her business, she loves to spend time with family and friends, going to the movies, reading, bowling, and traveling.

Theresa is excited to be a member of the Central Delaware Chamber of Commerce. She is impressed with the Chamber's amazing reputation in the community and looks forward to the networking that her membership will provide. She is excited to share her skills and business services with the community. She is also very anxious to make connections with fellow CDCC members and start to build relationships and partnerships.

To learn more about Heart to Heart Health Services, LLC, visit them online! To schedule training, go to www.heart-2hearthealthservices.com and for lab testing appointments, visit www.heart-2hearthealthservices.net. Feel free to give them a call at 302.306.3976 or stop in and see them at 1474 E. Lebanon Road in Liberto Plaza in Dover.

Please join the Central Delaware Chamber of Commerce in welcoming Theresa Millhouse and Heart to Heart Health Services into our membership!

Meet Rev. Dr. Erika D. Crawford and Mt. Zion A.M.E. Church

Mt. Zion A.M.E. is a Christ-centered church committed to holistic ministry by caring for the spiritual, intellectual, emotional, and physical aspects of its believers and the Great Dover area. The church is an integrated ministry which incorporates the historic traditions of the "Black Church," the African Methodist Church, and contemporary worship. The congregation reflects multiple generations from a variety of backgrounds and locations, with a wealth of gifts, talents, and Christian experience. The people of Mt. Zion A.M.E. are focused on discipleship rather than membership. They are excited to open their doors, arms, and hearts to walk with individuals on their Christian journeys as a beloved brother or sister.

In 2021, the people of Mt. Zion made a commitment to focus on impacting the community in sustainable ways. This focus resulted in two specific ongoing efforts. The church opened a Community Garden which is open to everyone to come and pick from the blessings of the earth. In addition, the congregation established a \$21,000 Impact Grant, fund-



ed solely by church members for the purpose of helping Capital School District families better their lives through financial support, training, resources, and cultural experiences.

Rev. Dr. Erika D. Crawford describes herself as a disciple whom Jesus loves, a pastor, a preacher, administrator, leader, mentor, advocate, and visionary. Dr. Crawford has faithfully and joyfully served the believers at Mt. Zion A.M.E. Church here in Dover since 2018. She loves the promise, supernatural provision, and divine protection found in the story of Noah's Ark and is an avid collector of Noah's Ark Figurines. Dr. Crawford is excited about what the Lord will do with her ministry as she preaches God's word, loves God's people and puts it all in God's hands.

Prior to her service as a Christian

pastor, Dr. Crawford worked extensively in management positions in the health insurance industry and completed a Bachelor of Science in Organizational Management at Voorhees College (Denmark, SC), a Master of Divinity at New York Theological Seminary (New York, NY), and a Doctor of Ministry in Pastoral Care and Counseling from Fordham University (Bronx, NY). Her doctoral project was entitled, *Serving Them Is Killing Me: Using Technology as a Vehicle for Self-Care for Bi-Vocational Pastors in the Black Church*. She has also done postgraduate work at Regent's Park College at Oxford University (Oxford, UK).

Mt. Zion A.M.E. Church is excited to be a member of the Central Delaware Chamber of Commerce. The people of Mt. Zion believe that that community is created when

the different facets and tenants of communities work together for the good of all. The Chamber represents the businesses and laborers in the Central Delaware community. The members of Mt. Zion A.M.E. recognize that there is great value in getting to know the people of the community and developing relationships in which support is both given and received.

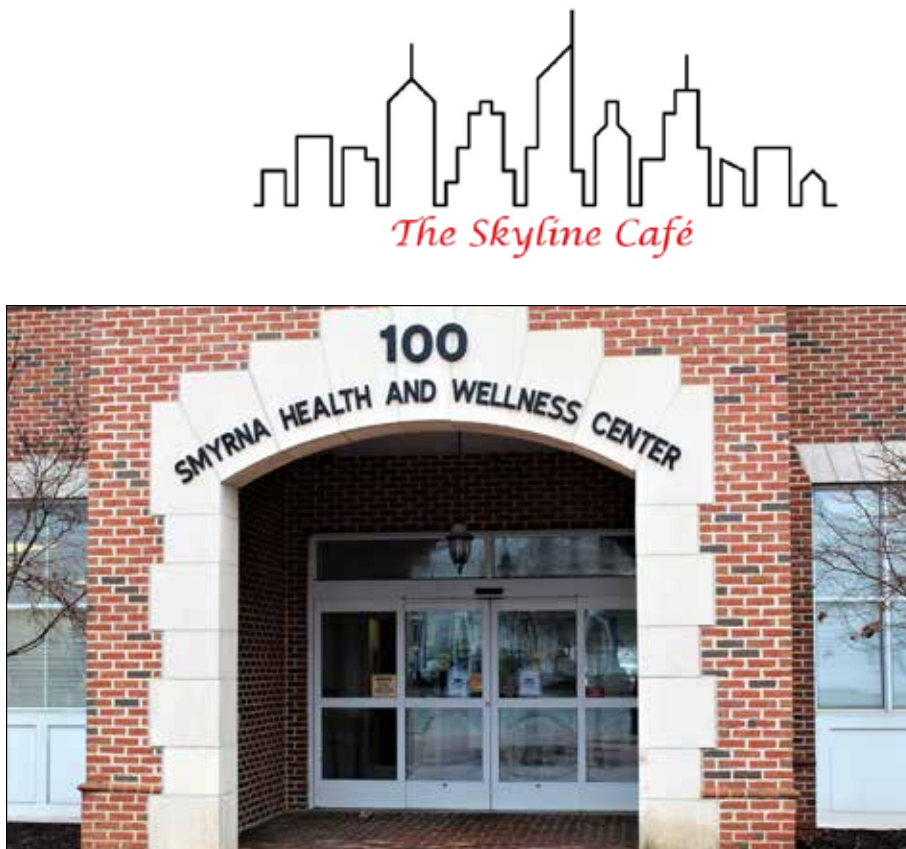
For more information about Mt. Zion A.M.E. Church in Dover, feel free to visit their website at www.mtzionamedover.com, give them a call at 302.678.9478, or come to Sunday Morning Worship at 101. N. Queen Street weekly at 10:30 am. Please join the Central Delaware Chamber of Commerce in welcoming the Rev. Dr. Erika Crawford and the people of Mt. Zion A.M.E. Church into our membership!

New Member Spotlights

Meet Liz Hansen and The Skyline Café

The Skyline Café is a family owned and operated restaurant located in the Smyrna Health and Wellness Center in the heart of the historic district and across the street from the Smyrna Opera House and the Smyrna Library. The café is specially designed to offer chef-inspired, made from scratch, breakfast and lunch with healthy choices and daily specials for everyone's lifestyle including dishes that are vegan, vegetarian, keto, and more. The café specializes in full service on-site and drop-off catering options with a focus on preparing and serving exceptional food and some of the most tempting desserts. The Skyline Café offers food created from treasured recipes from many of the great cities across the USA as well as some local favorites. Chef Jeff, who began his culinary chops at Johnson and Wales University, creates beautiful, fun, and delicious menu items using only the freshest ingredients. One visit will showcase the difference that using fresh ingredients makes.

A life-long Delawarean, Liz Hansen's family came to Smyrna in 1993, has always felt inspired by the local family-oriented towns of Smyrna and Clayton. Motivated to give back to the community in a very sweet way, Liz started Priceless Confections in her home in 2012. The business began with cakes and cupcakes and grew to wedding cakes and catering. In recent years, this was broadened into a full-service catering team and is now expanding into a centralized venue in the downtown area of Smyrna.



The Skyline Café is pleased to be a member of the Central Delaware Chamber of Commerce. Chef Jeff deeply enjoyed his former employment at the Chamber. His enthusiasm for all the Chamber has to offer motivated Liz to seek membership. They are excited to make connections and get to know fellow business colleagues and share their story!

To learn more about The Skyline

Café and what they have to offer, visit them on the web at www.theskylinecafe.com or on their Facebook page. You can also call them at (302) 389-6679, Monday through Friday 7 am – 3 pm and Saturday 7 am – 12 pm. Please join the Central Delaware Chamber of Commerce in welcoming Liz Hansen and The Skyline Café into our membership!



Liz Hansen



Chef Jeff

CDCC joins the Delaware Aerospace Education Foundation for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Delaware Aerospace Education Foundation (DASEF) on August 3rd at 4 pm at their location 585 Big Oak Road in Smyrna. The ceremony was held in front of the Outpost's Galaxy Garden. Chamber members, friends, and staff members joined Dr. Stephanie Wright and her board and staff members to celebrate the grandeur of the Galaxy Garden.

Built on a foundation of integrity and compassion, responsible decision-making, environmental stewardship, innovation, exploration, and discovery, DASEF's vision is to create an exceptional learning environment that inspires children and their families with a sense of appreciation for the earth and its place in the universe. For more than 30 years, the folks at DASEF have been careful to help people understand that the study of space is about more than just the exploration of other planets. Dr. Stephanie Wright and her team at DASEF are focused on using their academic curriculum, presentation, symposiums, professional development opportunities, events, activities, and resources of the Environmental Outpost to inspire and educate the people of the Delaware Valley in learning about science, space, technology, engineering, the Earth's environment, and mathematics. "NASA isn't just about space exploration," commented Dr. Wright, "It's about going into space in order to look back at our planet and learn



how to care for it!"

Among the plethora of innovative teaching tools utilized at the Outpost is the incredible Galaxy Garden. This garden is 100 feet in diameter and is an outdoor scale model of the Milky Way Galaxy. Every plant, leaf, and speck mirrors a portion of the Milky Way. Jon Lomborg, astronomical artist and founder of the Galaxy Garden idea, explains it this way: "It's taking the Milky Way Galaxy and scaling it down for people to understand." The ½ acre spiral is created to scale with plants representing stars, planets, asteroid, and anything else found in the galaxy. For example, gold dust plants, with gold specks on each leaf, were used to represent the stars and to show the vastness of the Milky Way. Based on current astronomical data, each speck represents roughly 100,000 stars! Mr. Lomborg's original garden is in

Hawaii – DASEF boasts the second of three Galaxy Gardens in the entire world – the third is in Spain. As a final touch to the garden, Dr. Wright went in search of something sparkly for its pathways. She found that crushed coal has a very shiny, twinkly quality to it and used it to achieve the space-like effect. A working weather station has been installed near the garden, as well as a Sun Tower whose shadow illustrates the rapid rotation of the Earth.

In addition to the Galaxy Garden, DASEF's campus in Smyrna boasts the Mountjoy Observatory with its 16" Meade telescope, a classroom filled with amazing manipulatives for learning about life on Earth and exploration in space, a butterfly patio, and the unique Planetary Walk, which begins just outside the Outpost building with a granite marker for the sun and progresses across

the property to Pluto's granite marker demonstrating the placement of the planets to scale. The team at DASEF works diligently to provide educational programming, birthday parties, explorations, "evening Eyes on the Sky" events, and an amazing camp experience known as the Delaware Aerospace Academy. Overall, DASEF touches more than 25,000 individuals each year through these experiences.

People are invited to roam the grounds and walk through the Galaxy Garden at their leisure. For a guided experience, please call and schedule an appointment. To learn more about DASEF and all they have to offer, call (302) 659-5003 or visit them on the web at www.dasef.org. Please join the Central Delaware Chamber of Commerce in congratulating the folks at DASEF on their magnificent Galaxy Garden!

CDCC joins Euphoric Herbals for a Ribbon Cutting



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Euphoric Herbals on August 25th at noon. The event was held at Euphoric Herbals Apothecary at 621 N. DuPont Blvd. in Milford. Chamber members and friends joined owner and founder, Cindy Collins, to celebrate the Grand Opening of Euphoric Herbals new smoothie and tea bar.

The team at Euphoric Herbals believes that the only way to do great work is to love what you do. They offer products that inspire and add value to the lives of their customers. As an herbal apothecary, the focus of Euphoric Herbals is botanical products, bulk herbal and natural ingredients. In addition, they are pleased to now offer a 100% plant-based smoothie and tea bar with products made from real fruit and vegetables.

Euphoric Herbals began as an e-commerce company in 2010. Since then, this veteran owned, female owned company has served over 30,000 families in 58 countries! In 2018, Collins added a brick-and-mortar apothecary to the business model and, in 2021, in an effort to create new jobs and

add value for their amazing customers, opened the smoothie and tea bar. Euphoric Herbals offerings include Collins' own brand of teas, salves, skin care, bath products, and herbal capsules. The Apothecary offers all of those same products plus about 140 types of loose herbs, 60 – 70 types of loose tea, essential oils, local honey, CBD products, reusable containers, jewelry, and more. Euphoric Herbals ships around 2,000 orders per month.

Euphoric Herbals is a proud member of the Central Delaware community, and they are eager to give back. Their business is based on a strong social mission that has a global impact on women's health. Now, with the addition of the smoothie and tea bar, they plan to donate a portion of the profits quarterly to the Food Bank of Delaware.

To learn more about Euphoric Herbals, visit them on the web at www.delawareapothecary.com or on Facebook at <https://www.facebook.com/euphoricherbalsapothecary>. Please join the Central Delaware Chamber of Commerce in congratulating Cindy Collins and Euphoric Herbals on the Grand Opening of their new smoothie.

CDCC joins Rebel Cove for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Rebel Cove on July 29th at 11 am. The ceremony was held at 33 W. Loockerman Street in Dover. Chamber members, friends, and staff members joined Steve and Lisa Kochel to celebrate the Grand Opening of this fun, new establishment in Downtown Dover!

Rebel Cove is a locally and veteran owned bar & grill offering a cozy island/pirate themed atmosphere with an emphasis on friendly service and unique lunch and dinner menus including entrees, salads, cheesesteaks, sandwiches, grilled tacos, sides, and desserts with a little island, southern, and international flair. In addition, patrons will enjoy local beers and signature cocktails aplenty! The mission of Rebel Cove is to provide a destination where people can take a break and enjoy a delicious meal and a creative beverage! Their goal is to provide a variety of intriguing op-



tions so that people keep coming back. Rebel Cove is hoping that their variations on the cheesesteak, Low Tide fritters, and various other options will turn occasional diners into "regulars!"

Rebel Cove got its start in 2016 as a food truck. The success of the

truck motivated a face lift for the vehicle which now lives at the beach under the name Grandpa Mac's Mac & Cheese. Next, in 2019 came the Rebel Cove brick and mortar sandwich shop in Middletown, which is a popular hot spot that's still going strong. Rebel Cove in Do-

ver's downtown, a recipient of the Unlock the Block Program, demonstrates the next level of growth as a much larger, eat-in restaurant with a bar!

Rebel Cove is a proud member of the Central Delaware Community and is eager to be involved in the local community and find ways to give back. Lisa is a member of the Downtown Safety Committee. The team at Rebel Cove also supports the local schools and other organizations, including the police, by offering gift certificates that can be used at their fundraisers. They also participate in Downtown's First Fridays and the Capitol Key Program.

To learn more about Rebel Cove, call (302) 406-2683 or visit them online at www.rebelcovegrill.com. Please join the Central Delaware Chamber of Commerce in congratulating Steve and Lisa Kochel and Rebel Cove on their Grand Opening!

CDCC joins FOLDS Laundry Delivery Service for a Ribbon Cutting.

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for FOLDS Laundry Delivery Service on August 20th at 4 pm. The event was held 24 E. Mount Vernon Street, Suite 101, in Smyrna. Chamber member and friends joined Arthur and Kohren Rowland to celebrate the Grand Opening of FOLDS Wash House.

FOLDS' mission is to provide dependable and consistent laundry service to their customers through continuous dedication, commitment, and outstanding customer service. The professionals at FOLDS work diligently to stay up to date on the latest technologies, cleaning methods, and solutions for dealing with stains or delicate fabrics. Their passion motivates their promise to care for their customers' clothes as if they were their own.

FOLDS Laundry Delivery Service offers residential and commercial wash, dry, and fold service. They use a flat rate model that allows customers to know exactly how much they are paying for their service. They provide two different



sized laundry bags from which to choose. The customer fills the bag with dirty laundry, members of the FOLDS team pick up, wash dry, and fold, and deliver it within 48 hours, smelling fresh and clean. Now with the opening of FOLDS Wash House, customers have the option to drop off laundry for a discounted rate.

The Rowlands moved to Central Delaware seven years ago in search of a more family centered community. FOLDS Laundry De-

livery Service had its start in 2018 in partnership with a laundry facility in Cheswold. Since then, FOLDS has continued to provide outstanding service to every customer. The Grand Opening of FOLDS Wash House marks the accomplishment of their goal to keep the business close and to invest in a community that they love. Now that the Rowlands have a place to live and their own facility for their business, they feel like they've finally come

"HOME."

FOLDS Laundry Delivery Service is a proud member of the Central Delaware community, and they are eager to give back. They participate in numerous events at the Modern Maturity Center and offer discounted pricing to seniors. They also offer a "one month free" laundry service to one lucky individual each year through a raffle. In addition, they assist the American Heart Association with their annual "Little Hats, Big Hearts" campaign, which raises awareness of infant heart disease, by ensuring that every hat that is donated is washed, wrapped, and ready to be delivered to newborns throughout area hospitals.

To learn more about FOLDS Laundry Delivery Service and FOLDS Wash House, visit them on the web at www.foldsdelivers.com or on Facebook at www.facebook.com/FOLDSDelivers. Please join the Central Delaware Chamber of Commerce in congratulating Arthur and Kohren Rowland and FOLDS Wash House on their Grand Opening!

CDCC joins Special Touch Card Creations for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Special Touch Card Creations on August 18th at 12:30 pm at the Central Delaware Chamber of Commerce, 435 N. DuPont Hwy. in Dover. Chamber members and friends joined owner Esther Rich to celebrate the 5th Anniversary of Special Touch Card Creations.

Special Touch Card Creations designs and creates beautiful, custom greeting cards. The mission of the company is best expressed by creative card designer and owner, Esther Rich, “I take the words from your heart and turned them into a one-of-a-kind greeting that touches the heart of your receiver.” Esther’s unique, personally designed creations are thoughtful and meaningful to both sender and receiver!

Esther brings something new to Central Delaware – she customizes



and personalizes all types of greeting card. In addition, she is able to create post-it note holders, calendars, journals, and party favors. Esther also loves to create invitations for weddings and any party occasions. In addition to her distinctive creations, Esther also offers mailing

services.

Esther and her husband, Paul, and Special Touch Card Creations are proud members of the Central Delaware community. Esther is very active in community matters and is always anxious to find ways to give back. Esther began serving

the community upon her arrival in Central Delaware in 2018 with the folks in her neighborhood. She was instrumental in getting them to establish a Homeowners Association and served on the board. She was soon tapped to serve that group as its president for one year. Esther also serves as an active Ambassador with the Central Delaware Chamber of Commerce, assisting new members with acclimation and networking. In addition, she volunteers her services in many other ways with the Chamber.

To learn more about Special Touch Card Creations, visit them on the web at www.specialtouchcardcreations.com or on Facebook at <https://www.facebook.com/specialtouchcardcreations>. Please join the Central Delaware Chamber of Commerce in congratulating Esther and Special Touch Card Creations on their 5th Anniversary!

CDCC joins King Cole Farm for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for King Cole Farm on August 13th at 4:30 pm. The ceremony was held at 1730 Bayside Drive in Dover. Chamber members, friends, and staff members joined Jim and Annemarie Dickerson to celebrate the Grand Opening of Central Delaware’s newest event venue!

The mission of King Cole Farm is to offer families and friends a place to come together to make unforgettable memories in the property’s stunning spaces. Joy has always come from sharing the farm. The farm was originally owned by Audrey Owens Draper and Harry Draper of Milton, Delaware. Harry was an owner of the King Cole Canning Company. In 2003, the main residence was built and, in 2006, the pole barn was completed by Sally Draper Dickerson and Chester T. Dickerson Jr., as their residence and farming operation. Throughout the years, they often celebrated weddings, anniversaries, reunions, birthdays, and holidays there with many friends and family members!



It was their wish upon passing to keep the property operational and maintained for generations to come. Jim and Annemarie relocated to Delaware to continue that legacy of gathering and celebration.

Specializing in weddings, the team at King Cole Farm can create

an event that is the perfect start to customers’ “happily ever after.” In addition, King Cole Farm is a great venue for family reunions, meetings, small group getaways, corporate events, fundraisers, charity events and more! Property tours are available by appointment. With

everything from tables, linens, and chairs to wedding planning services, ample parking, dance floor, bridal suite and more, King Cole Farm offers two options on the weekends: day of event only pricing and full weekend pricing, reduced daily prices are offered during the week.

King Cole Farm is a proud member of the Central Delaware community and is eager to give back by continuing their family’s tradition and offering a beautiful event venue to the surrounding community. They are interested in assisting nonprofits and other local agencies by helping to create a space for their events. In addition, they are excited to be part of the Central Delaware Chamber of Commerce so that they can be engaged in the community.

For more information or to arrange for a tour of King Cole Farm, please call 302.677.1730.

Please join the Central Delaware Chamber of Commerce in congratulating Jim and Annemarie Dickerson and King Cole Farm on their Grand Opening!

CDCC joins Jennifer Jacobo and Century 21 for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Century 21 Realtor Jennifer Jacobo on August 5th at 4:30 pm. The ceremony was held at 1665 S. DuPont Highway in Dover. Chamber members, friends, and staff members joined Jennifer Jacobo to celebrate her 1-year Anniversary as a realtor and business owner!

Jennifer Jacobo believes in treating all her clients like family. Dedicated to providing personalized and professional service, she values each person who comes to her seeking to buy or sell a home and promises to hold their hands throughout the entire process. For Jennifer, real estate is not just a job, it is a passion for helping families find homes and achieve their dream of home ownership. She strives to deliver world-class service and build long-lasting relationships.

With their cutting-edge tech-



nology and highly skilled agents, the globally recognized Century 21 brand is synonymous with the idea of specializing in relocation. They are also known for their expertise in first-time home-buying experiences, distressed properties, corporate and military relocation,

investing, property management, seller representation, retirement communities, new construction representation, and more. Jennifer is pleased to add her own locally based team to this platform and ensure that every detail of each transaction is personally handled.

Jennifer is a proud member of the Central Delaware community and is eager to build a legacy of giving back, showing her family and others what it truly means to be part of a community. Recently, she and her family sponsored three families for Christmas and made sure all their needs were met so they could celebrate an amazing holiday. In addition, she is always looking for great opportunities to help build the community they call home.

Jennifer is excited and ready to connect with families who are looking for their new place to call home! For more information or to schedule an appointment with Jennifer, call 302.399.8661 or visit her website at www.JenniferJrealty.com.

Please join the Central Delaware Chamber of Commerce in congratulating Jennifer Jacobo on her 1-year Anniversary and wishing her all the best for many years to come!

Groundbreaking

Local McDonald's® Owner/Operator Michael Meoli, Elected Officials Break Ground for Delaware's Newest McDonald's Restaurant in Camden

Meoli's restaurant is the first newly built McDonald's restaurant in Kent Co. in the last twenty-three years

DOVER, De. (August 16, 2021) – Local McDonald's® Owner/Operator Michael Meoli and distinguished guests broke ground today at the site of Delaware's newest McDonald's in Camden. Located at 60 East St. near the corner of US Rt. 13 and Voshell Mill Road, Meoli's McDonald's will be the 25th in his portfolio of restaurants throughout Delaware and Maryland's Eastern Shore.

"Today is a great day for The Meoli Companies," Michael Meoli said. "For nearly 30 years I have been honored to provide the best that McDonald's has to offer to communities across Delmarva. This new restaurant in Camden will allow us to treat more customers to delicious, high-quality menu items with fast, friendly, accurate service."

Under the brand-new Golden Arches®, customers will find self-order kiosks, digital menu boards, contemporary décor and comfortable seating. Upon entering the lobby's entrance, a McDelivery® pick-up window has been installed for prompt, efficient service for McDelivery drivers. The restaurant exterior will feature beautiful landscaping, plenty of parking and a double lane drive-thru.

The Camden McDonald's is the first new-construction McDonald's restaurant in Kent County in more than twenty years. When open later this year, the restaurant is expected to employ more than 60 people in all positions from crew mem-

bers to management.

"At The Meoli Companies, we're dedicated to building and maintaining the best restaurants and delivering a gold-standard experience for our customers," Meoli continued. "This new restaurant is another way we continue to deliver on that promise. We're proud to be a member of the Camden community and look forward to serving our valued guests later this year."

Construction of the new restaurant is expected to take three to four months.

At The Meoli Companies, we're raising the bar; investing in new experiences to provide more choices, engagement and service for customers. With new ways to order and pay through the McDonald's Mobile App, and premium menu choices, customers – new or returning – will enjoy this new elevated dining experience.

About McDonald's

McDonald's USA, LLC, serves a variety of menu options made with quality ingredients to more than 27 million customers every day. Nearly 90 percent of McDonald's 14,000 U.S. restaurants are independently owned and operated by businessmen and women. Customers can now log online for free at approximately 11,500 participating Wi-Fi enabled McDonald's U.S. restaurants. For more information, visit mcdonalds.com.



Mike & Kelli Meoli



Area McDonald's Managers



Let's get this project started!



Members of the Meoli Team, Venture Construction Company Representatives, and Community Supporters joined together in the celebration.



Venture Construction Company Representatives were on hand for the big moment.



Mike Meoli, Owner



Member of the Month

Name: Michael J. Harrington, Sr.
Title: Owner
Business: Harrington Realty, Inc.
Address: 736 N DuPont Hwy, Dover DE 19901
Hours: 8:30am – 5:00pm
Phone: 302-736-0800
Website: www.harringtonrealtyde.com
Email: mharringtonsr@harringtonrealtyde.com



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

Harrington Realty Inc was originally founded in 1978, on the 2nd floor at 33 W. Loockerman. The company quickly grew to 8 offices and over 200 agents statewide. The company is full service offering residential and commercial sales, property management and mortgage

services.

Tell us about your role in the business/organization.

I was founder and over saw operations until 2020 when Michael J. Harrington, Jr. stepped in and he presently manages residential sales, while I continue to manage the rest of the operation.

Tell us something that makes your business/organization unique.

Our business is a family owned

business that has been in business for 43 years. As a family business we have a personal relationship with our real estate agents and staff. We take care of each other.

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

Real Estate Sales are continuing to flourish in Kent County as well as statewide and I believe our better years are ahead of us, once the COVID limitations are removed.

How has the Chamber helped

your business/organization grow?

Being part of the Chamber I believe is essential to the survivorship of small businesses. The Chamber offers products and services to their members. Great organization.

What is your best advice to other businesses/organizations?

If you are opening a new business and want to be successful, you must join the Chamber of Commerce and participate in their activities, etc.

Ambassador's Corner

Erlene George



Erlene is the owner of a financial education business, as well as a substitute teacher. She teaches people how money works so they can make informed decisions about how to manage their finances. Her mission is to help families earn more income and become properly protected, debt free and financially independent. She offers a variety of products and services designed to help people achieve their financial goals. Some of these products and services include investments, retirement planning, debt solutions, life insurance, identity theft, legal protection, Vivint Smart Home security system, auto and home insurance referral program and a complimentary financial needs analysis to see if they are on track to achieve their goals and dreams. Best of all, during these

unprecedented times, she is happy to serve her clients virtually to maintain social distancing.

Previously, for 20 years, Erlene was the owner of three floral business-

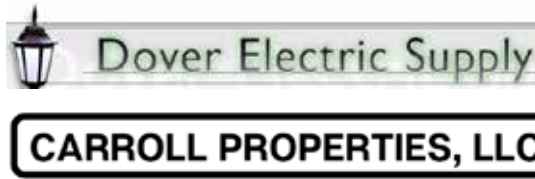
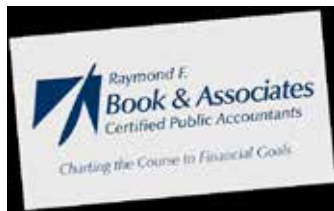
es in Dover and became involved with the Chamber of Commerce during that time. She is grateful to the chamber for their education, marketing, legislation and networking opportunities, all of which have aided her businesses. Networking is key for business as well as personal growth and development. The numerous chamber networking events have made this possible through building sustainable relationships instead of just adding to your number of connections. In addition, the chamber has been an invaluable source of information, keeping us informed through their bulletins and newsletters.

Erlene is a graduate of the Leadership Central Delaware class of 2018 and an active member of Fund for Women. She enjoys helping others and strives to make a positive difference every day. Being an Ambassador affords her the opportunity

to do this, as well as to give back to the community that has supported her for so many years. Another way she gives back is by providing complimentary Financial Wellness Workshops throughout the business community, including owners/employees/customers. In addition, she is expanding her business and looking for motivated, caring people to grow with her. Let her know if there is someone that keeps their career options open and could benefit from this amazing opportunity to diversify their income online via teleconferencing, especially in these challenging times.

To learn more about Erlene and her business, please visit them on the web at www.primerica.com/erlenegeorge. To schedule your workshop, financial needs analysis and/or receive additional information, please contact Erlene @ 410-708-0678 or erlenegeorge@hotmail.com.

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!

WOW! This month, we have four Milestone Members to recognize! These four companies are tied for the highest number of years renewed this month – and they represent 200 years of Chamber membership!!! That's right – each of the four businesses are celebrating 50 years of membership in the CDCC.

Book & Associates Certified Public Accountants, established in 1956, offers a wide variety of tax, accounting, auditing, financial, and investment planning services. With CPAs located in Dover, Middletown, and Lewes, the firm is easily accessible and ready to serve clients all over the state of Delaware. They constantly strive to bring a unique personal touch to each client.

Carroll Properties, LLC, has been a real estate staple in the community for many years. Specializing in leasing commercial property, Carroll Properties, LLC, has provided homes for many area businesses throughout the years!

Serving the Dover area since 1948, Dover Electric Supply Company, Inc., is a family owned and operated business focused on providing products and services to support both residential and commercial

needs. Customers are invited to visit the company's showrooms in Dover and Midway. The Dover showroom is home to over 500 light fixtures!

Edgewell Personal Care, born in 2015, employs about 6,000 workers across the globe. They maintain a portfolio of 25 brands in 50 countries. The "edge" in their name represents their strong desire to be on the cutting edge of innovation, while the "well" speaks to their goal of providing customers with products that ensure their well-being because they are well designed and well made. They supply people everywhere with personal products that enhance their lives and, as their slogan says, they work diligently "to make useful things joyful!"

Raymond F. Book & Associates, Carroll Properties, LLC, Dover Electric Supply Company, Inc., and Edgewell Personal Care are all proud members of the CDCC. The Chamber is pleased to congratulate them on 50 years of Chamber membership! Thank you to each of you for your commitment to serving both your customers and the Central Delaware Community. Your support means a lot to all of us!

Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
Raymond F.Book & Associates, Pa, CPA's.....	50
Carroll Properties	50
Dover Electric Supply Co., Inc.	50
Edgewell Personal Care	50
Jen-Mor Florist.....	49
PNC Bank.....	49
City of Dover	48
Delmarva Power	47
Dawson Bus Service, Inc	46
United Way of Delaware	46
Faw Casson	45
Porter's Sand & Gravel, Inc	45
Town of Camden	39
Parkview RV Center.....	39
State Janitorial Supply Co.	39
JBA Greentree Properties LLC.....	35
Capital School District	32
Modern Maturity Center, Inc.	32
Trader Funeral Home, Inc.	31
Luff & Associates,PA.....	29
Sunnyfield Contractors,Inc.....	28
The Malmberg Firm, LLC.....	28
Forever Media Inc.....	27
Dover / Kent County MPO	26
Dover Place Senior Living	22
Horty & Horty, PA-Douglas R. Phillips	22
Elevations Unlimited.....	21
Payroll Management Assitance	18
Ray Hall	17
Kent County Levy Court.....	17
La Baguette Bakery& Catering.....	14
M&T Bank -Dover Main	14
A Center for Mental Wellness, Inc.....	13
Central DE Habitat for Humanity	13
Jeweler's Loupe	13
Eagle Hospitality Group, LLC-Main Stay Suites	13
Stick It! Gymnastics.....	13
Hilton Garden Inn	12
Merry Maids.....	11
True Access Capital.....	11
Dover Interfaith Mission for Housing.....	9
Shore United Bank-Dover	9
Bright Side Exteriors	7
Friends of Delaware Veterans Inc.	7
Mail Movers.....	7
Pugh's Service.....	7
Nephrology Associates, PA.....	6
Brick Works Brewing & Eats.....	5
Koski Enterprises Inc.....	5
Walmart DC 7034.....	5
CompleteCare @ Silver Lake	4
Dover Elks Lodge #1903	4
Bangkok Thai Cuisine Corp	3
Delaware Indoor Advertising Network, LLC.....	3
Delmarva Pole Buildings	2
First Home Mortgage.....	2
Fur Baby Pet Resort.....	2
Hempworx/MDC-Suroweic	2
Military Officers Association of America (MOAA).....	2
NorthNode Group Counseling.....	2
SBT Signs & Graphics.....	2
TAG Events.....	2
Brookdale Dover	1
Caruso Homes , Inc.....	1
Enoch Stevenson Insurance	1
Lean On Me Caregiving, LLC.....	1
Smryna Nutrition.....	1
The Terminix International Company LP	1

New Members

CenterPoint Church Mr. Dave Dorst 5 W. Commerce St Smyrna, DE 19977 703-431-0343	Next Level Nutrition Mr. Austin Adams 915 N DuPont Blvd Ste 103 Milford, DE 19963-1093 302-265-2873
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FOLDS LLC Mrs Kohren Rowland 24 E. Mount Vernon St., Suite 101 Smyrna, DE 19977 855-693-6537	UNITED Church Mr. Nick MacDonald 999 Long Point Rd Dover, DE 19901 302-943-9516
Heritage Sports Radio Network LLC Mr Gary Laing 1841 Bryant's Corner Rd Hartly, DE 19953 302-492-1132	

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 **THIRD** 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 August "Coffee on Us" Contest was Nina Jenkins, Harrington Raceway & Casino and LCD Alum, Class of 2019, who correctly identified the Delaware State Fair in Harrington, Delaware. Congratulations, Nina - and thank you for playing our game!!!

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

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