

# Chamber Connections

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AUGUST 2021



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## Annual 55+ Returns for Its 20th Year!

Are you looking ahead and planning for your retirement years? Are you looking for support as you serve as caregiver for an aging loved one? Do you have a good idea of what you'll need as you become a senior, but are unsure of what's available? Are you interested in seeing first-hand what Central Delaware has to offer senior citizens, the state's fastest growing sector of the population? If you answered "yes" to any of these questions, the 20th Annual 55+ Expo is the perfect event for you!

On Tuesday, August 10th, 2021, from 9 am – 3 pm, people from all over Delaware and surrounding states will gather at Dover Downs Hotel & Casino®- Rollins Center for one of the largest expos of its kind in Delaware, the CDCC's 20th Annual 55+ Expo. The Central Delaware Chamber

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**FREE to Attend** August 10th: 9 am – 3 pm **Dover Downs Hotel & Casino**  
Wellness Center \* Caregiver's Support Center \* Exhibitors and more!

See inside for Vendors, Schedule and more!

## Start Conditioning – the Amazing Chase is BACK!

Imagine... a gathering of competitive 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

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## Jonathan's Landing Ready to Tee Up the Member 2 Member Expo

Join your fellow CDCC members on Wednesday, August 25th, from 4:00 – 7:00 p.m. at Jonathan's Landing for the next Sunset Business Mixer! This event will also feature the CDCC's semi-annual Member 2 Member Expo. The event will be held at 1309 Ponderosa Dr., in Magnolia. Please join us to experience the hospitality of the folks at Jonathan's Landing, and to learn about many member businesses and what they have to offer.

Jonathan's Landing offers Central Delaware a challenging but fun golf course as well as a beautiful, newly renovated banquet space perfect for



gatherings. Whether enjoying a round of golf on the beautifully manicured course with its distinctive marshland, links-style layout, undulating greens, subtle elevation changes, and wind-swept views or attending an event in the Lighthouse Ballroom's bright and

inviting ambiance, dance area, full-service bar, and wrap-around deck overlooking the golf course, Jonathan's Landing is the perfect local getaway! Come and learn more about all they

See M2M — Page 5

# Judy's Journal



PRESIDENT - JUDY DIOGO

## “Fall” Into Fun with the CDCC

As you all know, the coming of Fall marks the beginning of the flurry of activities and programs for your Chamber. Fasten your seatbelts. . . we have a multitude of opportunities coming your way!

We will kick off the fall season a little early with our **20th Annual 55+ Expo**. This popular annual event will be held on Tuesday, August 10th at Dover Downs Hotel & Casino®. As you will see in this edition, we are excited and anxious to bring this event back to Central Delaware. If you are 55, soon to be 55, or if you find yourself in a care giving role – this event was created for you. You will find information and resources at the expo that will help you plan for the future, live your best life now, and provide you with guidance and assistance while providing care. We look forward to seeing all of you on August 10th from 9 a.m. to 3 p.m. at Dover Downs Hotel & Casino®!

On Thursday evening, September 23rd, we will bring back the very popular **Amazing Chase!** For those who are not familiar with this event, it is a fun team building event for businesses and it is also a great event to highlight and introduce individuals to our merchants in Downtown Dover. It is now time to begin getting your teams identified and prepared to

have a super fun night of solving clues, taking on unique challenges, and finding out about all the treasures Downtown Dover has to offer! Stay tuned for more details!

September will also mark the start of an incredible journey for Leadership Central Delaware's newest class. The **Class of 2022** will officially begin their learning on September 16th and 17th at their two-day Opening Retreat in Rehoboth Beach, Delaware. What a great adventure this group has ahead of them! You will be able to witness their journey and watch it unfold each month in this publication.

In October, the event we all know and love will be back *in person*. . . **The CDCC Holiday Gift Auction!!!!** We will have over 150 items in our Silent Auction and, in keeping with tradition, we will have some super-fabulous Live Auction Packages as well. So, mark your calendar now for October 27th. The event will be held at Maple Dale Country Club from 5 to 8 p.m. And, since it was such a big hit last year, we will incorporate a mobile app for bidding!!! Get those Christmas gift lists started. The shopping is about to begin!!!

So, members, get ready to “Fall” into fun with the CDCC!

## Calendar of Events

- August**
- Thursday, August 5th**  
Kent County Open for Business  
8:30am - 10:00am  
Kent County Levy Court
- Tuesday, August 10th**  
20th Annual 55+ Expo  
9:00am - 3:00pm  
Dover Downs Hotel & Casino
- Tuesday, August 10th**  
CDCC Board Meeting  
Canceled for the month of August
- Wednesday, August 11th**  
Marketing Committee Meeting  
10:00am - 11:00am  
CDCC Conference Room
- Thursday, August 12th**  
Member Orientation  
12:00pm - 1:30pm  
CDCC Conference Room
- Tuesday, August 17th**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm  
CDCC Conference Room
- Wednesday, August 25th**  
Ambassador Committee Meeting  
3:30pm  
Jonathan's Landing
- Wednesday, August 25th**  
Sunset Business Mixer / Member 2 Member Expo  
4:00pm - 7:00pm  
Jonathan's Landing
- Monday, August 30th**  
CDCC Executive Committee Meeting  
8:00am - 10:00am  
CDCC Conference Room

- 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,  
Carey Insurance Group
- Wednesday, September 29th**  
Sunset Business Mixer  
5:00pm - 7:00pm  
Carey Insurance Group
- TBD**  
Night at the Races  
4:30pm - 7:00pm  
Harrington Raceway & Casino

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

## 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.

### OFFICERS & BOARD OF DIRECTORS

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- Brenda F. Farmer, Leadership Central Delaware Coordinator

### Member Chamber of Commerce of the United States Chamber Connections Production and Layout by: Delaware State News

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.

Thank you to the CDCC Cornerstone Members!



An Industry Exclusive CDCC Marketing Package!



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www.cdcc.net



THE CDCC is the essential resource for growth of engaged businesses in Central Delaware.



# Cornerstone Member - Harrington Raceway & Casino

## Half a Season Still to Come at Harrington Raceway & Casino

The halfway point has passed on Harrington Raceway's 75th season of live harness racing, but some of the season's racing highlights are still to come in the remaining summer/fall season. Live racing will return from a summer hiatus on August 16th, with racing on Mondays and Tuesdays for the rest of August, followed by a Monday through Wednesday schedule beginning September 6.

The track's signature event, the Bobby Quillen Memorial, is slated for September 20th and regularly features some of racing's top horses. Some of racing's stars have participated in the past such as the 2015 Horse of the Year Wiggle It Jiggle It and harness racing's richest horse



of all-time, the venerable Foiled Again, who earned more than \$7 million in his illustrious career. The race honors the memory of the late First State legislator Quillen, who passed away in 2004. The affable Quillen was a staunch supporter of harness racing and popular member of the Harrington community. He was a regular attendee of the races and known for his relentless optimism and aversion of socks. He was also a member of the Board of Directors at Harrington Raceway

and the Delaware State Fair.

The top Delaware-bred 2-year-olds will be in action over a three-week period with Delaware Standardbred Breeders Fund (DSBF) elimination races beginning September 20th and culminating in \$100,000 final events October 4th-6th.

Racing fans can look forward to a tight race playing out in the track's driver standings as defending champ Allan Davis (80 wins) holds a slim margin over upstart Montrell Teague (77 wins). Both drivers come from harness racing families as Davis' father Eddie was a long-time driving champ on the local circuit with more than 8,000 career wins. Teague is the son of renowned

trainer/owner George Teague Jr., a Harrington-based horseman who was recently bestowed the sport's biggest honor of being nominated for the Harness Racing Hall of Fame. Teague would become the second Delawarean inducted, following Joe Holloway's induction in 2019.

A pair of former meet leading trainers are duking it out for leading conditioner honors as Chuck Crissman (35 wins) and Josh Green (25 wins) are atop the standings.

The 2021 meet will come to a close on October 20.

Wagering and dining are available in Murphy's Race and Sports Book. Post time nightly is 4:30 p.m.



Former Bobby Quillen Memorial winner, Foiled Again, is harness racing's richest horse of all time.



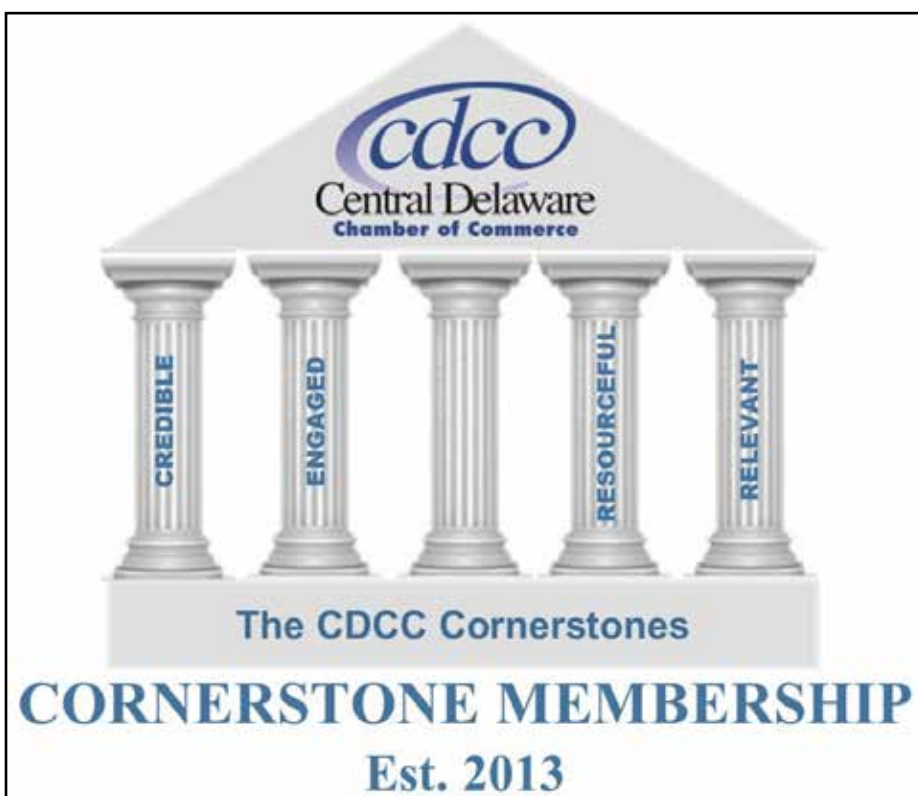
A 3-horse power run for the finish!

## Cornerstone Membership: The Blocks on Which We Build

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

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

Member businesses who are part of the Cornerstone program will receive, for one full year, an exclusive homepage rotating banner ad



- complete with a hyperlink to your business - on our website. Also for one full year, your company logo will appear in an advertisement in the Chamber Connections Newspaper (12 months) identifying you as a Cornerstone member. In addition, you will receive 2 - 3 featured articles in

the Chamber Connections newspaper and four broadcast emails per year sent to nearly 1,500+ recipients.

This exclusive membership will entitle you to a listing as a Platinum Sponsor for the State of the Base Briefing Breakfast (attendance 220+), the annual CDCC Legislative

Luncheon (attendance 300+), and the Awards for Excellence Dinner (attendance 300+). You will also receive 1 exhibitor table at each of the semi-annual CDCC Member 2 Member Expos, admittance for 8 at the Chairman's Circle event (Awards for Excellence Dinner), a quarter page/full color advertisement in the CDCC Holiday Gift Auction Program, and \$200 towards the purchase of an advertisement in the CDCC's annual Resource Guide.

The value of the Cornerstone package is \$16,200.00, but as a Cornerstone member, you will receive all these amazing opportunities for just \$5,000.00. Our Cornerstone Memberships are industry exclusive. As a Cornerstone Member, you will be given the first right of refusal each year.

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

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

# Cornerstone Member - KraftHeinz

## We're Hiring!

Kraft Heinz Dover is committed to hiring great people and providing a fruitful place of work for all employees. We are privileged to be a desirable location to make a career and we are diligently working to maintain that status.

We just held a "Hiring Blitz" in July for our Production and Warehouse employees because of the increased interest in coming to work for Kraft Heinz. The Dover Team had not held a single-day event like this in many years, but we knew we needed to think outside of the box to make sure we were getting people in the door. Naomi McCall, Senior Human Resources Business Partner at the Dover plant, shared that "Our hiring blitz was inspired by the overwhelming number of candidates that wanted to join our organization. As we saw the number of aspirants within the talent pool climbing, we had to act quickly. That's when the larger scale event was conceived."

Naomi and her team cultivated a group of over 40 applicants to interview for various openings. They laid out a rotating schedule with 5 cross-functional interview teams that included a plant tour as well. They overcame the logistical challenge of navigating 40 new people through the production facility by developing a Virtual Plant Tour with employee interviews, line tours and overviews of standard checks performed.



This protected the safety of the interviewees and significantly streamlined the schedule.

Beverages Production Manager, Donna Vines was one of the interviewers for the Blitz. She commented on how pleased she was with the quality of the candidates. Central Delaware has a lot of manufacturing opportunity so most individuals that were interviewed had relevant work experience and were qualified. This was very advantageous for the interview team. Bob Roberts, Continuous Improvement Manager, and David Cress, Desserts and Shake 'n Bake Production Manager, agreed that it was a great mix of people to grow Kraft Heinz. The Blitz was also a good opportunity to come together as a leadership team to find new members to join Team

Dover.

There are still some openings available at the plant so Naomi sees this as an event that will be used again. "While there was great success, we wanted to start out small as we hadn't done an event like this in some time or on the heels of a pandemic. We will be leveraging this model again in the future and are pleased with the outcome." At the end of the day, we want to ensure we match our actions to one of Kraft Heinz's core values, championing great people. As a company we are only as great as the quality of our teams. Our people make the difference.

To learn more about KraftHeinz, visit their website at [www.kraftheinzcompany.com](http://www.kraftheinzcompany.com) or call 302-734-6100.



LCD Class of 2021 in the house!



Smiling and Connecting - what a way to end a workday!



Thank you Mission BBQ Team!

# An Evening About Embracing the Community



Leadership Techniques, LLC - the Chamber's newest Delawareans

On Wednesday, July 28th, from 5 -7 pm, members and guests of the Central Delaware Chamber of Commerce gathered at Embrace Home Loans for a Sunset Business Mixer. It was a wonderful evening of catching up with business colleagues at the end of a workday!

The team at the Embrace Home Loans shared a very warm welcome with all of us! Guests were impressed by the beautiful facility and all that the Embrace team did to make this a wonderful event. During the evening's activities, Branch Manager Ed Rexroth was happy to share with the mission of Embrace Home Loans, tell a little of their incredible story, and explain all they have to offer the Central Delaware community. Everyone was appreciative of their gracious hospitality. Door prizes were awarded, as well as a 50/50 prize, and Member of the Month.

Participants at the mixer spent the time engaging with other members and learning about their businesses. Happy conversations filled the room as business colleagues and their guests sampled delicious refreshments from Mission BBQ. It was an all-around wonderful evening of chatter, laughs, and camaraderie!

The CDCC would like to say a big thank you to Ed and his staff at Embrace Home Loans for hosting this wonderful event. Thank you to all who participated by donating door prizes and attending the evening's event.

The CDCC's next Sunset Business Mixer will be held at Jonathan's Landing on Wednesday, August 25th, from 4 - 7 pm, and will incorporate the CDCC's semi-annual Member 2 Member Expo. We look forward to seeing you there!



Our 50-50 Winner... Show me the money!



Look who's going to Sayer's for her birthday!



Thank you to Ed and the whole Embrace team!



A networking picture waiting to happen!



Networking with the Family!

## Special Feature

# The CDCC Holiday Gift Auction – An Evening of Entertainment

There is no mystery about why auctions are such a popular way to raise money for organizations! Bidders have a great time, it is exciting to be a spectator, shoppers know exactly what they're buying, and it's a wonderful way to bring the community together. It's time to mark your calendars for the last Wednesday of October and to start thinking about one of our biggest events of the year!

The CDCC Holiday Gift Auction will be held on Wednesday, October 27th, at Maple Dale Country Club in Dover. From 5 – 8 pm, guests 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, bid, bid, bid, and buy! A virtual option is also being planned!

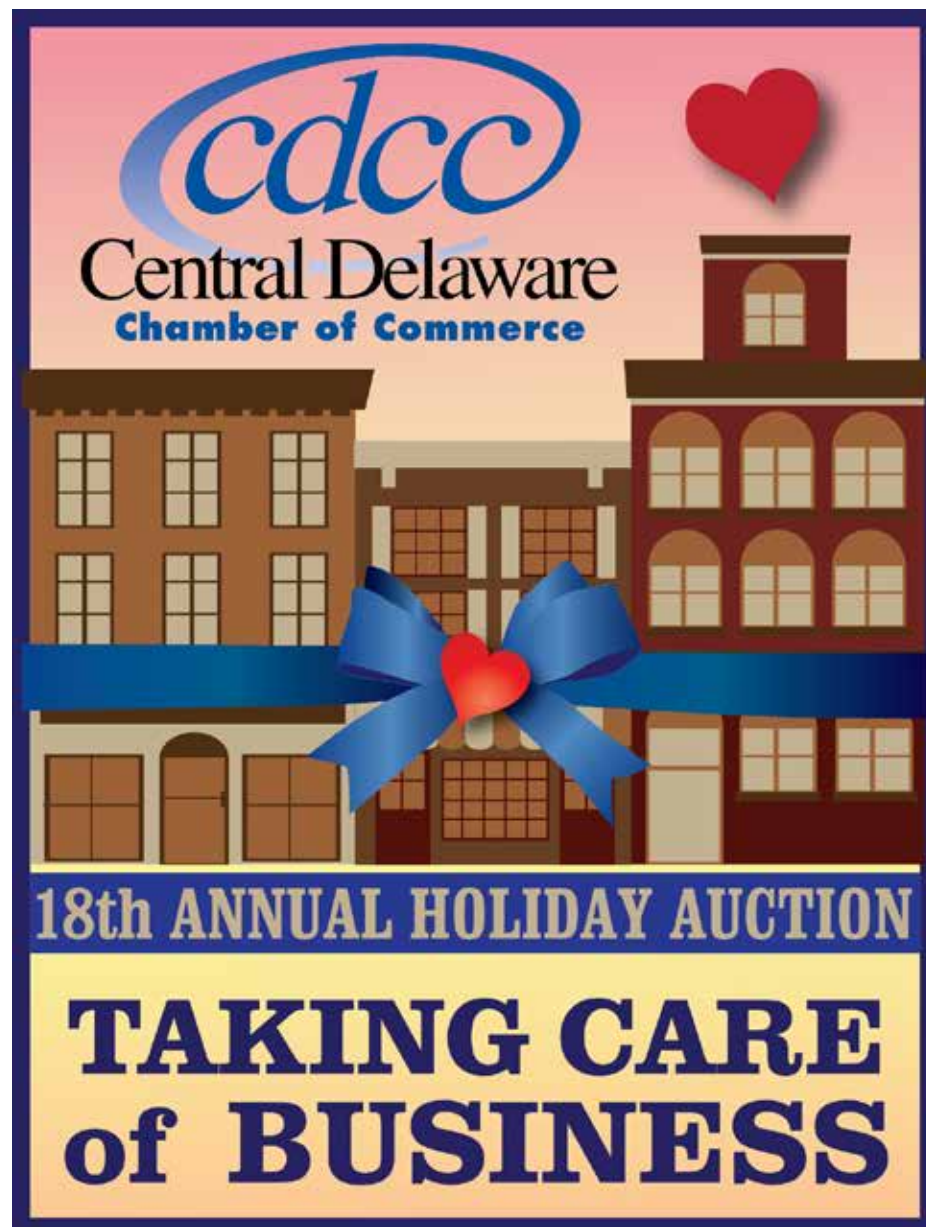
In addition to our silent auction, a live auction is also a big part of the evening's festivities. The evening's auctioneer will work hard to award items to the highest bidders. These items are also donated by local member businesses. Guests at the event often plot ahead of time about how to spend their bids and sometimes team up with other bidders to share experiences. This lively portion of the event is always much anticipated.

Our auction items are donated to us by a variety of local member businesses. The items are always of a high quality and give our shoppers 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 guests. This event is one of the ways we can support our member business – it gives us an opportunity to highlight their goods and services! Businesses who donate items receive special recognition with their names on the bidding sheets, mentions in the program, recognition through social media, and a listing on the CDCC website. We are currently seeking auction items. If you would like to donate an item, please contact us as soon as possible. Donating items is a great way to gain exposure for your business with the shopping public!

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, a carving station, and a cash bar.

The Holiday Gift Auction is an event you will not 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 attend, and you might also consider making a donation to the event. Keep your eyes peeled for more information as plans are confirmed. We look forward to seeing you at this outstanding annual event!



The graphic features the CDCC logo (Central Delaware Chamber of Commerce) in blue and red, with a red heart icon. Below the logo is an illustration of a multi-story brick building with a large blue ribbon and a red heart tied around it. At the bottom, a yellow banner contains the text "18th ANNUAL HOLIDAY AUCTION" and "TAKING CARE of BUSINESS" in large, bold, blue letters.



## Chase

Continued From Page 1

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.

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!

## M2M

Continued From Page 1

have to offer our community.

One of the essential aspects of belonging to the chamber is the opportunity to become familiar with other business leaders in Kent County. Our Member 2 Member (M2M) Expo is a prime example of that kind of networking. We will be happy to host several member businesses who will have the opportunity to create table-top displays that show off what they do and what they have to offer. Our semi-annual M2M event is a great way for our members to become familiar with what our Central Delaware business community has to offer. It will also be a terrific way to show any prospective members one way that we help to build bridges between our member businesses. Looking for a cost-effective way to promote your business? Purchase a vendor space and get ready to gain qualified leads while displaying your business's products and services to a large gathering of CDCC members!

Mixers provide a great opportunity for CDCC members to network in a casual setting. Complimentary refreshments will be provided. 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 or win door prizes!

To register for this event, please call the CDCC office at 302-734-7513 or email us at adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net, by clicking on the Calendar of Events. We hope to see you on Wednesday, August 25th at Jonathan's Landing for the Sunset Business Mixer and CDCC Member 2 Member Expo!

# A New Year – A New Class of Leaders!

## The Leadership Central Delaware Class of 2022

The applications are in... the "i's" are dotted and the "t's" are crossed... the interviews are complete... and the waiting is OVER! The Central Delaware Chamber of Commerce is thrilled to announce this year's Leadership Class – the LCD Class of 2022! This group of Central Delaware professionals will embark on a journey that will take them behind-the-scenes of the most influential economic drivers in Kent County. They

will have opportunities to meet the area's leaders, engage with them in conversation, and learn from them about what it takes to be an effective leader. Their ten-month adventure begins in September with an Opening Retreat which focuses on team/community building and leadership development. Following the Retreat, the class members will gather on the first Thursday of each month for a full day of learning and

growing. As the class graduates in June, they will join the program's 500+ alumni in using the knowledge and skills they gathered on this amazing adventure to impact our community, making it an even better place to live, work, and play.



The following individuals will make up the Leadership Central Delaware Class of 2022: (drum roll please!)

Rebecca Chance, Faw Casson

Leigh DeSantis, USAF 512th AW

Travis Frey, Dover Federal Credit Union

Laura Garafoli, Lean on Me Caregiving

Nancy Garfinkel, Bayhealth Medical Center

Leah Gray, Central Delaware Chamber of Commerce

Matthew Harline, City of Dover

Sand Hoffman, Chesapeake Utilities Corporation

Ryne Johnson, Advantech Incorporated

Alexander Kemp, L & W Insurance

Chrissy Kyriss, Central Delaware Habitat for Humanity

Craig Lindstrom, USAF 436th AW

Amanda Perdue, Delaware Breast Cancer Coalition

Kelly Pitts, Kent County Levy Court

Beatrice Smith, Bea Delightful

Marilyn Smith, Dover/Kent County MPO

Dennis Spence, Century Engineering

Angela Tibbitt, Faw Casson

Annicerys Viola, Dover Downs Hotel & Casino®

Jessica Wakefield, Dover Downs Hotel & Casino®

Laura Walter, Delaware State News/Independent News Media, Inc.

Lauren Webb, Dedicated to Women ObGyn (Eden Hill)

Charmaine Whyte, Delaware State University

Robin Yarnall, Bayhealth Medical Center

Franck Yehiri, Delaware State University

Douglas Yorke, Dover International Speedway

Now in its 21st year, Leadership Central Delaware continues to create effective, dynamic and knowledgeable leaders. In addition, the curriculum and program are designed to help increase an individual's desire for involvement in community leadership and service. The program's alumni have had an amazing impact and have influ-

enced positive change, not only here in Central Delaware, but also statewide, throughout the country, and even around the world!

For more information of Leadership Central Delaware and how to apply for LCD Class of 2023, please contact Brenda Farmer at [lcd@cdcc.net](mailto:lcd@cdcc.net) or 302.734.7513.

A MEALS ON WHEELS DELAWARE EVENT

# SIP & SAVOR

## AT HOME

SEPTEMBER 11 & 12, 2021

**ABOUT THIS EVENT**

Sip & Savor at Home will be a hybrid event this year.

**Saturday, September 11** | Guests and sponsors will enjoy an exclusive prefix menu including a specialty cocktail or craft beer provided by participating restaurants. On September 11, guests can either dine in or take out from the participating restaurants.

**Sunday, September 12** | Virtually join local chefs and mixologists in their kitchen for a hands-on cooking class and cocktail course. Attendees can interact with the instructors while preparing delicious dishes or drinks. Recipes and ingredient lists will be provided to guests in advance.

**SHOW YOUR COMMUNITY SUPPORT**

Meals on Wheels Delaware raises funds to support the 5 meal delivery programs statewide. As a result of the pandemic, the number of homebound seniors using Meals on Wheels services has increased by more than 40%. In 2020, 6,285 seniors received over 877,000 meals.

**HOW CAN YOU HELP?**

Consider sponsoring Meals On Wheels Delaware's Kent County fundraiser and help our seniors age with dignity without the fear of hunger. As a benefit, your name or brand will be aligned with one of the most recognized nonprofits in the region.

**FEATURING**

COOKING CLASSES

MIXOLOGIST SESSIONS

LIVE PERFORMANCES

VIRTUAL AUCTION

**SPONSORSHIP BENEFITS INCLUDE:**

- Marketing recognition on promotional materials:
  - Invitation, Print Ad, Press Release, Event Signage
- Virtual Event Passes
- Virtual Program Book Ad
- Recognition on Event E-mail Blasts, Social Media & Online Presence

**BENEFITING**

**Together We Can End Senior Hunger.**

For more information, visit [www.mealsonwheelsde.org/event/sip-savor/](http://www.mealsonwheelsde.org/event/sip-savor/) or call 302-656-3257.

Sponsors confirmed as of 10.22.20

# Thank you

to our Sponsors!

A program of the Central Delaware Chamber of Commerce

**At the end of another wonderful year of training Central Delaware's next generation of leaders, we would like to take a moment to extend a heartfelt thank you to our amazing sponsors! Once again, our year was filled with experiences, conversations, and skill building activities that are sure to enhance the portfolios of our participants. This program truly does generate a positive impact on our area's business community – and the community at large. Thank you, sponsors for understanding and investing in this, our diamond program!**

## Member News

# Introducing the Capital School District's Newest Leader

Dr. Vilicia Cade, new Chief Executive Officer and Superintendent of the Capital School District, is a person who understands the power of education. She is an advocate for students, school staff members, and families when it comes to all-things education. She bears a strong work ethic. And she loves to laugh!

This servant leader has spent the last 35 years in a variety of school settings and in a variety of roles. From urban to suburban to large, mid-size, and small institutions of learning, she has served as Curriculum Specialist, Recruiter, Administrator, Chief Academic officer – and that only scratches the surface of her expansive and diverse experience! Her resume of skills contains a plethora of talents and abilities related to the development and maintenance of quality learning communities for both children and adults. She demonstrates expertise in program development, budgeting, developing leaders, protocols for improvement, data-driven decision making, and more. During her extensive career, she has built a reputation for motivating excellence while fostering and maintaining positive care-centered relationships with students, staff, and families.

A native of Brooklyn, Dr. Cade's arrival on the scene in Kent County marks the start of her second education experience here in the First State. Earlier in her career, she served as the Senior Director of

Teaching and Learning for the Christina School District. From northern Delaware, Dr. Cade accepted a position as Chief Academic Officer in the Sandusky City School system in Ohio. After what she calls the "pandemic shake-up," she was pleased for the opportunity to return to her "second home," Delaware, and take the reigns in the Capital School District. "We are the Capital!" she remarked. "It is a really big deal to be the school district in the Capital of Delaware!"

Dr. Cade demonstrates great respect for the work that has previously been done by a long line of Capital School District leaders. She understands that she has inherited a district that is strong and effective. She views her task as "taking it to the next level" and describes the District as a "diamond in the rough."

As Dr. Cade begins her journey as the new Superintendent, she is keenly aware that each person in our country has experienced the trauma of the pandemic and bears the scars of what transpired over this past year. She believes that each person's experience will need to be accounted for as we all move forward. Before any teaching and learning can effectively be done, she feels strongly that we must elevate our sense of humility to a point that fosters a willingness to hear and understand each person's story.

The Superintendent's goals for the next school year and beyond



Dr. Vilicia Cade, Chief Executive Officer and Superintendent, Capital School District

the opportunity to express their "voice their choice."

To establish a foundation on which to build, Dr. Cade designed a 180 Entry Plan under the direction of the Capital School Board. Her plan has five phases: listening, learning, sharing, planning, and leading which support critical analysis as she transitions into the Dover community.

Apart from her role as school leader, Dr. Cade is a scholar having earned a bachelor's degree, three masters' degrees, a doctorate, and completing post-doctoral studies. She is also a published author and a radio personality. And has received several awards including a distinguished congressional citation for being a superior educator and outstanding community leader. She is a historian, she is a former model, she is detail oriented, and she loves to inspire people to reach their full potential.

Dr. Cade is anxious for the school year and learning to begin in the Capital School District. She believes that the Capital School District is the heartbeat of the First State and that "Senator Nation" establishes the rhythm for everyone else to follow.

Please join the Central Delaware Chamber of Commerce in welcoming Dr. Vilicia Cade to Central Delaware and in wishing her all the best as she begins this new educational adventure!

are built on a framework of three important hallmarks: 1) Excellence through Equity: developing an awareness of the responsibility to meet everyone's holistic needs, 2) Unity in Love: coming together in a "people-first" strategy to address the needs of those both "at promise" and "at risk," and 3) Leadership through Inclusiveness: empower each person by showing respect and by giving every adult and child alike


## Member News



# Vive la France!

Just ten days after the celebration of the United State's Independence Day, France celebrated its Independence Day, Bastille Day. On July 14, 1789, an angry mob forced the fall of the Bastille, a military fortress and prison in Paris, signaling the start of the French Revolution.

Chef Ludovic Bezy and Anita Wheeler-Bezy marked the French holiday with special music, decorations, giveaways, specials, and general celebration. Thank you, as always, La Baguette Bakery & Catering for the piece of France that you bring to Central Delaware!






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# Twentieth Annual 55+ Expo

## Schedule of Events, Wellness Center, & Information Sessions



### 8:50am – 9:00am

Join us for the 55+ Expo's Opening with the National Anthem and the Posting of the Colors by the Noble's Pond Veterans.



### 9:00am – 3:00pm

The Wellness Center, sponsored by Bayhealth Medical Center, can be easily found in the main hallway outside the Rollins Center ballroom. This popular part of the 55+ Expo will give attendees the opportunity to get **FREE health information** and **FREE health screenings**. Information, health assessments, and health screenings on topics including **COPD and healthy lungs, sleep disorders, strokes, cardiovascular, pharmacy, patient advocacy, and much more** will be offered. Visit the Wellness Center to learn more up-to-date information that can help you improve your health and well-being!



**Kimberly Holmes**  
MSN, APRN, ACNS-BC, PCCN-K  
Clinical Nurse Specialist,  
Primary Stroke Program Coordinator



### 11:00am – 12 Noon

Bayhealth Neurology is pleased to present "Advancements in Stroke Care" in the Delaware Room. The discussion will focus on updated guidelines of care for acute stroke treatment. Medications and procedures to eliminate and/or limit the disabling effects of stroke will be highlighted.



**Grigory Gershkovich, M.D.**

### 1:00pm – 2:00pm

"Everyday Hand Problems: Treatment of Carpal Tunnel Syndrome, Arthritis, and Trigger Finger" Join First State Orthopaedics' Dr. Grigory Gershkovich, Board-Certified Orthopaedic Surgeon, in the Silver Lake Room to learn more about the presentation of symptoms, diagnosis, and treatment methods. He will discuss the causes of each problem as well as the team approach between the patient, physician, and hand therapist during treatment.

### 1:00pm – 1:15pm

Muscles, not momentum, drive this low-impact, dance-based cardio, and strength training **fitness demo in front of the stage in the Rollins Center**. **Glenise from Dover Jazzercise** will show you how to get a total-body workout without the impact on your joints. Perfect for all fitness levels!

### 1:30pm – 2:00pm

**Steppin' Seniors of the Modern Maturity Center** will perform several dance routines **in front of the stage in the Rollins Center**. They are the unofficial ambassadors for the Modern Maturity Center in Dover and promote line dancing as a fun way to stay active and healthy by performing throughout the community. The Steppin' Seniors repertoire includes more than 100 pieces of music with a different dance for each.

## 55+

Continued From Page 1

of Commerce is pleased to present an event designed to bring seniors and their caregivers together with the products and services that will allow them to live their best lives. This **FREE** event will showcase businesses that can assist our seniors as they do their best to maintain active lifestyles and stay involved in their local communities.

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

The 55+ Expo is not just for seniors! The 55+ Expo also offers help for a younger generation that may be providing care for parents and grandparents in the Caregiver's Support Center. Caregivers bear an enormous responsibility. Knowing the multitude of resources that are available and how to find them will be a critical component as you care for loved ones.

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; and our host sponsor for the event, Dover Downs Hotel & Casino®.

Look for a schedule for the day of this event and information regarding vendors and sponsors inside this publication! For more information, call the CDCC Office at (302)734-7513 or visit [www.cdcc.net/55plus](http://www.cdcc.net/55plus). We look forward to seeing you on August 10th, enjoying this unique expo and, whether you are a senior, someone who's planning to be a senior, or a caregiver, discovering new ways to live your best life!

### 10:45am – 11:45am

"Medicare 101" Do you have questions about Medicare? Join **Humana Insurance in the Silver Lake Room for a game of Medicare Jeopardy**. It is easy as ABCD & 123.



## 55+ Exhibitors

Exhibitor*	Booth #		
Ace Handyman Services Dover	23	G. Fedale Roofing & Siding	27
All American Electric Service LLC	53	Highmark Delaware	24
AMB Mobile Massage & Wellness Center		Humana	5
and Create My Meditation PEACE	43	Ingleside Homes Inc.	59
Aveanna Home Health	50	Jonathan's Landing	14
Bayhealth Medical Center	4	Kent County Dept. of Public Safety	32
Beltone Hearing Centers	11	Knife Guy Josh LLC DBA Cutco Cutlery	31
Bennie Smith Funeral Home	58	LakeView Realty, Inc.	51
Best Choice Waterproofing	34	Law Offices of Bonnie M. Benson, PA	35
Biggs Museum of American Art	28	Lean On Me Caregiving, LLC	13
Bob Johnson's Computer Stuff	17	Modern Maturity Center	36
Brookdale of Dover	49	NorthNode Group Counseling, LLC	25
CompleteCare @ Silver Lake	21	Office of the Delaware State Treasurer	38
DE Crime Stoppers	60	PA Green Wellness	8
Delaware Hospice, Inc.	47	PAM Rehabilitation Hospital of Dover	16
Delaware Senior Medicare Patrol	37	Read Aloud Delaware	41
Delaware State Auditor Kathleen McGuiness	42	Renewal by Andersen	15
Department of Justice -		SCORE Delaware	22
Fraud & Consumer Protection Division	57	Senior Home Health	26
Dover Federal Credit Union	55	Silver Linng Home Healthcare	9
Dover Post	1	Smyrna Opera House	40
Edward Jones	10	The Center at Eden Hill	6
Encompass Rehabilitation Hospital of Middletown	2	TidalHealth Lifeline	12
Eye Specialists of Delaware	39	Towles Electric, Inc.	20
First State Orthopaedics	3	U. S. Small Business Administration	29

\*exhibitor list as of 7/23/21



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SAVE THE DATE... THE AMAZING CHASE

Thursday, September 23rd starting at 5 pm

Teams of 3 partner for an exciting scavenger hunt to highlight the awesome businesses that make up Downtown Dover!

Businesses will have a clue and challenge at their location for the attendees to complete during the event.

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New this year - FREE concert by local band Middle 8  
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# LEGISLATIVE UPDATE

## “FINAL GAVEL”

### 1st SESSION OF THE 151st GENERAL ASSEMBLY AS OF: 12 July 2021

#### EXECUTIVE SUMMARY



“It was extraordinary.” - Sen. Jack Walsh

“If you want to spend money, put women in charge.” - Sen. Gerald Hocker

The First Session of the 151st General Assembly started with Covid still raging in the country, numerous Freshmen Legislators having defeated D moderates in primaries, two Senate Republicans defeated in the General, and the Governor's state of emergency with multiply revisions in place. Faced with numerous uncertainty's and conducting all meetings outside of the building – the Assembly again passed a series of resolutions that changed how Session and Committee meetings would work for the foreseeable future... all via Zoom and no one (or very limited numbers of people) allowed inside Legislative Hall.

As the Session progressed and the many Covid restrictions remained in place, coupled with various controversial bills introduced, it was increasingly apparent that lack of access by the lobbying corps and the public was making this Session one of the most difficult in memory. The Majority had earlier indicated they would not take up minimum wage, or legalization until the public had access to the building, however, both bills among others, were introduced and worked. At no time was anyone from the public allowed access to the building, even as vaccines and immunity approached 68% by June.

One of the greatest unknowns was Delaware's economy. As last year's Session ended and many restaurants, hotels and those in the hospitality sector facing a loss of visitors and income – coupled with a loss in general business across the state, the expectation was Delaware's revenue would also suffer. As Christmas gave way to Spring 2021, DEFAC presented their revenue picture for the coming '22 FY showing Delaware's economy was strong and estimates for a very large surplus. By the June DEFAC revenue estimate – Delaware was facing a budget surplus of near \$800 to \$900 million, with another record-breaking Bond bill of \$1.35 billion and a General Operating Budget of \$4.771 billion. Additionally, a supplemental spending bill was created HB251 that captured a lot of one-time spending in technology, one-times for state employees, as well as placing contingency spending for 4 bills in the Assembly, such that if they pass, money was in the budget. This supplemental is another \$221mm.

Unlike the close of last year – this Session did see efforts to fully legalize marijuana for recreational use, mandated family leave FMLA for all businesses, mandated state-run retirement program for all employees without these programs from their employers, increased the minimum wage to \$15/hr., a bill introduced to allow doctor assisted suicide, two highly controversial gun bills, REALTORS seeking to reduce the 4% realty transfer tax, Clean Water Fund passing and getting funded,

and numerous bills impacting both the multi-family and manufactured housing codes.

Of special significance were the 2020 “Covid” elections and its impact upon both the House and Senate. Many observers feel the election moved the Chambers into a more progressive stance, and this drove the introduction and passing of some very controversial bills.

Specifically – in the House there were 4 new members elected – three by way of defeating more moderate D's in a primary, and the fourth winning in a general election victory to take Rep. Quinn Johnson's seat in the Middletown area. All four winners, by their own postings and now voting history, are very progressive. Their individual support for higher taxes, minimum wage and repeal of the training and youth wages, are an indication of what the business community may be facing in the months and years ahead.

To the Senate – one of the more shocking results of the '20 election was the primary defeat of the longest serving member in State history, Senator Dave McBride in the 13th District by a political newcomer Marie Pinkney. Replacing a center left legislator with a much more progressive Legislator, this election, along with the defeat of long serving Sen. Cathy Cloutier and Anthony Delcollo by Kyle Evans-Gay (D) and Spiros Mantzavinos (D) respectively, gave the Majority 14 total votes and moved the Chamber to the progressive column. This election also gives the majority the ability to pass all bills except the Bond Bill and Grant-in-Aide without a single Republican vote.

As to the money bills, the Assembly passed both Budget and Supplemental (HBs 250 and 251) by Thursday 24 June with the two remaining money bills, Bond Bill passing the Senate and House by the end of the day on 29 June, with Grant-in-Aid completed on 30 June. However, it was during the Senate's discussion of the Bond bill on Tuesday afternoon that Sen Walsh made the comment of how extraordinary it was in being the largest ever in spending, and Sen. Hocker then adding that if you really need to spend money, women can do it... followed by laughs across the Chamber. By Wednesday night, everything was done, the Senate closing their Special Session via zoom at 12:09AM, and the House ending at 12:01 AM 1 July.

Here are some spending highlights from this year.

The FY'21 Budget is \$4.771 billion.

This year's budget showed increases in spending for virtually all agencies and employees, to include in the Supplemental for state employees and state pensioners, and a contingency for the “27th” Pay of \$72.7million. The Assembly replaced the Budget Stabilization Fund (budget smoothing) with approximately \$223m; Provided

\$7.2million for the Redding Consortium (Wilmington schools); numerous one-times for the Fire Companies, Kent County Tourism, and the Center for the Inland Bays getting a one-time of \$50,000. Budget growth was about 4.7% from last year.

A breakdown of spending for the last number of years as compared to the new FY2022 budget is as follows:

#### FY2017 - 5 years ago

General Operating Budget  
\$4.084 billion  
Bond/Capital Improvement Bill  
\$501 million  
Grant-in-Aid  
\$45.9 million

#### FY2018 - 4 years ago

General Operating Budget  
\$4.11 billion  
Bond/Capital Improvement Bill  
\$590 million  
Grant-in-Aid  
\$37.2 million

#### FY2019 - 3 years ago

General Operating Budget  
\$4.27 billion  
Bond/Capital Improvement Bill  
\$816 million  
Grant-in-Aid  
\$52.1 million

#### FY2020 – 2 years ago

General Operating Budget  
\$4.57 billion  
Bond/Capital Improvement Bill  
\$863 million  
Grant-in-Aid  
\$55 million

#### FY2021 – last year

General Operating Budget  
\$4.525 billion  
Bond/Capital Improvement Bill  
\$707 million  
Grant-in-Aid  
\$54.4 million

#### FY2022

General Operating Budget  
\$4.771 billion  
Bond/Capital Improvement Bill  
\$1.350 million  
Grant-in-Aid  
\$63.2 million

As a result of the post-Covid political environment, more progressive Chambers, seven Freshmen Legislators, more money in the history of the State, and advocacy limited to electronic forms, this was a demanding and difficult year. There was legislation impacting virtually every small business employer, retailers who use plastic shopping bags, the energy industry (solar power and the RPS standards dramatically increasing), residential real estate industry, multi-family property owners, and the manufactured housing community owners.

In summary, Delaware's revenue picture was record setting for FY'22. While some analysts feel certain that once the Federal Covid Relief monies (Cares Act and the American Rescue Plan) have “washed” through the system with all this liquidity, inflation and some of the persistent issues that have long plagued Delaware as to an ag-

ing and elderly population, immigration of retirees, a lack of diversified production-based economy, indicate the out-year projections could be very different. And given there were no tax cuts for any segment of the tax-paying public, our economic position 2-3 years from now is unknown.

However, normalcy is at hand. The Governor has declared ALL SOE's that have been in place since last year will be lifted on 13 July 2021. While many in the business community felt these restrictions should have been lifted many months ago, there is optimism that if they can get employees to work, those in business believe Delaware will remain a strong and resilient State.

*Respectfully Submitted;*  
C.S.KIDNER ASSOCIATES/CAP-ITOL STRATEGIES  
C. Scott Kidner

## REVIEW OF LEGISLATION

### I. LAND USE/ ENVIRONMENT/

### REAL ESTATE/HOUSING

The following bills and positions noted represent the overall commercial and residential real estate, multi-family, and manufactured housing industry, along with the business community as it relates to their private property rights, how they conduct their business, and their ability to use/transfer real property within the state of Delaware.

## SENATE

**SJR#2 w/SA#1 – Sen Hansen and Rep Heffernan – Directing DNREC to review Non-Tidal Wetlands Regulation**

### OPPOSED

Introduced back in April, the Resolution directs DNREC to review and determine if they should create an isolated wetlands program for Delaware. This is a result of last year's attempt through SB233 that sought to bring all of Delaware's private non-tidal isolated wetlands that are not currently protected through federal oversight under Natural Resources protection. Opposed by a number of private land-owners and others within the farming community because the resolution did not specify which “stakeholders” would be consulted by DNREC as they begun this process, the amendment then struck any consultation by DNREC of the land owning community.

*Passed (Does not require Governor's Signature)*

**SB180 – Sen Brown and Rep Moore – Real Estate Service/Broker Regulations**

### NEUTRAL

The bill simply seeks to adjust Title 24 by revising when an applicant can be denied a real estate license,

changing the time for eligibility for a waiver of a felony conviction for crimes against a person from 5 years to 3 years, and does the same for all other felonies from 5 years to 3 years. Assigned to the Sunset Committee on 10 June and awaiting a committee hearing.

*No Further Action Taken*

## HOUSE

**HB170 – Rep Schwartzkopf and Sen Lopez – Re-assessment/County Taxes**

OPPOSED

Amending Title 9, it will allow all three counties to use the Realty Transfer Tax to pay expenses related to costs for a reassessment in an ongoing fashion, not just for those planned in the coming year. DAR remains concerned that by encumbering the TTax for these purposes, it will further make difficult the ability of the State and or Counties to reduce that tax. Assigned to the House Administration Committee – it was advanced to the House floor passing quickly and then passing the Senate on 24 June.

*Awaiting Governor's Signature*

**HB200 w/HA#2 - Rep Longhurst and Sen Townsend - Clean Water Act**

NEUTRAL

Unlike the previous editions of the bill, this version did not contain any tax increases for property owners, or small businesses, or took monies from other tax sources, but is a simple general fund appropriation of \$50million. The bill creates a "Trust" that will receive the monies appropriated to it, and a new oversight "Committee" will make the decisions on which funding projects will get supported – all of which is based on the existing WIAC who will provide the initial recommendations for funding. Having received full funding in the Governor's recommended budget and HB250, the Budget Bill, it easily passed both Chambers by 22 June.

*Awaiting Governor's Signature*

## III. TAXES

### HOUSE

**HB71 – Rep Ramone and Sen Hocker – Decrease Realty Transfer Tax**

SUPPORT

Based upon the previous HB32 in the 150th GA by Rep Ramone, introduced on 8 January, the bill simply reduces the State's portion of the transfer tax (TTax) by 1%, taking it back to prior to December 2017 levels. Strongly supported by the REALTOR and general real estate community, the bill finally got a hearing on 16 June in the House Revenue and Finance Committee. After significant testimony and a commitment by the Sponsor NOT to ask for it to be run if DEFAC surplus numbers were less than \$40 to \$50million, it was released and promptly assigned to House Appropriations Committee. Interesting to note, the last DEFAC numbers for June showed approximately \$85million in surplus for the coming '22 budget. However, the Majority did not release the bill before 30 June.

*No Further Action Taken.*

**HB172 – Rep Yearick and Sen Lopez – Realty Transfer Tax**

SUPPORT

Different than an outright reduction in the TTax, this seeks to elim-

inate in total the State's portion of the tax for first time home buyers purchasing under \$250,000. It further qualifies who can take advantage of this tax reduction by stating gross income cannot exceed \$45,000 per individual, and \$75,000 for joint purchasers. Assigned to the House Revenue and Finance Committee on 6 May, it never got a hearing before the close of Session.

*No Further Action Taken.*

**HB256 – Rep Kowalko and Sen Sokola – Increase Personal Income Tax Brackets**

OPPOSED

The bill would increase virtually every tax bracket beginning for those taxes filed after December 31, 2021, with the highest tax bracket moving from 6.6% to 6.95% for those individuals earning in excess of \$250,000 a year. Assigned to the House Revenue and Finance Committee, it did not get a hearing before the close of Session.

*No Further Action Taken*

## III. BUSINESS ISSUES

### SENATE

**SB1 – Sen McBride and Rep Heffernan – Mandated Family and Medical Leave**

OPPOSED

Specifically, the bill would impose upon the private sector mandated paid family and medical leave for up to 12 weeks per employee. This is applicable to all employers whether they are a start-up or major corporation that employs one or more people, and that person earns \$2500 in wages or more per year. The employee is eligible for this FMLA after only 90 days of work. The bill's definition of family is extremely broad to include step-siblings and "...with whom a covered individual has a significant personal bond that is or is like a family relationship...". The bill further outlines what is considered wages that includes holiday pay, commissions, dismissal payments and back-pay awards that count towards the \$2500 threshold. Also highly controversial, is the benefit amount of 80% of the employee's average wage, and while capped at \$900 a week, for some lower wage earners could become an inducement to use more frequently. Finally, and while not the last, notification by the employee to the employer when they choose to use their medical or family leave is without precedent. It simply requires a 24 hour notice to the employer as to the date and length of the leave, which can be as little as one day.

Assigned to the Senate Health Committee, chaired by the Senate sponsor, some believed a hearing would be held, released, and placed on the Ready List prior to June 30th. However, it is now expected that the sponsor will seek input from the many stakeholders and may consider dropping an amendment or a substitute for January 2022.

*No Further Action Taken.*

**SB15w. SA#1 – Sen Walsh and Rep Brady - \$15 Minimum wage**

OPPOSED

Released on 3 March, the bill sets-up the minimum wage at \$10.50 on 1 January '22, with more than dollar increases until \$15.00 an hour on 1 January 2025. Notable about the debate was the sponsor's insistence that it cannot be amended or any relief given to small employers, or

slowing the rate of increase, or even starting the increases one year from the lifting of the Governor's SOEs. As a result of that position, not one amendment offered by Republicans garnered any D votes to become part of the bill. SA#1 simply makes clear the wage rate remains \$9.75 an hour until 1 January 2022. It passed both Chambers on strict party-line votes by 17 June.

*Awaiting Governor's Signature.*

**SB29 – Sen Ennis and Rep Bennett – State Lottery Fund**

SUPPORT

Introduced on behalf of the horse racing industry, and supported by the Administration, the bill reduces the state portion of lottery proceeds to make matching amounts to the Delaware Certified Thoroughbred Program and Delaware Standardbred Breeder's Program, with an additional \$250,000 and \$500,000 respectively for those programs. Introduced in January, and as part of the Governor's proposed budget from last year and this FY, the bill eventually passed through 2 committees in each Chamber, finally passing the House with 39 Yes, 1 N and 1 Absent. SA#1 makes the bill effective on 1 July of the year of its enactment.

*Awaiting Governor's Signature.*

**SB33 – Sen Hanen and Rep Osienski – Renewable Portfolio Standards.**

OPPOSED

The RPS bill essential does two things as it relates to renewable energy in Delaware – it requires the use of solar, wind, and other renewables as defined in the bill as part of the overall energy purchases made by DP&L that increases to a cumulative total of 40% by 2035, with a minimum from solar power of 10%. While there are significant issues within the bill, the business community remains opposed because it will drive up costs for all electric users, and those costs can never be lowered by DNREC, and finally, it allows the large electrical users to opt-out. As with many "climate change" bills, it easily moved through the committee system, and was passed by the House on 28 January 2021.

*Signed by Governor on 10 Feb. 2021.*

**SB93 w/SA#1 – Sen Poore and Rep Longhurst – Evergreen Consumer Contracts**

OPPOSED

The sponsor was seeking to more fully explain how companies that have ongoing contracts must notify their customers of those provisions, and how customers can cancel these "evergreen" contracts, such as gym memberships and self-storage facilities. With feedback from certain Chamber's and those in the communications industry, the sponsor amended the bill to redefine "clear and conspicuously" that will allow audio disclosures and removes that requirement that automatic renewal provisions must be in writing. With those changes, opposition was dropped, and the bill was passed by the House before June 30th.

*Awaiting Governor's Signature.*

**SB140 – Sen Paradee and Rep Brady – Banning Polystyrene Products.**

NEUTRAL

Introduced on 17 May, the bill eliminates the use of defined plastics by prohibiting the sale of containers, food service products or

packing material made from expanded polystyrene, and further restricts the use of single service plastic items in food establishments. It does allow the implementation to be extended for schools into the 2022-2023 school year, but for all other businesses, it is effective on 1 July 2022. Assigned to the Senate Environment and Energy Committee, a hearing was held in June, and with some opposition from the hospitality industry and others, it was not released to the Senate Floor.

*No Further Action Taken.*

## HOUSE

**HB18 – Rep Osienski and Sen Lockman – Complete Community Enterprise Districts.**

SUPPORT

Introduced in a pre-file on 3 December, the bill expands the ability to use enterprise districts by removing the minimum lot sizes, one or more parcels must be within half mile of a bus or rail stop, requires the District to include adjacent neighborhoods, and these CCED must be part of a master development plan. Supported by the Chambers and some local developers in the New Castle County area, it easily passed through the system finishing in the Senate on 25 March, with 21 Y votes.

*Signed by Governor on 3 June 2022.*

**HB91 w/HA#1 – Rep Bentz and Sen Paradee – Prohibited Trade Practices**

OPPOSED

Related to a draft bill circulated pre-Covid in January 2020, the bill seeks to give significant new powers to the AG's office to sue businesses that are not acting ethically towards their customers. Specifically, the Office of Consumer Protection re-defines unfair practice to "...mean any practice which may be construed as any of the following." and lists new definitions. Strongly opposed by the Chambers and numerous other business organizations, the bill was finally introduced in January on behalf of the AG's office. After numerous zoom meetings with the Consumer Affairs Division, an amendment was drafted tailoring the definition of unfair practice by using the definition currently used by the Federal Trade Commission. Once this was approved, the bill passed the Senate on 15 June.

*Awaiting Governor's Signature.*

**HS#1 To HB94 – Rep Williams and Sen Walsh – TIP Wage**

OPPOSED

As controversial as SB15 that increased the minimum wage – this HS#1 would move the wages paid to tipped and gratuity paid workers to 65% of whatever the minimum wage rate is for all other employees in the state. The original bill was strongly opposed by the restaurant industry and the Chambers, this bill was just introduced on 30 June and Assigned to the House Banking and Insurance Committee with no hearing conducted prior to the close of Session.

*No Further Action Taken.*

**HB97 – Rep Brady and Sen Lockman – Trade Practices and Pay with Cash**

NEUTRAL

Introduced in March, the act prohibits the seller of consumer goods or services from refusing to accept cash payment. Enforce-

ment against the business owner includes civil penalties and provides the consumer a private right of action to recover double damages from the business. The bill was stricken by the sponsor shortly after its introduction.

*No Further Action Taken.*

**HB150 w/HA#1, #2, #3, #4, #5, #6, #7, #8 - Rep Osieski and Sen Paradee - Legalization of Recreational Marijuana**  
OPPOSED

Of the many issues facing business owners - this one seems to carry the most trepidation and concern. While most people look at legalization as a social issue, from a business owner's position - it could dramatically change the employer/employee relationship. Specifically, in Section 1305, line 177, the advocates seek to reassure the employer their policies on drugs in the workplace or working while impaired known as "zero tolerance policies", will not be affected. However, the language in the bill is weak. There is no discussion about protection from termination lawsuits by employees that are judged impaired by the employer. Additionally, there are no reliable tests for THC impairment; there is little legal framework for employers to know what they can or cannot do, and; this will impact an already difficult hiring environment by taking even more people out of the hiring pool. Assigned to the House Health Committee - it got released on 24 March. Re-assigned to the House Appropriations Committee, it was again released easily on 4 June. However, in an attempt by the Sponsor to gain 28 votes (it has fees and taxes) a series of amendments were introduced. While one or two of these amendments gained the support of a couple of R's (striking the project labor agreement requirement for construction of the facilities), it lost too many votes and the Sponsor declared he would not run the bill this year.

*No Further Action Taken.*

**HB205 W/HA#1 and #2 - Rep Lambert and Sen Poore - State Run Savings Plans**  
OPPOSED

Introduced in May on behalf of the State Treasurer's office, the bill would establish a mandatory state-run retirement plan for all those employees whose employers do not offer retirement plans. Administered by the Treasurer's office, the bill creates an entirely new "EARNs" program by automatically withdrawing money out of the paychecks of those employees enrolled. Small employers who do not offer their own plans must initially enroll their employees into the state program, however, the employee may opt-out after 30 days. Opposed by the financial services industry and the Delaware Bankers because of the costs the state would incur to run the program and the state becoming a direct competitor for financial advisors along with other problems in the bill, it was re-assigned to the House Appropriations Committee, with more action expected in January.

*No Further Action Taken.*

**HB212 w/HA#1, #2 - Rep Brady and Sen Hansen - Waste Reduction and Plastic Bags/Retail Stores**  
OPPOSED

Essentially to "fix" the problem the Sponsor believed was occurring with the first plastic bag ban from 2 years ago - this will ban the use of virtually all plastic bags that are 10mm or less in thickness in retail shops, no matter the size of the business, and defines "reusable bag" as anything made of a polypropylene fabric, PET fabric, cloth cotton, jute, hemp or other washable fabric, and some additional require-

ments. For small businesses, a delayed implementation date was critical - thus the effective date is 1 July 2022. HA#1 added language back into the bill for thin plastic bags for baked goods and prepared foods, and HA#2 makes the provisions of the bill effective for large and small businesses on 1 July 2022. Passing the Chambers on mostly partisan votes, it was finished in the Senate on 3 June.

*Awaiting Governor's Signature.*

**HB225 - Rep Morrison and Sen McBride - Paid time off to Vote**  
NEUTRAL

Introduced on 2 June, the bill sets up a new section of code that will mandate to both public and private employers they must give any employee who works at least 8 hours on election day, up to 2 hours of paid time off to vote, with the employee giving only 2 days-notice they are taking this paid time. Assigned to the House Administration Committee on 3 June, it did not get a hearing before the close of Session.

*No Further Action Taken.*

**HB266 - Rep Williams and Sen Walsh - Minimum Wage/Tips a Gratuities.**  
NEUTRAL/CONCERN

The bill introduced on 30 June - defines employees that get gratuities are also those that get tips for the purposes of this chapter such that if you receive more than 50% of your salary in gratuities either in cash or by electronic means, they cannot be pooled, and are the property/wages of that service employee who received the gratuity. Action is expected in January, but the Chambers and others within the "gig" economy may be concerned with the impact of this bill.

*No Further Action Taken.*

**HB262 - Rep Griffith and Sen Hansen - Data Brokers**  
OPPOSED

Originally circulated as a draft bill in April, and strongly opposed by the technology companies along with numerous Chambers, it will give the AG's office new legal authority to define and regulate who are considered "Data Brokers" and their duties towards the consumer's information. Specifically, it defines a data broker as any business that retains and uses consumer information, whether their business model is a third-party data broker. Unfortunately, after two meetings with the sponsor via zoom, and a robust written response from the business community as to their concerns of how this will impact small business owners, the bill was introduced without any changes. It was assigned to the House Banking Insurance and Economic Development Committee with action expected in January 2022.

*No Further Action Taken.*

#### IV. ISSUES FOR JANUARY 2022

Delaware's revenue picture looks strong. Unemployment has returned to more normal levels, and overall, our larger employers were unaffected by Covid. However, for many of our small retailers and those in the service economy - many have closed their doors permanently. With no tax cuts offered, the State is collecting far more than is needed. How this impacts our economy is unclear.

**Returning legislation:** Legalization of Marijuana; Paid Family and Medical Leave for all employees in the private sector; Some kind of mandated/auto-enrollment retirement program for small businesses; Data Brokers; Transfer Tax Reduction; Source of Income; Tips and Gratuities; and Police and justice reforms as a result of the death of George Floyd in the summer of 2020.



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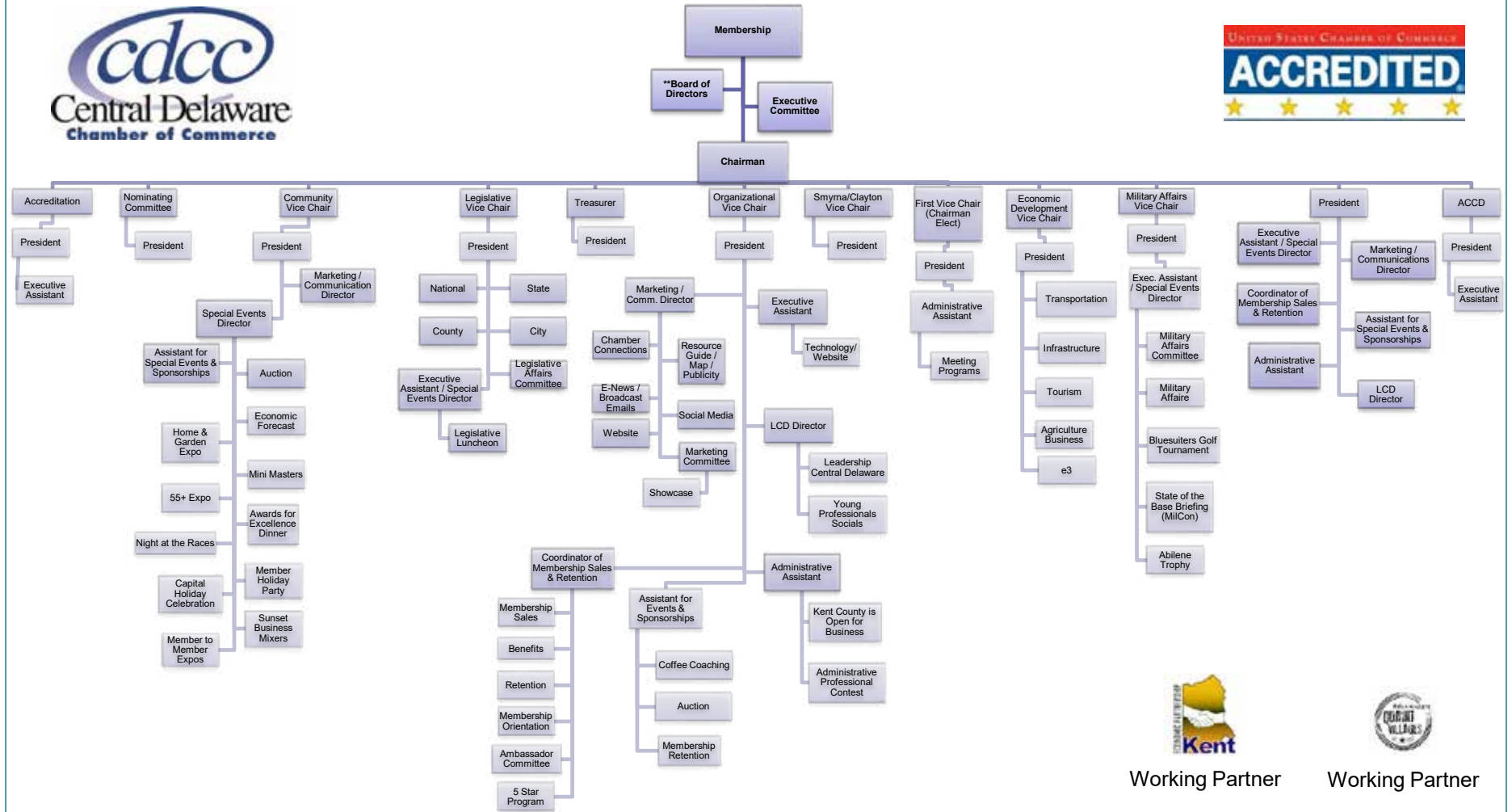
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# The Central Delaware Chamber of Commerce Annual Report 2020 - 2021



Working Partner



Working Partner

### CDCC Staff



**\*\* Board of Directors Affiliate:**  
Harrington Business Association

**Honorary Board Members:**  
Dover Air Force Base  
Kent County Levy Court

Revised: 7-12-21 cb

## EDUCATION



During the COVID-19 pandemic the CDCC held a total of eight **Coffee Coaching** sessions in person and via Zoom. This free informational program includes topics that apply to both large and small businesses and attendees leave with action steps to help improve their businesses.

The Young Professionals Social, held bi-monthly, is an educational tool for professionals between the ages of 21-35 to discuss workplace challenges and to build professional relationships.



## LEADERSHIP DEVELOPMENT



**Leadership Central Delaware**, in its 20th year, saw 23 individuals complete the program, bringing the total to 481 graduates. The LCD Mastery Program and LCD Alumni Association help graduates stay connected while continuing to enhance their leadership skills. The Class of 2021 completed a community service project. They chose a landscaping project submitted by NCALL for the community garden in downtown Dover.



## LEGISLATION

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

The Legislative Luncheon was held virtually in March 2021 and the video was posted on the CDCC website. There were about 150 business representatives in attendance at the virtual event. It gave members the opportunity to hear directly from our area legislators on issues affecting their businesses.

Due to the COVID-19 restrictions the General Assembly met virtually with a limited number of people eventually allowed in Legislative Hall.

## MEMBERSHIP



### CDCC Showcase

Due to COVID-19 gathering guidelines the mixer in January that is usually paired with the Showcase was held virtually. We were able to acquaint prospective and current members with the benefits of the organization through sharing a special CDCC Business Brag video.

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

### Benefits

Delaware State News advertising discount, comprehensive insurance plan, ability to join Dover Federal Credit Union and Del-One Federal Credit Union, Special Marketing Packages, discounts through Club Card Savings Program, membership in the U.S. Chamber Federation Program, and copies of Delaware Today Magazine and The Business Report.

### CDCC Journey Map to 5 Star Membership

Journey Maps serve as the catalyst to being an engaged CDCC member by combining each member's unique business needs and goals with benefits offered by the CDCC. Members meet with a CDCC representative to identify their business needs & map out their 5 Star Journey. Next they complete their Action Steps and start seeing the impact on their business. Then they are recognized as a 5 Star Chamber Member.

What does a 5 Star Member get?

- \*Official Pinning at a Sunset Business Mixer
- \*Your Photo in the Chamber Connections.
- \*A gold listing in the Business Directory.
- \*Realize a remarkable return on the investment of CDCC membership & it's benefits.

26

Total # of ribbon cuttings and groundbreakings to celebrate new businesses and expansion of existing businesses in 2020 -2021

92  
new members

84%  
retention rate

## COVID-19

Increased communications continued during the past year. The CDCC's daily bulletin and several industry specific emails were sent weekly to keep members names visible and convey operations information. The Chamber Connections newspaper continued publication highlighting various aspects of the crisis, single-topic broadcast emails continued as needed with great regularity, and the CDCC website was updated regularly to provide important resources.

The "Getting Back to Business Task Force," whose purpose was to help businesses navigate through the pandemic and find ways to re-open as quickly as possible continued meetings as necessary.

A special "Come Back Series" of Coffee Coaching was created for the sessions held from February - July 2021. CDCC Members presented on topics to help business owners as they get back up and running.



## MILITARY AFFAIRS

Colonel Matthew Jones, Commander of the 436th Airlift Wing, presented an overview of the **State of the Base** to about 50 attendees from the business community and base at Delaware Technical Community College Terry Campus in November 2020. This included navigating the COVID-19 pandemic, future construction projects, community partnerships, and introductions of several key partners that make up Team Dover. Colonel Michael DeSantis, on behalf of the 512th Airlift Wing, and U.S. Senators Thomas Carper and Christopher Coons also addressed the audience. Due to the COVID gathering restrictions limiting attendance the briefing was shared via Facebook Live and the video was posted the CDCC website.

The **Bluesuiters Golf Tournament** was held in May 2021. Civilians and Airmen were teamed up to play in the outing at Jonathan's Landing for a little friendly competition. Over 40 Airmen were sponsored by CDCC Members.

The **Military Affaire** was held in June 2021 at The Landings on Dover AFB for the purpose of interacting with the military leaders at the base. Due to COVID gathering restrictions we had to limit attendance at this networking reception.

The Chamber submitted a nomination package to Abilene, Texas for the 2020 AMC Community Support Award.

## PARTNERSHIPS

- The CDCC and **Kent County Tourism** jointly own their building at 435 N DuPont Hwy, Dover. The Chamber works closely with KCT, whose mission is to market, develop and promote tourism in Kent County.
- The Chamber partners with **Kent Economic Partnership** for the purpose of countywide economic development, which includes business attraction.
- Kent County Open for Business, a series of free business development sessions, is held on the first Thursday of the month at **Kent County Levy Court** and restarted after gathering restrictions were lifted in 2021. Resource partners are available to meet with current and prospective business owners to discuss business solutions in the local area.
- The Chamber coordinates the **Association of Chambers of Commerce of Delaware** which focuses on issues affecting all Delaware businesses. During the COVID-19 pandemic the Association worked diligently with the Governor's office and Division of Small Business to safely reopen businesses in the state.
- An ongoing partnership exists with **Dover Downs Hotel & Casino** to hold the 55+ Expo - a trade show for the over 55 population and their caregivers. Although the expo was postponed during the pandemic, thousands of individuals have attended this event in previous years.
- An agreement with the **Retired and Senior Volunteer Program** has been invaluable to the Chamber and allows us to utilize the talents and abilities of a wonderful group of volunteers who are 55 and older.
- Media: **The Delaware State News** features a column in its business section from the Chamber every Monday. Quarterly, the **Kent County Women's Journal** publishes a Chamber article. And **iHeartMedia** allows the Chamber to place 40-second weekly announcements on 1410 WDOV-AM, 92.9 Tom-FM Radio and iHeartRadio.
- Partnerships with **Dover Federal Credit Union** and **Del-One Federal Credit Union** offer our members financial benefits.

## SPECIAL EVENTS

*Due to COVID-19 restrictions only 59 events and programs were coordinated in the past year by the CDCC Staff and CDCC Member Volunteers.*



A **Holiday Gift Auction** was held virtually from Maple Dale Country Club in October. The Auction enabled buyers to purchase over 170 quality gifts with a goal of showcasing the goods & services provided by CDCC members and to promote shopping locally.



The **10th Annual Capital Holiday Celebration**, a community event, is the combination of Caroling on the Green and the Dover Tree Lighting Ceremony. This event kicked off the holiday season with a smaller group in person on the Friday after Thanksgiving in Downtown Dover on with the traditional tree lighting, Santa's arrival, and caroling via Facebook Live. Canned goods were also collected at the event for area pantries.



The Awards for Excellence Celebration gives us the opportunity to recognize our many volunteers, partners, name our Excellence in Business Award nominees & winners, and graduate the Leadership Central Delaware (LCD) Class of 2021.



**Other events hosted during the year included** the State of the Base Briefing in November, Economic Forecast Breakfast & Capital Briefing Week in January, Virtual Legislative Luncheon in March, Military Affaire in June, and the Leadership Central Delaware Invitational.



Due to the COVID-19 pandemic we were unable to host several events, including The Amazing Chase, Night at the Races, the CDCC Holiday Party, the Home & Garden Expo and and the Leadership Central Delaware Alumni Receptions.

The annual **55+ Expo** was postponed until August 2021.

## NETWORKING

The Chamber's most popular and well attended networking events are the Sunset Business Mixers. Two times a year, once in the summer and in the beginning of the year, we include Member 2 Member Expos. These have provided our members with an opportunity to showcase their products/services. We were able to host both in person and virtual mixers during the pandemic



## PROMOTIONAL OPPORTUNITIES

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

**Showcase Opportunities** this year include Tabletop displays at the M2M Expo.

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

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

### Sponsored Events:

- CDCC Virtual Holiday Gift Auction
- State of the Base Briefing
- Capital Briefing Week
- Economic Forecast (virtual)
- Legislative Luncheon (virtual)
- Bluesuiters Golf Tournament
- Military Affaire
- Awards for Excellence Celebration
- Leadership Central Delaware

# Member News

## Summertime in Downtown Dover!

Downtown Dover is steadily bringing back customers to downtown, with the relaunch of First Fridays, the Capital City Farmers Market, and new food options including Rebel Cove Bar & Grille at 333 West Loockerman Street! Locally and veteran-owned, owners Lisa and Steve Kochel have expanded on their casual Rebel Cove restaurant in Middletown, offering an expanded lunch and dinner menus in a cozy, island/pirate themed atmosphere in Dover. Some of their delicious signature dishes include "Deadman's Chest" cheesesteak egg rolls, Cajun/coconut chowder, Low Tide Fritters, Yucatan tacos, crab cheese fries, and fried brownie bites with salted caramel and a powdered sugar dusting. More traditional items like Philly cheesesteaks are also available. They also plan to feature local brews and introduce some new signature cocktails.

Rebel Cove owners began with a food truck several years ago at the Capital City Farmer's Market and were very well received by the community. When the restaurant space became available in January, they took a look at the space, and just a week later, signed the lease.

Rebel Cove is just one of several examples of business entities that have had early starts in the Capital City Farmer Market because the



market provides an opportunity for early-stage businesses to test products, get feedback from customers, and then expand operations to brick-and-mortar locations. So, it is not surprising that the Downtown Dover Partnership is excited to again have the Capital City Farmers Market fully up and running at Pre-COVID speed, with produce and crafters, musical performers, and food and craft vendors.

Along with many of the established vendors, several new ones have joined the market, including Shay's Seafood & Soul, Helmick's Homestead, and Childhood Memories Sweets and More that sells pre-packaged candy, popcorn, cookies, as well as vegan, sugar-free and keto friendly snacks and drink mixes. NK Mother & Daughter is a Handmade Jewelry Company. The DDP is piloting a new market schedule this year, with select lunchtime hours every other Wednesday from 11-2 and bi-monthly Fridays from 4-7 p.m., along with every First Friday through October. Vendors can take a table occasionally or sign up for the season. Click here for market schedule and information: <https://tinyurl.com/DoverMarket21>.

Themed First Friday activities have also relaunched on Loockerman and nearby streets. In August, and as a precursor to Comic Con on August 14, we will feature the "cosplay" theme as community "actors" are invited to arrive in comic book, movie, or video game actor dress. In September, "Fall Into Downtown" will feature an Arts and Harvest themed merchant window contest to welcome the plein air painting event, competition and exhibition, Paint Dover! held during October's First Friday. This third annual art event will feature artists from around the region who will be on site for three days to paint the business district and The Green. The live exhibition during First Friday will be followed by both in-store and virtual exhibitions. Artwork



**Wednesday Markets - 11:00 a.m. - 2:00 p.m.**

July 7th • July 21st • August 4th • August 18th • September 1st  
September 15th • September 29th • October 13th  
October 27th

**Friday Markets - 4:00 p.m. - 7:00 p.m.**

July 16th • July 30th • August 6th • August 13th • August 27th  
September 3rd • September 10th • September 24th  
October 1st • October 8th • October 22nd



Follow us on Facebook to stay up-to-date on our market at [facebook.com/capitalcityfarmersmarket](https://facebook.com/capitalcityfarmersmarket)  
Contact 302-922-3412 for more information

**Don't Forget To Shop, Eat, Explore, & Repeat In Downtown Dover**



Strolling Loockerman by Ray Ewing



Jessica Eifert



Crossing Loockerman (Hon. Mention) by Dennis Young



The Downtown Farmers Market is a sweet place to be!



Shay Lillard of Shay's Seafood & Soul

will be available to the community for purchase.

As always, local musician buskers will perform outside of shops while restaurants and participating shop owners will be open later than usual hours. Be sure to bring your Capital Key to unlock value while shopping on First Friday and during all your visits to downtown Dover! To request a Capital Key, visit [DowntownDover.com](https://DowntownDover.com) or go to <https://Tinyurl.com/CapitalKey>.

Plan your visit or stop by on a no-

tion - Downtown Dover is open for business!

.....

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: [www.DowntownDover.com](http://www.DowntownDover.com).



## Member News

# The Delaware Submarine Association Where Much Happens Beneath the Surface

The Delaware Submarine Association was founded in 2020 and is recognized by the Department of the Navy as the official organization to promote an enduring relationship between the State of Delaware and the USS Delaware (SSN 791), Delaware's namesake warship, as well as to promote the general welfare of the crew.

The USS Delaware (SSN 791) is a U.S. Navy Virginia-class attack submarine, sponsored by the honorable First Lady of the United States, Dr. Jill Biden.

The role of the Delaware Submarine Association is to support the morale, wellbeing, and recreation of the crew of the USS Delaware, as well as to encourage, advocate, and generate state-wide support for the crew of the submarine. Our organization hopes to educate the citizens of Delaware about our namesake warship and educate the ship's crew about the culture and history of the State of Delaware.

The State of Delaware has served as the namesake for seven American warships. The ship's bell



of the last warship to bear Delaware's name, BB-28, stands outside of the State Archives.

While the USS Delaware bears our great state's name, its crew is composed of men from around the country. It is our mission to ensure the crew has a fundamental understanding of the State of Delaware's history; that the crew might be proud

of the name their ship bears.

The Delaware Submarine Association is chaired by Mr. Gary Wallick. Mr. Wallick is a submarine veteran and local business owner. He may be reached at 302-270-9161 or admin@ussdelaware.org.

The Delaware Submarine Association is excited for the opportunity to support the USS Delaware's crew and the U.S. Navy's mission of protecting America from attack and maintaining our strategic influence in key regions of the world.

Members of the Board of Directors are available to participate in local events and work with community leaders to educate the Delaware community about the warship that bears our state's name.

To learn more about the Delaware Submarine Association or to donate to the organization's cause, please visit our website at [www.ussdelaware.org](http://www.ussdelaware.org). All donations are tax-deductible and will solely be used for the benefit of Delaware's namesake ship and crew.



## Central Delaware Welcomes Back Its Signature Events and Festivals

"One of the treasures of Kent County is its ability to offer vibrant events and festivals," remarked Pete Bradley, president of the Kent County Tourism Corporation, "and we are excited to see them start to return to the area!"

The Delaware Beer Wine and Spirits Festival is returning to the area on August 28th. This event is returning for its 11th year and will be held at the Agricultural Museum and Village where it will be able to be held rain or shine! The goal of event organizers is to showcase every Delaware producer featured on the Beer Wine & Spirit Trail. That means that all of Delaware's wineries, breweries, and distilleries will have a presence at this celebration of local libations!

In addition to the beer, wine, and spirits tastings, the event will feature food trucks, live music, outdoor games, special exhibits, and guided tours of the Agricultural Museum. Tickets are on sale now with a variety of General Admission and VIP Package options. For more information and to register and purchase tickets, visit [www.debeerwinespirits.com](http://www.debeerwinespirits.com).

The ever popular and growing Amish Country Bike Tour will also be back on September 18th. While the tour was able to run last year – since social distancing was possible and it is an outside activity – the Bike Tour, now in its 35th year, promises to be back to normal and bigger and better this Fall. This event will kick off in front of Legislative Hall and will feature routes for 100-mile, 62-mile, 50-mile, 25-mile, and 16-mile riders. Riders who wish to participate, but do not have access to bicycles, can check out the event's website for information on bike rental equipment!

A variety of rest stops are planned along the way to provide participants with not only a break, but

also a closer look at life in Central Delaware. Even though the rest stops vary depending on the route, ALL riders will stop at the Amish Schoolhouse and have the opportunity to enjoy Kent County's famous, fresh, locally-baked pie!

Following the Amish Country Bike Tour, there will be music, a variety of food trucks, and vendors on Legislative Mall in historic Downtown Dover. New this year, Finisher Awards will be given! For more information or to register for the 35th Annual Amish Country Bike Tour, visit <https://www.bikedelaware.org/amish-country-bike-tour/#page-content>.

While Event Allies serves as the organizer for the Delaware Beer Wine and Spirits Festival and Bike Delaware, Inc. will be handling the Amish Country Bike Tour, Kent County Tourism will be present at these events. "We go where the people go," commented Bradley.

"The benefits of having our events return to Central Delaware are significant," said Pete. "They draw not only locals, but also people from out of town who stay in our hotels, eat at our local restaurants, shop in our stores and make a positive impact on the economy." Tourism is known throughout the state as one of its largest economic drivers.

"The real beauty of the events and festivals is that they showcase for people all that Central Delaware has to offer," Pete went on. "They help people understand why Kent County is such an amazing place to live, work, and play."

To learn more about Central Delaware and its upcoming events and activities, visit [www.visitdelawarevillages.com](http://www.visitdelawarevillages.com) or call 302.734.4888. Mark your calendars and plan to join the fun at Central Delaware's events and festivals later this summer and into the Fall!



## New Member Spotlights



### Meet Affordable Business Systems

Affordable Business Systems (ABS) has been serving Central Delaware since 1996 by supplying and servicing quality business equipment. They are known for innovative technology solutions and world-class service. ABS supplies businesses with copiers, printers, scanners, fax options, software (including Cloud options), large format printing, and interactive whiteboards. Recently, ABS has added water systems to their long list of product and service offerings.

The folks at ABS want to truly partner with area businesses. They describe their business as affordable, professional, and personal – all

in one. They promise to work as hard after the sale as they do before. They understand that building a business relationship with their partners allows them the opportunity to provide their clients with the best solutions possible.

Now in their 25th year in business, the team at ABS has witnessed many changes over the years. They assure their customers that the one thing that has remained constant is Affordable Business System's unyielding commitment to provide the lowest prices and exceptional service.

The folks at ABS joined the CDCC in 2016 and have been excited to be part of the orga-

nization. They appreciate the high level of involvement the CDCC maintains with its members and the community. They are excited about the connections they are able to make with other Chamber member businesses and feel certain that CDCC membership will lead to grow and success for their business. They are thrilled to be part of the community!

For more information about Affordable Business Systems, visit their website at [www.affordablebusinesssystems.com](http://www.affordablebusinesssystems.com) or call 410.742.2234. Please join the Central Delaware Chamber of Commerce in thank Affordable Business Systems for their membership!

### Meet Steve and Lisa Kochel and Rebel Cover Bar & Grill

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!

Rebel Cove got its start in 2016 as a food truck. Highlights from the food truck included working various holiday events in Dover and the Downtown Dover Farmers Market, the Ice Cream Festival in New Castle, Punkin Chunkin, the Peach Festival in Middletown, the Buccaneer Bash at Bower's Beach, Pirates and Wenches in Rock Hall MD, and the Marcus Hook Pirate Festival in Pennsylvania. In 2018, the Kochels spent the summer serving lunch to the airmen on the flight line at Dover AFB and at the base's end of summer concert. 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,



Steve and Lisa Kockel, owners

which is a popular hot spot that's still going strong. Rebel Cove in Dover's downtown demonstrates the next level of growth as a much larger, eat-in restaurant with a bar!

Residents of Townsend, Steve, a United States Air Force veteran, and Lisa Kochel made Delaware

their home in 2009. Both left careers in the medical field to pursue this culinary adventure. The Kochels have three children, all of whom have worked in the business in some capacity. Steve and Lisa are also parents to two canine children, who they are proud to "spoil

rotten." In their very few moments of down time, they are avid beachgoers, especially in the quiet days of the off season. Travel is a big interest for them as well and they dream of a trip to their ancestral home of Germany one day. They also both love trivia and are hoping to bring some type of trivia activity to their new venue. Steve is a huge sports fan, while Lisa loves reading and puzzles.

The Kochels are proud to be part of the Central Delaware Chamber of Commerce. They are anxious to explore all that their membership has to offer and the connections they will make with business colleagues in the area. They are excited to be part of a "return to normalcy" in Dover's downtown. They look forward to the guidance and support they will receive from their Chamber membership as they work diligently to grow and improve commerce in the community.

To learn more about Rebel Cove Bar & Grill, visit their website at [www.rebelcovegrill.com](http://www.rebelcovegrill.com) or give them a call at 302.406-2683. Please join the Central Delaware Chamber of Commerce in welcoming Steve and Lisa Kochel and Rebel Cove into our membership!



## New Member Spotlights



### Meet Pompano Christian Center and Pastors Reginald and Daynia West

Pompano Christian Center, Inc., is a ministry with a radio station and television network that serves as a center for community outreach. As a Christian Church, their main focus is to promote the Gospel of Christ, but not in the tradition pattern of serving inside the walls of a church building. The radio station and television network are their vehicles for accomplishing carrying the message of the Gospel to a variety of people in the community. In addition to hearing the Word of God, people in need can take advantage of their food and clothing pantry.

The mission of PC Christian Radio is to unite the community of Dover and give local gospel artists a space to share their message with the community of Dover and the world at large. The station also works diligently to use information technology to provide access to knowledge and, therefore, power to improve lives. In addition to music, the station also hosts prayer times and discussion, offering information on issues that affect the local community.

Pompano Christian Center, Inc., wants to connect with the local community in ways that will serve the needs of the people living here. They offer many free events and concerts, operate a vegetable pantry, and facilitate a Christmas camp for children. They also serve their listeners as a referral service, helping them to know where they can go to receive help. They also bringing jobs to the community - promising ten by the end of the year. They best describe their ministry when they say, "Our station is not just about preaching - but about reaching."

The ministry is owned and directed by Pastors Reginald and Daynia West. The whole family ministers together, even the youngest, Daniel, who is 9 years old, is very active and excited about community ministry and helping people. Ministering to the people of Dover has been a source



of great joy for the Wests. They love to sing, dance, and laugh every day as they minister. They feel that the people of Dover have become part of their family.

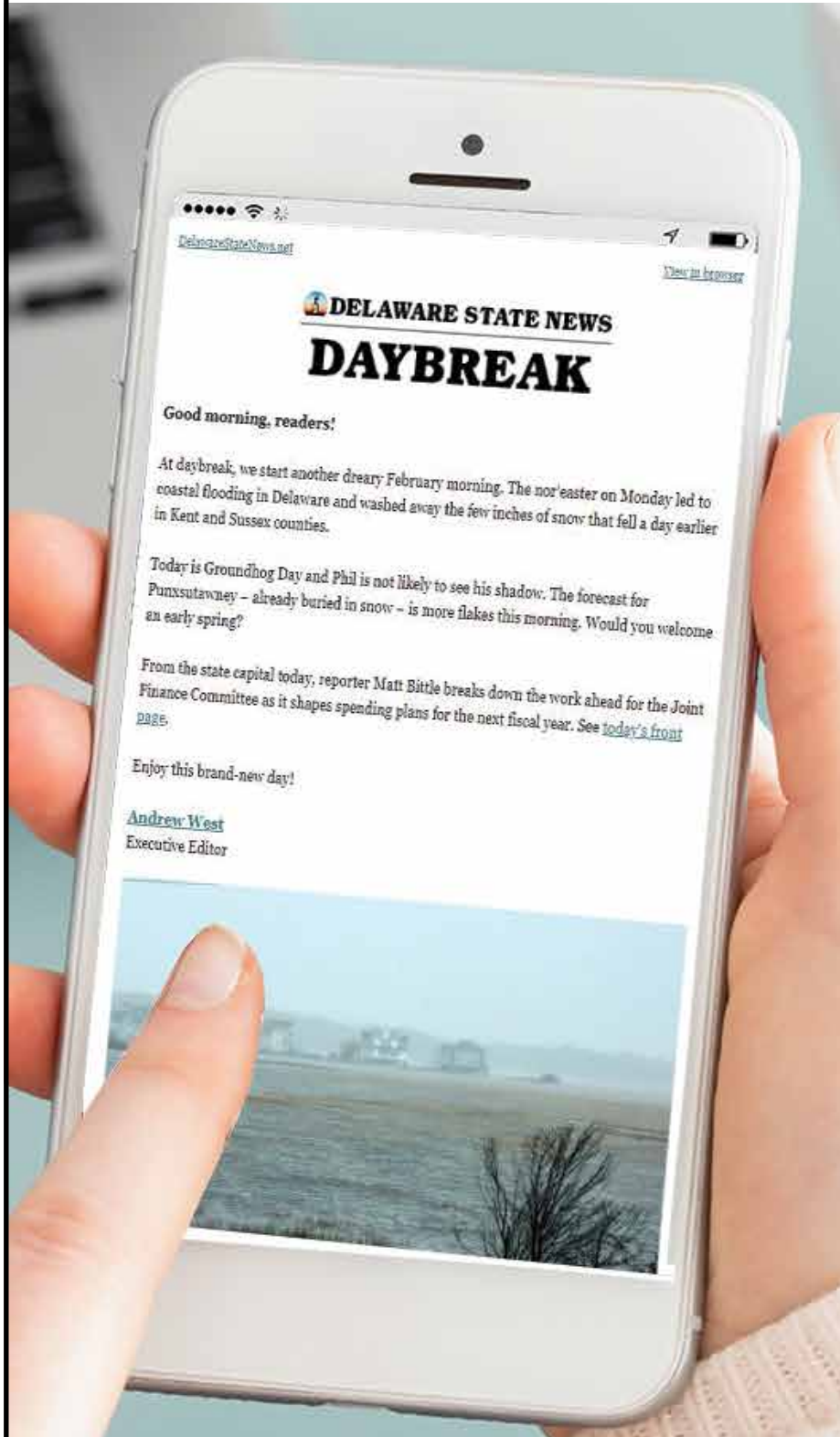
The Wests felt led to move and expand their ministry from Pompano, Florida, to Dover, Delaware. They moved to Dover in 2012 and, not wanting to duplicate another ministry, concentrated on getting to know the pastors and ministries that were already present. PC Christian Radio was established in 2019 in the Duncan Center.

Pompano Christian Center, Inc., is excited to be a member of the Central Delaware Chamber of Commerce. They are excited about the connections and networking the Chamber provides. During the pandemic, they were deeply impressed with the way that the Chamber members came together to support each other and are excited to be part of that kind of a business community.

To learn more about Pompano Christian Center, Inc., visit [www.pchristianradio.com](http://www.pchristianradio.com) or give them a call at 302.310.9032. Feel free to stop in and see them at their office located at 500 West Loockerman Street in the Duncan Center.

Please join the Central Delaware Chamber of Commerce in welcoming Pastors Reginald and Daynia West and Pompano Christian Center, Inc., into our membership!

# GOOD MORNING!



## DAYBREAK



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## CDCC joins the Town of Cheswold for a Ribbon Cutting



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Town of Cheswold on July 8th at 11:30 am. The ceremony was held at School Lane Park on School Lane in Cheswold. Chamber members, friends, and staff members joined the Town of Cheswold staff to celebrate the installation and completion of a pressurized water and fire hydrant upgrade.

This completed project has been more than 20+ years in the making for the Old Town area of

Cheswold. It was originally the vision of former Mayors Dorothy “Dottie” Dempsey & Donald “Don” F. Tinari, but at the time did not receive enough support to bring it to completion. Sam Callendar, Cheswold Town Administrator for the past 15+ years, has finally been able to foster the collaboration needed among several entities to make the dream of this project a reality. The community of Cheswold has used wells as their primary water source for many years. Because of the unpredictable nature of

wells in terms of water pressure and variable amounts of water available at one time, the Town of Cheswold has suffered multiple fires resulting in the complete loss of structures, most recently as April 2021, and even a death 4 years ago. The new pressurized water system and fire hydrant upgrade promise to help prevent losses of this kind.

The Town of Cheswold, dating back to 1856 under the name Leipsic Station and one of the smaller municipalities in Delaware, provides public services

for the town’s residents and local businesses. Cheswold, located at the intersection of Routes 13 and 42, operates as a municipality, subject to the laws of Delaware, but is chartered to adopt and enforce its own laws within its corporate boundaries.

To learn more about the Town of Cheswold, call (302) 734-6991 or visit them on the web at [www.cheswold.delaware.gov](http://www.cheswold.delaware.gov). Please join the Central Delaware Chamber of Commerce in congratulating the Town of Cheswold on the completion of this project!

## CDCC joins Flyover Fun Park, LLC, for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Flyover Fun Park, LLC, on July 22nd at 4:30 pm. The ceremony was held at 1700 S. Governor’s Avenue in Rodney Village Shopping Center in Dover. Chamber members, friends, and staff members joined the team at Flyover Fun Park to celebrate this brand-new family indoor playground!

The motto at Flyover Fun Park, LLC, is “Bringing Families Together.” Their goal is for families to come and have a fun experience together. Especially after the pandemic lock downs and hibernations, Flyover Fun Park, LLC, is eager to provide a place for families to come out again to have fun – and at the same time, burn a few calories! The Park specializes in activities that would be impossible to provide on an individual basis at a family level.

The folks at Flyover feel that this type of indoor playground has been needed in Central Delaware for a long time. They are hopeful that people living in Kent County will enjoy this conducive environment close to home instead of having to travel to New Castle and Sussex Counties. Flyover Fun Park, LLC, has combined trampolines, kid tubes, indoor airbags, a foam pit, and inflatables for a well-rounded diverse experience. In addition, they offer arcades with corresponding music, trampoline times for toddlers, and black light shows on Fridays and Saturdays with trampoline basketball. They also have various-sized party rooms available to celebrate birth-



days, Christenings, exercise classes, Zumba space, company meetings, and much, much more.

Flyover Fun Park, LLC, is a proud member of the Central Delaware community and is eager to find ways to give back. They provide quality employment for area youth and are active in several

community activities. They are excited to be members of the Central Delaware Chamber of Commerce and are looking forward to networking and getting to know other members so they can help promote businesses in the region. They hope to be involved in several community initiatives as they

grow.

To learn more Flyover Fun Park, LLC, call (302) 465-3266 or visit them online at [www.flyoverpark.com](http://www.flyoverpark.com). Please join the Central Delaware Chamber of Commerce in congratulating Flyover Fun Park, LLC, on their grand opening!

## CDCC joins Smyrna Nutrition for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Smyrna Nutrition on July 15th at 11 am. The ceremony was held at 220 E Glenwood Ave in Smyrna. Chamber members, friends, and staff members joined the Mari Graden to celebrate the business's 1 year anniversary!

Smyrna Nutrition, opened in June 2020, has adopted Herbalife Nutrition's mission of making "the world healthier and happier." After coaching at Bear Nutrition in Bear, Delaware, owner Mari Graden knew she wanted to recreate that atmosphere of family, love, and support in her own community. The folks at Smyrna Nutrition strive to bring their mission of love, acceptance, happiness, and health to each person they reach through their nutrition club and events. They offer the community a place to grab a quick, healthy, meal option in a friendly, welcoming atmosphere. In addition to daily consumptions (meal replacement shakes, energy teas, and protein snacks), they offer fitness and informational classes to empower and motivate clients on their health and wellness journeys.

Among the offerings at Smyrna Nutrition are meal replacement shakes designed to provide consumers with 1/3 of their daily nutritional needs. These replacement shakes contain 17 grams of protein and 21 essential vitamins and minerals in a delicious drink of under 200 calories. "Lifted" energy teas are also among the company's specialties. These teas contain a thermogenic herbal tea, guarana, Vitamin C, and energy supporting B vitamins. The coaches at Smyrna Nutrition provide wellness profiles and nutritional coaching to assist people on their health and wellness journeys, setting goals, and creating accountability through



challenges and support. In addition, cardio drumming classes are offered two nights per week, with additional classes promised in the future.

Smyrna Nutrition, a proud member of the Central Delaware community, is always looking for more way to reach out to the community and to give back. In 2020, they sponsored and created their own walk for the American Foundation for Suicide Prevention. They believe that mental health

and physical health go hand in hand and are anxious to continue to help this organization. In addition, they participated in Toys for Tots this past winter and look forward to continuing that participation in the future. The folks at Smyrna Nutrition also focus on making a difference in the "community in their walls" by donating their tip jar to various groups in need of assistance. They also look for opportunities to provide emotional support to those in the com-

munity when a need arises. Giving back to the community fits well into their mission to spread happiness as well as health and they will continue to seek opportunities to do just that.

To learn more about Smyrna Nutrition, call (302) 897-7839 or visit them on the web at [www.mommi247.goherbalife.com](http://www.mommi247.goherbalife.com). Please join the Central Delaware Chamber of Commerce in congratulating the Smyrna Nutrition on their 1-year anniversary!

## CDCC joins Supreme Hair Design for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Supreme Hair Design on July 20th at 4 pm. The ceremony was held at 1016 Lafferty Lane in Dover. Chamber members, friends, and staff members joined entrepreneur, Michael Walters, to reintroduce the business and to celebrate the shop's strong come back after the COVID-19 pandemic.

The mission of Supreme Hair Design is to bring people of all ethnicities together and help them to look and feel their best. The professionals at Supreme Hair Design offer a complete array of hair care services, from hair cuts to hair education to hair loss prevention. Supreme Hair Design is a business specialized in twists. Their menu of service options includes coloring, esthetic and design services, fades, highlighting, permanents, razor shaves, saving, styling, curls, designs, and more!

Barbering seems to have always been part of Michael's life. He feels that destiny brought him to Central Delaware because of his military service to our country. Michael is deeply grateful for the benefits he and his family have received from the many lessons he's



learned through his experience of barbering.

Supreme Hair Design is a proud member of the Central Delaware Community. According to Mr. Walters, the business is "more than a place that just cuts hair." He and his team are eager to make

an investment of hard work and dedication in the area. As they cut and style hair, they love to reinforce positive messages in their customers, especially the youth. They are a perfect example of how staying focused and determined pays off in so many ways.

To learn more about Supreme Hair Design, call (302) 724-0482 or send an email to [supremewalters@yahoo.com](mailto:supremewalters@yahoo.com). Please join the Central Delaware Chamber of Commerce in congratulating Michael Walters and Supreme Hair Design on their strong come back!

## Member of the Month

**Name:** Luke Adams

**Title:** Co-founder

**Business:** Lookback Lab

**Address:** 1039 Walker Road, Dover, DE 19904

**Hours:** 11am-3pm Mon - Sat, or by appointment

**Phone:** 302-829-3334

**Website:** [www.lookbacklab.com](http://www.lookbacklab.com)

**Email:** [luke@lookbacklab.com](mailto:luke@lookbacklab.com)



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

We have been digitizing video tapes and photos for friends and family since the early 2000s. Over the years we accumulated more and more equipment to be able to digitize slides, photo, negatives, and a variety of video camera formats. We realized that we had the equipment and experience to turn a hobby that only served friends and family into a business that can serve our community.

We offer a variety of services, all

geared toward improving and preserving analog media. We digitize video tapes, audio cassettes, and scan photos, slides, negatives, and more. Additionally, we repair damaged photos with our photo restoration service.

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

I'm one of the owners and founders of the business.

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

As far as we know, we are the only business in Kent County that offers

video tape to digital conversion. We have nearly 20 years of experience converting analog media to digital. We treat every customer's media as if it is our own because we know how important your memories are.

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

Having only opened a few months ago, our immediate goals are to raise awareness about our business, with long term goals of growing on-line sales.

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

The Chamber has given us the opportunity to network with other businesses in the area and has given us increased exposure, which we really need as a new business.

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

Focus on providing the best customer service you can. Building relationships with customers has helped us get repeat customers and referrals and is a great way to build your business.

## Ambassador's Corner



My name is Esther Rich. I brought my business to Central Delaware in May of 2018. My company Special Touch Card Creations, Your One-Of-A-Kind Greeting was originally launched in August 2016. My lifelong career was with the Commonwealth of Pa, living and working in Philadelphia. After 32 years of service, I retired in 2005. After retiring I worked at various jobs until 2011. It was then that I had my first taste of business ownership. I became the owner of a gourmet coffee and tea company. Later, I joined a company focused on health & wellness.

All this shifting around left me feeling a little burned out. I decided to capitalize on something I was passionate about. I returned to my long-time love of designing and creating greeting cards. My company, Special Touch

Card Creations, offers handmade, personalized cards for any occasion. I spend time understanding your specific card-giving occasion and what exactly it is that you would like to say. I take the words from your heart and turn them into a one-of-a-kind sentiment intended to touch the heart of your receiver. I guarantee that each customer will receive dedicated personal attention with a genuine desire to ensure that the experience is easy, convenient, and satisfying. I also offer personalized mailing services on all orders.

I am delighted that the CDCC has chosen me to serve as their Ambassador. I love networking, meeting new business owners, and working as a connector between business owners. Having been an Ambassador for the New Castle County Chamber of Commerce previously, and in 2018, the Ambassador of the Year, I feel right at home in this new role. I can't wait to meet our newest members and help them get acquainted with the CDCC and its amazing membership. The Chamber has meant a lot to me and my business - I am so happy to share that with those who are just getting started. I am sure that this role will help me live out the sentiment expressed in one of my very favorite phrases: "Find joy in the journey."



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!

## Member Milestones



Congratulations to the folks at L & W Insurance! Since their start in 1932, L & W's holistic approach has assisted clients with all their insurance needs. The team at L & W works tirelessly as they help customers through some of the most challenging times of their lives. They are happy to serve as the "calm in the chaos." In addition, they have set a high priority on community engagement and find many ways every day to give back to the community that has supported them over the years.

Widely known for delivering premium products and services in an efficient, yet personal way, the folks at L & W Insurance understand

the importance of building relationships and fostering a partnership of trust. As always, they continue to seek avenues for improving customer care and keeping clients engaged and satisfied. From working with clients to finding ways to serve the community, the folks at L & W feel honored to be "partners in protection."

L & W Insurance is a proud member of the Central Delaware Chamber of Commerce. The company is celebrating 49 years of Chamber membership! Thank you, L & W Insurance, Inc., for your commitment to serving both your clients and the Central Delaware Community.

# Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
L & W Insurance Agency .....	49
Diamond State Party Rental .....	30
Sambo's Tavern.....	25
Delaware River & Bay Authority.....	22
Proforma Dynamic Resources .....	22
BIG Investmeants Services.....	16
Bel Boutique, Inc .....	13
Christiana Care Visiting Nurses .....	12
Jim Flood Sr. ....	12
Positives Outcomes Charter School.....	10
A Registered Agent .....	9
Dover Community Pharmacy.....	9
Vincenzo's Pizzeria & Gelato.....	9
Grotto Pizza -Dover.....	8
Mountain Consulting Inc.....	8
Enviromental Alliance Inc.....	7
Home 2 Suites / Axia Management.....	7
Delsware Crime Stoppers.....	6
Monarcas Inc. La Hacienda .....	6
Outback Steakhouse.....	5
Bavarian Bakery & Deli .....	4
Beaverdam Pet Food, Inc. ....	4
D.R.Horton.....	4
On The Move Realty, LLC .....	4
Edward Jones-Daneman .....	3
Hearing Life .....	3
Aloysius Butler & Clark.....	2
Boys and Girls Club of Delaware.....	2
Cancer Support Community Delaware .....	2
Edward Jones-Wearden.....	2
Scentsy .....	2
Steppin' In Style .....	2
Women in Leadership Development & Empowerment Inc. ....	2
DiaBiaso's Cleaning & Restoration Services Imc. ....	1
Laura's Choice .....	1
Michelle Fisher,Realtor- Bryan Realty Group.....	1

## New Members

Bella MediSpa Mr. Troy Windham 435 S. DuPont Hwy Dover, DE 19901 302-736-6334	Flyover Fun Park , LLC Dr. Vincent Ikwuagwu 1700 South Governors Avenue Dover, DE 19901 302-465-3266
CertaPro Painters of Delaware Ms. Denise Garvey 405 Old DuPont Rd. Wilmington, DE 19804 302-510-4719	King Cole Farm Mr. Jim Dickerson 1730 Bayside Drive Dover, DE 19901 302-677-1730
Delaware Senior Medicare Patrol Mr. Patrick Carney 13 S.W. Front Street Milford, DE 19963 302-424-8657	Lookback Lab Mr. Micah Adams 1039 Walker Road Dover, DE 19904 302-829-3334
Diamond State Hot Tub Rentals Mr. Ryan Yoder 108 Patriot Dr Ste A Middletown, DE 19709 302-696-5056	Rebel Cove Bar and Grill Ms. Lisa Kochel 33 W. Lookerman Street Dover, DE 19904 302-406-2683

# 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:

## The House of Coffi



You'll also see your picture and your company name on our Facebook page - and, of course, you'll win bragging rights for the month!

The winner of the July "Coffee on Us" contest was Bill Vendetti, former Marvelous Man of Milford, who correctly identified the Sunflower Field at Fifer's Farm Store in Wyoming, Delaware. Congratulations, Bill - and thank you for playing our game!

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

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