

# Chamber Connections

Vol. 46 // No. 11

[cdcc.net](http://cdcc.net)

November 2023

## CORNERSTONE MEMBERS



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## Happy Holidays from the Capital of the First State!



'Tis the season to be in Downtown Dover for the highly anticipated Annual Capital Holiday Celebration! On Thursday evening, November 30th, from 5:00 to 8:00 p.m., Downtown Dover on Lookerman Street, will hold a festive, fun-filled event for the whole family! The City of Dover is always excited to offer an opportunity for the community to come together to celebrate the holidays with their loved ones. All are invited to join in the fun! This event is open to

the public, no registration required. The event marks the start to the city's holiday activities by getting everyone in the holiday spirit. The evening's festivities will include caroling by local dignitaries, and a special ceremony led by Mayor Christiansen to light the City's tree, which will begin at 5:30 p.m. in front of City Hall. Expect activities and treats for the kids and adults

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## Happy Holidays with YOUR CDCC!



So much has happened this year and YOUR Central Delaware Chamber of Commerce (CDCC) wants to take a moment to reflect and cherish all that you, the community, have accomplished thus far. What better way to round out the year with your

beloved business community than by attending the CDCC's Annual Holiday Party!? Kick off your December holiday festivities on Tuesday, December 5th, 2023, at Roma Italian Restaurant/Sul Tempo Cocktail Lounge (3 President Drive, Dover) from 5-7:30pm.

This annual tradition organized by the CDCC is a perfect sum-

mary and celebration for the 2023 year with the people who make Central Delaware the place to live, work, and play. Envision yourself, your co-workers, colleagues, business associates, and friends, gathered in one place enjoying delicious food, drinks, ambiance, and live music from the one and only, Joe Baione Trio. Feel the warmth of the holiday season by marking your calendar to attend this fun event – you won't want to miss the holiday spirit!

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## Mixin' it Up with Meatballs & Martinis



Great food, great atmosphere, great people, and prizes! What more could you want for a fabulous evening? Central Delaware Chamber of Commerce (CDCC) Members and potential members are invited to attend our monthly Sunset Business Mixer on November 15th, from 5-7pm at Jerry Longo's Meatballs and Martinis located in

Bally's Dover Casino Resort. The CDCC's Sunset Business Mixer is the premiere networking event from The Chamber. It is a great time and place to exchange business cards, make new connections, and connect with your fellow local businesses, in addition to getting your businesses' name out there.

Located inside Bally's Dover Casino Resort, Jerry Longo's Meatballs and Martinis is a renowned dining establishment offering a delightful fusion of classic Italian cuisine and creative cocktails. This venue is not

only known for its mouthwatering meatballs but also for its exquisite martinis that cater to every palate. Whether you're a foodie or a cocktail enthusiast, you're sure to find something to savor at this lovely restaurant with a great atmosphere. The CDCC is excited to welcome the community to Jerry Longo's for a relaxing evening with delicious food and drinks!

The Sunset Business Mixer is more than just a networking event;

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# Dina's Digest



PRESIDENT  
Dina Vendetti

## Let the Dancing Begin!

As you open this edition of the widely read Chamber Connections Newspaper, the trees will be once again displaying a multitude of colors, the trick or treat candy will be almost gone, the wind will have picked up, Thanksgiving will be just around the corner, and the holiday shopping season will be underway.

Holiday shopping can be loads of fun – but, as you well know, it can also be a source of great stress as we work diligently to purchase just the right items for the people in our lives who mean the most to us. Sometimes it's difficult to find that one unique "something" that no one else thought of or that no one already has. We want each gift-receiver to open a special package with wide-eyed wonder as they unwrap a present that truly grabs their heart.

Your Central Delaware Chamber of Commerce is here to remind you that the backbone of our local economy is small business. We are amazingly fortunate to have the most talented local artisans along with shops and boutiques that offer unique items right here in our Central Delaware backyard. Shoppers will surely delight in the one-of-a-kind items that can be found in the small businesses throughout Kent County. From clothing to jewelry to day-to-day items to experiences and more, holiday shopping close to home can be just as fun as receiving presents!

And besides being fun, LOCAL Holiday shopping is important! Buying local products is an amazing way to support the community. When we shop locally, we create local jobs, we get better service, we experience the joy of buying from sellers we know, lines are shorter, and we walk away with items that show the character of our hometown. Because local businesses must work so hard to compete with bigger shopping locations, they often carry goods that are unique and exclusive – items that are only cost-effective when produced in a small batch – so, there's no need for shoppers to worry about giving someone a duplicate present. Buying local goods is even good for the environment as delivery transportation is decreased, as well as a decrease in packaging materials often

made of paper products. Finally, local shops are a bountiful source of creativity and charm where customers are likely to receive "a special touch" – and who doesn't like that?!

Shoppers who concentrate on local shopping not only receive "a special touch," they also give "a special touch." Local shoppers are supporting people who are part of their own community, often people they know. Think of it this way: local shoppers are helping hometown entrepreneurs realize their dreams. In fact, I read a quote recently that made me smile: "When you shop from a small business, an actual person does a little happy dance!"

And don't rely on the mistaken impression that local shopping must be done in person. Many of our area's stores and boutiques have created online platforms using eCommerce!

There is no doubt that the big box stores and online shopping venues work diligently to make shopping easy. Their methods of offering multiple ways to pay and lightning-speed delivery go a long way to ease our minds (and sometime wallets) when making sure that the perfect gift can and will arrive right on time. These kinds of experiences have a definite place in society and in our lives – and they bring a service to consumers that is wanted and needed.

All we ask is that you think about shopping locally FIRST. Go to the small businesses, seek out original and innovative ideas for gifts, support your community... FIRST. Give some local shop owners a reason to bust a move and do a little dance. If, after that, you find yourself needing a few more items or suddenly need a gift at the last minute, then do whatever you need to do.

As we purchase items in one local small business after another, let's enjoy the notion that our purchases motivate some fancy footwork as our local shop owners move to the beat of success. Now get out there, move through your shopping list, make thoughtful purchases and let's make this shopping season memorable by leaving dancers in our wake!

# Calendar of Events

## NOVEMBER

- Thu., November 2nd**  
Leadership Central Delaware  
8:00am - 5:00pm,  
Education Day
- Wed., November 15th**  
Ambassador Committee Meeting  
4:30pm, TBD
- Wed., November 15th**  
Sunset Business Mixer  
5:00pm - 7:00pm,  
TBD
- Mon., November 20th**  
State of the Base Briefing  
7:30am - 9:30am,  
TBD
- Tues., November 21st**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm,  
CDCC Conference Room
- Thu., November 9th**  
Member Orientation  
12:00pm - 1:30pm,  
via Zoom
- Thur.-Fri., November 23rd & 24th**  
Thanksgiving Holiday Office Closed
- Thursday, November 30th**  
Capital Holiday Celebration  
5:00pm - 8:00pm,  
Downtown Dover
- Wed., November 8th**  
Coffee Coaching  
8:00am - 9:00am,  
via Zoom
- Wed., November 8th**  
Marketing Committee Meeting  
10:00am - 11:00am,  
via Zoom
- Tue., November 14th**  
CDCC Board Meeting  
7:30am - 8:30am,  
Faw Casson
- Tue., November 14th**  
Professional Power-Up LIVE!  
12:00pm - 1:00pm,  
Biggs Museum of American Art

## DECEMBER

- Mon., December 4th**  
CDCC Executive Committee Meeting  
8:00am - 10:00am,  
CDCC Conference Room
- Tue., December 12th**  
Professional Power-Up Online  
12:00pm - 1:00pm,  
via Zoom
- Wed., December 13th**  
Marketing Committee Meeting  
10:00am - 11:00am,  
via Zoom
- Thu., December 14th**  
Member Orientation  
8:30am - 10:00am,  
via Zoom
- Tue., December 19th**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm,  
CDCC Conference Room
- December 23rd - 31st**  
Christmas Holiday Office Closed
- Tue., December 5th**  
CDCC Holiday Party  
5:00pm - 7:30pm,  
Roma Italian Restaurant
- Thu., December 7th**  
Leadership Central Delaware  
8:00am - 5:00pm,  
Tourism Day
- Thu., December 7th**  
Kent County Open for Business  
8:30am - 10:00am,  
Kent County Levy Court
- Tue., December 12th**  
CDCC Board Meeting  
7:30am - 8:30am,  
Faw Casson

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



## Natural Gas and Agriculture – A Surprising Alliance

*The security of our food supply depends more on natural gas than we might realize.*

Central Delaware is home to many thriving agricultural endeavors. According to the most recent USDA agricultural census, more than 525,000 acres are devoted to farmland in the state, with more than 2,300 individual farms. A drive down our rural roads confirms that Delaware is host to a variety of crops and livestock. What may surprise you is the partnership between agriculture and natural gas that works to the benefit of both industries.

### A Resource in Demand

Did you know that the agriculture sector accounts for nearly 15% of the U.S. commercial and industrial natural gas demand? The benefits of natural gas extend throughout the agriculture industry - across each stage of cultivation, harvesting and delivery, and natural gas has become the primary fuel of choice for agricultural processes. Some agricultural applications of natural gas include:

- Powering equipment and vehicles
- Supplying reliable heat for facilities
- Fueling irrigation systems
- Drying grain
- Transporting products to commercial outlets

### A Key to Fertilizer Production

According to the American Gas Association, between 70% and 80% of the energy used to produce critical fertilizers comes from natural gas. In fact, fertilizer and production of other agricultural chemicals is the most significant consumer of natural gas in the agriculture supply chain. Nitrogen is an essential macro-nutrient for plant growth, and natural gas is commonly used to produce two nitrogen-based fertilizers – ammonia and urea – in large quantities. The process starts by mixing nitrogen from the air with hydrogen from natural gas at high temperature and pressure to create ammonia. In this process, 80% of the gas is used as feedstock for fertilizer, while 20% is used for heating the process.

### Renewable Natural Gas – Bringing Agriculture Full Circle

Natural gas is a critical element of a sustainable energy future, and agriculture has an essential role to play in the production of renewable natural gas (RNG), a cleaner, affordable and reliable waste-derived fuel that can be used to power homes, businesses and even vehicles.

RNG projects capture methane from existing waste, animal manure, wastewater sludge and garbage, and redirect it away from the environment, repurposing it as a sustainable, storeable energy source that looks and acts like natural gas. Animal manure can be collected on a single large farm or combined from several farms and delivered to a single anaerobic digester for RNG production. For individual livestock projects, replacing open manure pits or ponds with covered digesters reduces odors and possible groundwater contamination. Not only does this process generate fuel, but it also reduces emissions as it captures and repurposes greenhouse gases. Additionally, the byproducts of RNG processing, nutrient-rich solids and liquids, have value as a fertilizer.

### Fueling Agriculture

Simply put, natural gas is essential for a thriving agriculture sector.

“Natural gas is a key feedstock in a variety of items needed to maintain a productive and affordable agricultural sector, and because we can produce those items domestically with natural gas, we are able to shield our farmers from supply chain bottlenecks around the world. This helps to ensure Americans have the food they want at the prices they need regardless of global conditions,” said American Gas Association President and CEO Karen Harbert.

*You can read more about the value of natural gas in agriculture in the American Gas Association’s report: “Natural Gas: Advancing America,” at [www.aga.org](http://www.aga.org).*





## Pratt Insurance's Howell Wallace Recognized for Outstanding Service

In a heartfelt ceremony that celebrated outstanding community leadership and dedication to the betterment of Kent County, Howell Wallace, a pillar of the local community and the CEO of Pratt Insurance, was presented with the prestigious 2023 Kent County Distinguished Citizen Award by the Boy Scouts of America Del-Mar-Va Council. The event was held Tuesday, October 24th, 2023, at the Delaware State Troopers Association at 5:30pm. Supporters, colleagues, and friends celebrated and mingled with cocktails and hors d'oeuvres to complete a wonderful event. "I am extremely honored to be included in this group of Kent County Distinguished Citizen's," shared Wallace.

The award recognizes individuals whose selfless commitment to community service has left an indelible mark on the lives of those around them. The awardee is someone who leads by example through impactful community engagement and portrays incredible persona; character to be admired. The Boy Scouts of America Del-Mar-Va Council and surrounding Central Delaware community would agree that this describes Howell Wallace accurately.

"My definition of a servant leader is if you see a need and you can fulfill then do it. Service is the act of helping, assisting, and providing service to others. Throughout my life, my family and I have joined with various organizations to 'pay it

forward' whenever we can," Wallace added.

One of the standout qualities that make Howell Wallace a deserving recipient of the Distinguished Citizen Award is his long history of volunteerism and community involvement. Whether it's been through supporting local educational initiatives, championing youth development, or assisting those in need, Howell has always been at the forefront of positive change. Howell Wallace has consistently sought opportunities to give back to the place he calls home. Wallace's contributions to the Kent County community are numerous, especially to a cause that is near and dear to his heart – the local Boy Scouts of America.

"As a young boy, I was a member of the Boys Scouts in Baltimore, Maryland. During my time in the Scouts, I learned many skills about honesty, integrity, responsibility, and community involvement. I am proud to work with the Del-Mar-Va council raising funds for the next generation of Scouts to experience valuable skills that can benefit them in their future," added Wallace.

As the President of Pratt Insurance, Howell Wallace has not only grown the company but has used its

resources to support a wide range of charitable endeavors, like the Boy Scouts of America Del-Mar-Va Council. Under his leadership, Pratt Insurance has actively invested in community projects, often going above and beyond what is expected from local businesses.

The 2023 Kent County Distinguished Citizen Award signifies much more than a recognition of Howell Wallace's incredible contributions; it serves as a symbol of hope and inspiration for Kent County residents. His story showcases the power of one individual's commitment to their community and their ability to inspire others to join in the cause of making the world a better place.

As we celebrate the well-deserved recognition of Howell Wallace, let it be a reminder that the strength of any community lies in the dedication and service of its citizens. Howell's example teaches us that, with unwavering commitment and genuine passion, we can all be architects of positive change in the places we call home.

In presenting the 2023 Kent County Distinguished Citizen Award to Howell Wallace, the Boy Scouts of America Del-Mar-Va Council has not only celebrated a remarkable individ-



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ual but also highlighted the potential that lies within each one of us to be a force for good in our communities. Howell's legacy is a testament to the lasting impact that can be made through dedication, hard work, and the power of community service.

Please join the Central Delaware Chamber of Commerce (CDCC) in congratulating Howell Wallace on receiving this prestigious recognition and service to the community! Congratulations to Howell and the Boy Scouts of America for raising a record \$70,000! The CDCC is so grateful for the partnership we share for the betterment of the community.

*For more information about Pratt Insurance please visit [www.pratt-insurance.com](http://www.pratt-insurance.com) or call (302)653-6681.*



DEL-MAR-VA COUNCIL  
 BOY SCOUTS OF AMERICA.

## LCD First Class Day Out in the Field

The Central Delaware Chamber of Commerce's (CDCC) Leadership Central Delaware (LCD) Class of 2024 kicked off the first class day of their year out in the field of one of Delaware's key economic drivers: Agriculture and Agri-tourism! The day was an overall glimpse into the world of Delaware's flourishing, competitive, and nationally recognized Agriculture industry. This small but mighty state absolutely packs a punch for making the most of its land mass. The class received a first-hand, in-depth, and fresh dive into the hardworking people who bring quality foods to the communi-

ty's kitchen tables that nourish our bodies so that we can achieve our goals of being leaders every day!

The first featured speaker of the day was Delaware Department of Agriculture's Secretary Michael T. Scuse. He set the scene for the impact of Agriculture in all facets for the First State. He set the tone for the day to come, opened class member's eyes to his role in the industry, and how Delaware ranks among other larger states.

The day transitioned into a captivating panel discussion from Georgie Cartanza (UD Cooperative

Extension, Statewide Poultry Agent, Cartanza Family Farms), Bobbi Jo Webber (Webber Family Farms), and Curt Fifer (Fifer Orchards). Each panelist shared their own role in agriculture, their impact on the State of Delaware, and their personal leadership styles in this industry. They shared what their long days are full of, from sunrise to sundown in running farms, educational outreach programs, and back-end business tasks of creating partnerships and sales for a local business. They became candid and raw once the class and panelists warmed up to each other and the class had many

questions for the panelists. They discussed the lack of diversity in the industry, how quite frankly no one is going to care how you feel when chicken houses need to be tended and fields need to be plowed, and the challenges of being a woman in the field. Industry initiatives, misconceptions, and sustainability practices were also addressed. It was an enlightening discussion that left the class with thought-provoking material to chew on long after the session ended.

Did you know? In 2022, the Delmarva chicken community raised 596 million chickens, operated 4889



chicken houses on independently owned farms, and earned \$891 million in wages (excluding benefits). Delaware thrives on family-owned farms, more than 1,300 to be exact. The industry in Delmarva supplies nearly 18,000 jobs for people, delivering over \$13.6 billion in direct economic impact. Sustainability is at the forefront of concerns for Delaware agriculture farmers. It takes 75% fewer resources to produce chicken today than it did in the 1960's, and more than 95% of poultry waste is recycled and reused as organic fertilizer – how's that for coming a long way! All of these statistics were presented on handouts from the Delmarva Chicken Association. To think this industry began from an accidental shipment of 500 chickens to Wilmer & Cecile Steele in 1923 – its true, look it up!

After rounding up the hens, it was time to take a trip to the lovely, Loblolly Acres for a leadership presentation, refreshments, and tour of the farm-turned event venue. Cheryl Epps took great care of the class as she shared the importance of pivoting to your next move, innovation, learning from your past, and honing into what makes you and your community happy. Loblolly Acres has come a long way from just offering Christmas trees and school tours. It has evolved into one of Kent County's most cherished event spaces for weddings, special ceremonies, live music events, and more contributing to Central Delaware Agri-tourism sector. Loblolly is shaping up to be a fierce competitor for events on the east coast, soon to welcome Nashville music acts that will surely draw crowds. The class appreciated the fact that Cheryl Epps, owner, completely changed her life after the pandemic and was deliberate about filling an entertainment gap in Kent County, especially with bringing a special emphasis on the Arts.

Moving right along, the class ventured to the fall family-friendly farm oasis that is Fifers in Camden-Wyoming. They had a fueling lunch from their concession stand before hearing from owner Mary Fennemore and Jessica Doran, CSA Coordinator. Mary shared her leadership style, the future of Fifers, current programs, the ins-and-outs of running a family business, and how the company serves and gives back to the community. This led to a wagon ride and educational tour of the orchards, history of the farm, and growth of the company. The class's time at Fifers ended with trying out their new apple cannon attraction and shopping for much-wanted,

local, goodies in their farm store. A memory we'll never forget!

Lastly, it was time to circle back to the paddocks at Harrington Raceway & Casino – an Agri-tourism icon for the State of Delaware. The class met with racehorse owner, Jeff Startt, and long-time trainer, Martin Davis. The pair are a dynamic duo who brought their stallions especially for the LCD class to meet and touch up close as they shared their risky, but lucrative, world of racing their cherished horses. It was amazing to hear how much money, time, and care goes into the world of harness racing in the State of Delaware. It is often an industry that is overlooked if you are not in the realm or know someone who is. It is deeply connected to the economic impact and tourism for the State that many in the class were shocked to learn. Matt Sparacino, Assistant General Manager and LCD Class of 2014 Graduate, was also present to share his view on his leadership role and revenue brought into the operations on-site.

The class wrapped up with a fruitful discussion of their assigned book chapters, coupled with their highlights, takeaways, encouragements, and insights of the day before parting ways and patiently waiting until the next time they see each other!

The CDCC thanks the LCD class for being present, delightful, and engaged with all presenters for their first class day Agriculture & Agri-tourism Day. The CDCC thanks all speakers involved in making this day possible and for the wonderful work they accomplished every day to make sure Delawareans are fed, nourished, entertained, and thriving. Thank you to Co-chairs Amber Startt and Kendra Friel for their time and dedication to the program in pulling strings to make this day a success! Buckle up everyone, next stop: Education Day!





## CAPITAL HOLIDAY

Continued from Page 1

to bring smiles to many chilly faces! The event is for all ages with free cookies and hot chocolate. Be sure to keep your eyes, ears, and cameras ready for a visit from Santa! Good girls and boys are invited to write and bring their letters addressed to Santa. There will be a special mailbox that will deliver them right to the North Pole just in time for the big day.

In addition to Santa's appearance, there will be exciting dance demonstrations in front of the Dover Public Library. You won't want to miss the all the wonderful holiday cheer this season!

Community members are asked to bring non-perishable food items to the event for the food drive to benefit local pantries. There will be a truck in front of the PNC Bank in Downtown Dover to accept all donations.

Downtown members have been encouraged to stay open for evening shopping until 8:00pm. It'll be the perfect time to take advantage of the discounts offered through the Capital Key Card visit ([www.downtowndoverpartnership.com/DowntownDover\\_CapitalKey.pdf](http://www.downtowndoverpartnership.com/DowntownDover_CapitalKey.pdf) to learn about this program). Consider shopping small this holiday season by supporting small local businesses in the Downtown Dover area as they are the backbone of your business community. Every dollar spent locally, goes to help the community thrive collectively. Find something unique for everyone on your list as you ring in the holiday cheer with your community at this year's Capital Holiday Celebration!

Mark your calendars, gather your friends, and bundle up with your local community as we celebrate the start of the joyful season of giving here in the heart of the First State – Downtown Dover!

This event would not be possible without a special collaboration

among several crucial organizations: The City of Dover, The Delaware State News, City of Dover Parks & Recreation, The Dover Public Library, The Downtown Dover Partnership, WBOC 16 and of course, your CDCC. Thank you for your help in making this event a success again this year and showing support for your community!

Loockerman Street will be closed from 4:00 to 8:00 p.m., from just east of City Hall to Governor's Avenue, creating a "safe zone" for pedestrians. This amazing event is just the beginning of the Season's festive fun in our downtown. Be sure to check out the Downtown Dover Partnership's website at: <https://www.downtowndoverpartnership.com/> for more holiday events to keep you cheerful all month. We will be excited to see all of you at this fun, family friendly, start to the holiday season – Happy Holidays!




## CDCC HOLIDAY

Continued from Page 1

Our community is so generous, especially to their employees during the holidays. We know that many business owners love to find ways to thank their employees – especially during holiday time. Consider treating your work family to an evening of holiday fun with us! We have everything all ready to go for you and your special guests, just secure your tickets ASAP, because space is limited, and this event always sells out!

Tickets for this event are \$35 and include an amazing array of hors d'oeuvres, 2 drink tickets, and an

evening of fun, conversation, laughter, and live music.

We'd like to thank our businesses who have chosen to sponsor this cheerful event (as of 10/17/23): Thank you to Artisans' Bank, Del-One Federal Credit Union, Horthy & Horthy, P.A., Leadership Techniques, LLC, and Pike Creek Mortgage. A special thank you to Joe & Kristin Garramone and the whole Roma team for their warm hospitality and for serving as our hosts for the evening.

For more information or to register, call the CDCC today at (302)734-7513, visit [www.cdcc.net](http://www.cdcc.net), or email us at [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net). It's

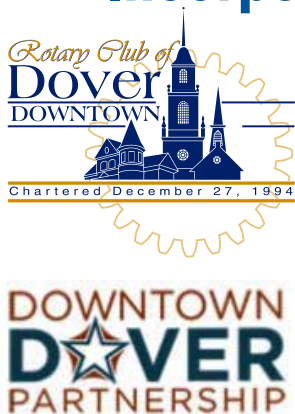
the most wonderful time of the year – we look forward to celebrating the holidays with you on Tuesday, December 5th, 2023, at Roma Italian Restaurant from 5-7:30pm!





## Member News

### Downtown Dover Partnership Incorporates the Arts



The Central Delaware Chamber of Commerce (CDCC) is happy to work alongside the Downtown Dover Partnership (DDP), the organization leading Downtown Dover's Revitalization and Master Plan efforts for Capital City 2030. It is exciting to see the blueprint plans, what it will do for the community, and to be a small part of the mission. It is even more exciting to see small, but mighty, changes happening gradually in Downtown Dover, especially on Loockerman St. The CDCC was elated to be invited to see the unveiling of Downtown Dover's newest street banners and crosswalk paintings incorporating the arts into the heart of Kent County.

Dover, Delaware, a city steeped in history, has always been a canvas for local artists to express their creativity, but now even more prominently! In a heartwarming celebration of the city's artistic spirit, the DDP has embarked on a new initiative that not only showcases the remarkable talents of the local artistic community, but also adds an aesthetic and colorful touch to the city's Downtown area. The installation of new banners celebrating local art is a testament to Dover's commitment to fostering creativity and unity within the community.

There is no doubt that art has a strong ability to build pride in one's city. It creates unity, a shared

vision, increased sense of identity, and helps make the community feel seen. Also, it often just looks visually appealing, which increases community respect of the area and makes people take delight in the image. The benefits of incorporating art into cities, especially small towns, are innumerable. The Arts boosts the morale of the community in more ways than one. This is a beautiful step toward the revitalization of Downtown Dover.

Over the years, local artists have found inspiration in the city's landscapes, architecture, and stories – most readily seen in the Downtown Dover Partnership's Annual Paint Dover Event, held again this past October. Paint Dover is a Plein Air Painting event, competition, sale, and exhibition. Over three days, passerbys will see community members and visiting artists outside painting various locations around the historic district. Inspired by downtown Dover's architectural landscape, historic commercial buildings, gardens and scenery, artists quickly capture changing light and shadows, and the "spirit" of Downtown Dover over three days. The community is then invited to vote on their favorite paintings. The vibrant art community in Dover has served as a cornerstone of the city's cultural identity, and this new initiative by the Downtown Dover Partnership takes that tradition to new heights. Many of the paintings from the Plein Air event are visible within the new banners.

Introducing these new banners and painted crosswalks showcasing local art demonstrates the DDP's dedication to the community. In collaboration with local artists, the Partnership identified pieces of artwork that would grace the city streets. Through a rigorous selection process, the artists' work was chosen to represent the diverse artistic talent within the community. The

new banners, with their rich and diverse selection of art, paint a picture of Dover's artistic diversity. From intricate landscapes capturing the scenic beauty of Silver Lake to abstract art pieces that inspire contemplation and introspection, these banners create an engaging and visually stimulating experience for residents and visitors alike.

Beyond their aesthetic appeal, these banners and painted crosswalks have a deeper purpose – they engage the community. They invite people to pause and appreciate the artistry that surrounds them in everyday life. They spark conversations and connections, fostering a sense of pride and unity among residents. As people stroll through downtown Dover, they not only see the art but also experience the city's rich cultural tapestry.

The DDP's decision, guided by Executive Director, Diane Laird, to celebrate local art through the installation of new banners and painted crosswalks is not only a visually appealing addition to the city's streetscape, but also a testament to the enduring spirit of community and creativity that defines the city. This initiative by the DDP is a shining example of how a city can embrace its cultural heritage and support



local artists while enhancing the vibrancy of its Downtown area. As the banners flutter in the wind, they invite all to experience the beauty and inspiration that local art brings to this historic city. Dover's artistic heart now beats stronger than ever, proudly displayed for all to see.

The CDCC is proud of the DDP's commitment to bettering the community and incorporating The Arts into Kent County and Downtown Dover. The CDCC encourages everyone to take a peaceful stroll down Loockerman St., to slow down and see the beauty for themselves. Big changes are soon to come for Downtown Dover, but it's equally important to be grateful for the small steps and details, too!

### SUNSET MIXER

Continued from Page 1

it's an opportunity to connect with fellow professionals, exchange ideas, and forge valuable partnerships while enjoying the charming atmosphere and culinary delights of Jerry Longo's. This evening promises to be an exceptional blend of business, fun, and community. You could even

walk away with a cool door prize, be the next Member of the Month, or win the 50/50 cash raffle!

We look forward to welcoming you to the CDCC's Sunset Business Mixer at Jerry Longo's Meatballs and Martinis on November 15th, from 5-7pm. Don't miss this chance to make valuable connections, have a memorable evening with fellow professionals, and create memories to

last a lifetime. The CDCC thanks the Jerry Longo's Meatballs & Martinis team in advance for all their help and hard work in making this event a success!

*For more information or to register, please visit our website at [www.cdcc.net](http://www.cdcc.net), or contact us at (302) 734-7513! Let's make this Sunset Business Mixer a night to remember! We can't wait to see you there.*





# Member News

## Burke Equipment Company Earns Million Dollar Dealer Award!



For over 74 years, this family-owned business, Burke Equipment Company, has maintained a strong tradition of offering industry-leading equipment to suit many lifestyles and needs. Burke Equipment Company, a prominent and long-standing Kubota equipment dealer based in Delaware (Felton, Delmar, and Newark), is celebrating a significant achievement in the industry. The company has been honored with the prestigious Million Dollar Dealer Award, a recognition of their outstanding contributions to the agricultural machinery sector. This award acknowledges their commitment to providing top-quality equipment and exceptional service to the community.

Burke Equipment offers a wide range of agricultural equipment, from tractors and combines to tillage tools and mowers. Their commitment to staying up to date with the latest industry advancements and technology has helped them provide farmers with the most innovative and efficient solutions. This commitment to innovation and staying ahead of the curve has undoubtedly contributed to their success.

This award, presented by Land Pride, a leader in turf equipment and tractor-mounted implements and Kubota-branded construction attachments, is recognized across all of North America. Brooks Shyman of Land Pride honored Mike Bayer, CEO of Burke Equipment Company, with the award this past October 2023 at their Felton facility. The Million Dollar Dealer Award is a remarkable acknowledgment of Burke Equipment's consistent growth and success. This award is not just about the revenue generated but also recognizes the positive impact the company has on the farming, contracting, landscaping and home-ownership community in Delaware and beyond.

To qualify for the Million Dollar Dealer Award, companies must meet certain criteria, including substantial sales figures, exceptional customer service, and an excellent track record in delivering and servicing agricultural equipment. Burke Equipment Company met and exceeded all these criteria, cementing their reputation as a leader in the industry, for the fifth time. In addition to this achieve-

ment, Burke Equipment Company is an Elite Kubota Dealership. To qualify for this prestigious award, certain criteria evaluations were met for facility operations, product sales, market share growth, branding success, customer survey scores and financial stability. They are among the 20% of Kubota dealerships nationwide that have earned this highly competitive award.

The Central Delaware Chamber of Commerce (CDCC) had the privilege of sitting down with Chris Wagner, Chief Financial Officer, a Delaware native, who has been with the company for 17 years. "These awards are a testament to the staff and the team effort it takes. We are humbled and blessed to have a really good sales staff. A lot of it is just about serving people and it feels good to be respected, wanted, and have the opportunity to provide peace and service to our customers," Wagner reflected.

Wagner credits having a great and diverse product, like Kubota, as a contributing factor to their success. The versatility, diversity, and high-quality of Kubota products allows for the team at Burke Equipment Company to meet the needs of many different lifestyles from the family farmer to the homeowner lawn mower. Burke Equipment Company matches the best attachments to each client, whether it is a tractor, mower, utility vehicle, loader, or excavator. Wagner's advice to other companies striving for success is to "find a good product, serve customers in a manner that is great, and the rest will fall into place. We fill a lot of need for a lot of different demographics."

Customers reaching out to and walking in the doors of Burke Equipment Company are sure to receive quality, pleasant, accessible, and individualized service. "A lot of companies our size are corporately owned; there are not a lot of 'mom and pop' dealerships like us anymore. We have an open-door policy making it easy for customers to get in touch with us or higher management easily to correct any issues," added Wagner. This personalized approach has earned them a loyal customer base and helped them secure their position as a top-tier equipment dealer known for quality.

Word of mouth and brand awareness are at the forefront of Burke Equipment Company's reliable reputation of being a household name.

The staff loves the community they get to serve with products that drive their lives forward to success. "Without relationships, we really wouldn't have anything," Wagner credits in sharing the company relationship with local municipalities, the government, firefighters, police, and more. They appreciate their customers more than anything and it shows through events like their recent Customer Appreciation Day and community outreach.

Every year, the company organizes product giveaways, especially at the Delaware State Fair. Each year, they mail out a flyer encouraging the community to bring in the flyer to be redeemed for 2 free State Fair tickets. The money generated by those tickets is donated to the Food Bank of Delaware from Burke Equipment Company. This program has been operating for the last 10 years and is supported by Kubota as well. Every year this program grows. This is just one significant way this company reaches out directly to their customers and gives back in a way that supports the community. "Without our customers and community, we would be nothing," remarked Wagner after explaining the process.

The past and present have been bright for Burke Equipment Company and the CDCC is sure the future will be, too. "I try to stay positive with all the uncertainty in the world, but I see continual growth and integration of AI for the company," concluded Wagner.

The accolades of the Million Dollar Dealer Award serve as an inspiration to other companies in the agricultural machinery sector, reminding them of the importance of dedication, commitment, and a customer-centric approach. Burke Equipment Company's success story is a testament to what can be achieved when a business puts its customers and their needs at the forefront of its operations. The CDCC is proud to have Burke Equipment Company as a member and pillar of our beloved community. Please join the CDCC in congratulating the Burke Equipment Company team on their Million Dollar Dealer Award and being one of the best Elite Kubota Dealers in the nation!

*For more information about Burke Equipment Company, please visit [www.burkeequipment.com](http://www.burkeequipment.com), or call their Felton location at (e302) 284-0123.*





## Member News



### DEMEC Celebrates Joint Lineworker Training Yard Ribbon Cutting

SMYRNA, DE – The Delaware Municipal Electric Corporation (DEMEC) celebrated the groundbreaking of their Joint Lineworker Training Yard today.

The Joint Lineworker Training Yard is designed to support workforce development and safety training for apprentice and journeyman lineworkers for DEMEC's municipal member utilities. Phases are planned to include climbing, transformers, substations, bucket trucks, meters, and other trainings.

Local and state officials, federal representatives, state elected officials, and industry professionals joined DEMEC and its members to celebrate this momentous occasion at a ribbon cutting ceremony in the Smyrna Business Park onsite at the training yard. DEMEC's training yard will be the only of one its kind

in the state of Delaware, offering local, certified training for new and seasoned lineworkers at a 66% savings to member communities.

"As a joint action agency and not-for-profit, DEMEC is always looking for economies of scale opportunities to bring our members additional savings. Safety and education are part of our organization's core values and lineworkers are the backbone of public power. We are pleased to support our members' workforce, resilience, and reliability through a diverse training yard," said Kimberly Schlichting, DEMEC President & CEO.

DEMEC would like to thank the Tennessee Valley Public Power Association (TVPPA), Ensales, and our member communities for providing support and donating time and materials to help bring this initiative

forward.

"The DEMEC Board of Directors is excited to see the training yard coming together after years of hard work by DEMEC leadership and staff. It provides our electric crews with local training that keeps lineworkers close to home and significant cost savings to the community," stated Morris Deputy, DEMEC Board Chair and Town Manager of the Town of Middletown, "This training yard is the perfect example of the types of value-added shared services DEMEC provides as an integral partner of our community electric utilities."

The Central Delaware Chamber of Commerce (CDCC) was honored to be invited to attend this very special occasion supporting the wonderful work of the Delaware Municipal Electric Corporation (DEMEC)! We

value their service to our beloved community in many ways and we are proud to see the addition of their Joint Lineworker Training Yard. The CDCC is positive that this addition will impact DEMEC, their staff, and the community for the better. The investment in the safety of their staff is going to touch many lives, increase productivity, and employees' confidence. The CDCC congratulates DEMEC on this spectacular occasion!

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### Empowering DAFB Airmen through Cooking!

In the high-stakes world of the Air Force, precision and teamwork are of paramount importance. Just as critical is the need for a well-balanced diet to maintain the health and stamina required for the demanding duties of military personnel. Between challenging schedules and long physically demanding work hours, self-care should be at the forefront of Airmen's minds to carry out the mission of the World's Greatest Air Force. For many airmen that are newly enlisted, it is often their first time away from home, in a new territory, with limited time, skills, and resources to take care of their whole selves. It is quite an adjustment that the ordinary civilian may not consider – Thankfully Dr. Dina Vendetti

of the Central Delaware Chamber of Commerce (CDCC), and former Honorary Commander, has.

After hearing of this issue from MSgt. Andrew Wenrick during her recent honorary commander assignment with the 373rd Training Squadron, Dr. Vendetti had the brilliant idea of solving this underlying problem of airmen adjustment and acquisition of crucial life skills by creating a weekly program that connects a chamber or community member with members of the squadron who could benefit from a little instruction, all while creating strong ties in the community. She organized a "Life Skills" course that will alternate topics, skills, and interests each Friday for our mili-

tary men and women who are busy serving the Dover Air Force Base's (DAFB) mission. The classes began at the end of September with a look at area attractions presented by the team from Kent County Tourism. The second class focused on personal finances and was led by an area investment expert.

The first class, which kicked off October 13th, 2023, at 9am on DAFB with the amazing Chef Beatrice Smith of Bea Delightful Cakes, was a soaring success! Smith shared and demonstrated first-hand how to make 4 meals under \$35 to a full classroom of Airmen who were intrigued from begin-

Continued on Next Page



# Member News

Continued from Previous Page

ning to end. She shared recipes print outs detailing all the ingredients used that day to make the 4 delicious meals showcased that morning for the airmen to take with them and make on their own.

Bea gave an enlightening introduction of herself, outlining her extensive history, background, and expertise in the culinary arts, with an experience in both baking/pastry treats & classical culinary tech-

niques. The airmen really connected with her personal story, fueled by passion drawn from her proud Haitian roots, which bleeds into everything she makes – especially her delectable Haitian cakes (a must try!). She went the extra mile and make a custom DAFB “373 Training Squadron Detachment 3 Training Excellence” printed cake, which the men took further delight in! “We (her family) have a lot of fun with food and believe cooking should be fun. Having 11 kids forced me to find shortcuts and tricks to simplify the

process” shared Smith prior to the class.

Bea taught the men to make chicken pot pie, air fried chicken 2 ways, and crock pot chicken. She shared her best tools, tips, and techniques along the way. Of course, the men had the chance to taste test the meals made in front of them including Bea’s Haitian rice, pot pie, green beans, cake and iced tea. Everything was thoroughly enjoyed and not a crumb left behind!

Although she prefers to serve on the side of baking/pastry arts within her own home-based cottage-law certified bakery in Smyrna, Bea stated, “It was truly an honor to tap into my culinary side and teach a cooking class Dover Air Force Base today as a member of Central Delaware Chamber of Commerce.” The CDCC is grateful to have willing, selfless, and incredibly talented people like Bea in its arsenal of people to connect, empower, and strengthen.

These classes provide a unique opportunity for service members to not only enhance their cooking abilities but also promote camaraderie and well-being within their units. This lesson, one of many, will be carried with the airmen as they remind themselves, they too can make a quality meal themselves in

the name of self-care, nutrition, and autonomy. This lesson debunked the misconception that cooking has to be hard, time-consuming, and require years of practice – grab Bea’s recipes, a few staple ingredients, a whole rotisserie chicken and you’re ready to fly!

The CDCC would like to thank Chef Beatrice Smith for donating her time and expertise to kick off this impactful “Life Skills” course in conjunction with the CDCC. “I even met a Haitian sergeant and got a chance to reminisce. Today’s class “How to make 4 meals under \$35 was a hit and they got to drink some Haitian iced tea and eat some Haitian cake,” Smith concluded on her celebratory Facebook post after the event. The CDCC would also like to thank all airmen in attendance who took time out of their busy lives to be present, engaged, and absorb all that was taught. Thank you, 373rd Leadership Team, for welcoming us into the facility, setting up the event, and being a liaison between Bea, the CDCC, and Dr. Vendetti!

*The Central Delaware Chamber of Commerce is excited to see how this program evolves with its relationship to the DAFB. Stay tuned, CDCC audience, to continue hearing about this new journey of “Life Skills” on Base!*




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# Professionals Power-Up Their Day with DSN Publisher!



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In today's fast-paced business world, time management and efficiency have become essential skills for professionals looking to achieve their goals. The Central Delaware Chamber of Commerce (CDCC) recently hosted a highly successful virtual session as part of their Professional Power-Up series, focusing on "Planning Your Day for maximum efficiency" led by the Daily State News Publisher, Konrad LaPrade on Wednesday, Oct. 11th, 2023, from 12-1pm, via zoom. This session provided participants with valuable insights, strategies, and practical tools to help them take control of their time and increase productivity. The event showcased the CDCC's commitment to supporting the local business community and delivering top-notch professional development opportunities.

The success of the session can be attributed to the expert facilitator, LaPrade, who guided participants through the intricacies of effective time management. He shared personal experiences that span his career as well as what worked for him and what did not. He shared his insights and real-world experiences that contributed to his success and productivity both personally and professionally. This inspired and empowered the participants, making the session a must-attend for those

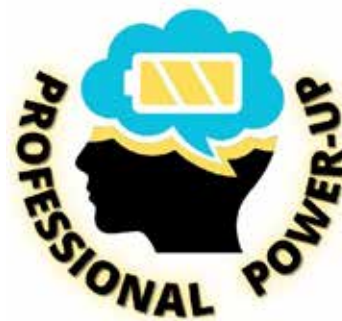
seeking to boost their efficiency.

LaPrade covered the power of To-Do Lists and the dopamine rush of checking off a task. He encouraged the audience to write down "attend the CDCC's Professional Power-Up" on their note pads and check it off to reinforce the science-based idea. He emphasized the value of maintaining to-do lists, both digital and analog, to keep track of tasks and projects. He provided tips on creating effective to-do lists that are not only manageable and achievable, but memorable and encouraging. He recommended reading "The Checklist Manifesto" by Atul Gawande for more information on this idea.

La Prade stressed his self-advice adage: "Don't allowing the day to come at you, but rather you come at the day." A tip for conquering this is to make a checklist the night before for the day to come. This helps clear your mind for the best rest possible and sets up your day for success. Couple that with turning off notifications at moments that need intense focus and you will be on your way to owning your day.

LaPrade also stressed the importance of having a solid and enriching morning routine. He urged discussion of attendees sketching out their perfect morning that gets them pumped for the day ahead. Of course, topics of prioritization and time blocking were addressed and how to implement them into your day.

The Professional Power-Up session was not a one-way communication but a highly interactive experience. Attendees had the opportunity to ask questions, share their own time management challenges, and receive personalized advice from LaPrade. The active participation of the audience contributed to a dynamic and engaging atmosphere. The audience was very engaged and enjoyed the takeaways from October's Professional Power-Up Online session. With the tools and strategies gained from this event, attendees are now better equipped to excel in



their professional endeavors, achieve their goals, and navigate the modern world of work with confidence and efficiency. The success of this session serves as a testament to the CDCC's and LaPrade's dedication to the growth and prosperity of Central Delaware's businesses and professionals. The CDCC thanks LaPrade for fitting the CDCC's audience into his schedule and for delivering a wonderful presentation.

The CDCC hopes you will mark your calendar to attend their November Professional Power-Up LIVE session, on November 14th, from 12-1pm, hosted in-person by the Biggs Museum of American Art in Downtown Dover. November's distinguished CDCC member and presenter will be Jamee Boone, President and founder of Eddee Boone Consulting, LLC, and previous Vice President for the United Way of Delaware. She will deliver an in-person presentation in an introduction to Diversity, Equity, and Inclusion (DE&I) with ways to recognize, implement, and benefit from it. The CDCC is very excited to welcome Jamee Eddee Boone to lead our next Professional Power-Up LIVE session on November 14th – Admission is \$5 for members and \$15 for non-members to cover lunch. Register at cdcc.net. See you there!



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# 20 Years of Holiday Gifting Success

The Central Delaware Chamber of Commerce's (CDCC) 20th Annual Holiday Gift Auction this past October 25th, fully in-person, was a great success with memories to last a lifetime. Guests, members, friends, and Central Delaware's public were invited to Celebrate Community by placing their bids on over 130+ unique items from our generous members. Guests had a blast perusing through a plethora of items to start their holiday season off successfully, but had even MORE fun staying for the LIVE auction and mixer-style event, hosted by the wonderful staff of Maple Dale Country Club, led by Manager and great partner, Chris Aulita. It was heartwarming to see attendees connect, cheer, and bid to their hearts delight. The CDCC couldn't be more grateful for such a supportive, lively, and generous community who makes events like this memorable!

bidding, and enjoying yourselves with us. We hope you had a wonderful time connecting with your local community and felt encouraged to continue shopping small this holiday season!

The CDCC would like to thank our 2023 Holiday Gift Auction donors, without whom this event would not be possible: A & H Uniforms, AAA Mid-Atlantic, Americare Home Solutions, Artisans' Bank, Auntie Anne's Soft Pretzels, Bally's Dover Casino Resort, BES Business Solutions, LLC, Biggs Museum of American Art, Brighton Suites Hotel, Camp Adventureland, Camp Adventureland, Cendel Foundation, Central Delaware Chamber of Commerce, Central Delaware Habitat for Humanity, Cheddar's Scratch Kitchen, Chicka and Co., City of Dover - Mayor's Office, City of Dover - Mayor's Office, Clyde W. Floyd, CNU Fit LLC, Daily State News, DASEF - Delaware Aero Space Education Foundation, DE TURF Sports Complex, Delaware Division of Parks and Recreation - DNREC, Delaware Electric Cooperative, Delaware Municipal Electric Corporation, Delaware State Fair, Delaware Technical Community College, Delaware Today Magazine, Del-One Federal Credit Union, Denée Crumrine, Diamond State Pest Control, LLC, Divine Zone LLC, Dover/Kent MPO, Dover Federal Credit Union, Dover Motor Speedway, Dover

All proceeds from this event go to help support YOUR local chamber as we offer events and programs to aid in the business development of CDCC members and Central Delaware as a whole. Through the funds raised from your help, the CDCC can continue to provide programs, networking events, educational activities, and many other services that members can rely on to help them grow their businesses here in Central Delaware - Thank YOU! Thank you for coming, donating, sharing,







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Ice Cream & Mini Golf, U.S. Senator Thomas R. Carper, uTransform360, Bill Vendetti, Wattay Accounting, Westminster Village, Westside Car Wash / Clean Car, Inc., Westside Family Healthcare, and Yogi Bear's Jellystone Park at Delaware Beaches.

The CDCC would like to especially thank premier sponsor: the City of Dover for their impactful support in bringing this event to the community. Thank you to our event sponsors for their continued support in this event: AHDTV Network, Artisan's Bank, Del-One Federal Credit Union, High Ground Creative, LLC, Merrill Lynch Connell, Carey, & Associates, and Shore United Bank.

Thank you to all our attendees this year – it was so fulfilling to be fully in-person again with the community we love the most – YOU! This event is special because of you and your dedicated engagement and support of the CDCC. We can't wait to see what next year's event brings – Happy Holiday Season Everyone! Cheers to 20 more years of shopping/supporting local at the CDCC's Annual Holiday Gift Auction! The CDCC thanks the hilariously talented Auctioneer, Steve Harell, for leading the live auction. Thank you to Alex Vaughn for providing sound support. Thank you to the LCD Class of 2024 for all their help in making the event run smoothly.





# Member News

## Dover Motor Speedway to host Goodguys Rod and Custom Association's Mid-Atlantic Nationals June 7-9, 2024

World's largest hot-rodding association holding event at the Monster Mile.

Vehicle registration, spectator ticket information and more details can be found at [www.good-guys.com/man](http://www.good-guys.com/man).



Goodguys, the world's largest hot-rodding association, has announced its 2024 schedule, featuring 15 events across the country including the Goodguys Rod & Custom Association's Mid-Atlantic Nationals at Dover Motor Speedway June 7-9.

Goodguys is excited to announce this inaugural event that will be billed as the 1st Mid-Atlantic Nationals and will begin its "summer swing" June 7-9 at the Monster Mile.

"Goodguys has been looking for a place to call home in the northeast for many years now and Dover Motor Speedway checks off all the boxes!" said Andrew Ebel, Goodguys COO.

"Dover Motor Speedway is a first-class facility, with excellent hotel options and amenities in the vicinity. It's also conveniently situated just a short cruise away from several major metropolitan areas jam-packed with large numbers of classic automotive and performance enthusiasts that are ready to gather for a huge weekend of family fun and entertainment that Goodguys is well known for."

"Goodguys has been producing America's Favorite Car Shows for over 40 years," said Mike Tatoian, Dover Motor Speedway's president and general manager. "We're very proud to now call them partners and cannot wait for everyone in the mid-Atlantic region to visit the Monster Mile in 2024 for this can't-miss event."

Goodguys has traditionally kicked off their event season in March with the LMC Truck Spring Lone Star Nationals presented by TREMEC, but for 2024, this popular event has been moved to later in the spring to April 26-28 to coincide with the historic Pate Swap Meet, the country's premier automotive swap meet.

The event will also feature exciting new attractions such as an all-

new drift exhibition and Friday night drag racing, the moving of Goodguys CPP AutoCross racing action to the Texas Motor Speedway road course and more in an effort to create an even bigger can't-miss event for gearheads across the southwest to experience. More details on this new collaboration with Pate Swap Meet will be released in the coming months.

"The overall event will utilize multiple areas of Texas Motor Speedway facility," said Texas Motor Speedway Executive Vice President and General Manager Mark Faber. "With Goodguys taking over the entire infield plus the Pate Swap Meet spanning the asphalt parking area, it is going to be a very memorable weekend for everyone."

Every Goodguys event promises something for the whole family to enjoy including a Kids Zone, live entertainment, Nitro Thunderfest with vintage dragsters, the best manufacturer midway plus regional favorites such as burnout contests, lowrider hopping, fireworks and demolition derbies at select events. Vehicles built in 1999 and older are welcome into the show and on Sunday at all National events, all years and models of American made or powered vehicles are welcome to join the fun.

Vehicle registration, spectator ticket information and more details can be found at [www.good-guys.com/man](http://www.good-guys.com/man).

### Goodguys Rod & Custom Association 2024 Schedule

**March 15-17:** 14th FiTech Fuel Injection Spring Nationals presented by Grundy Insurance; Westworld of Scottsdale – Scottsdale, Ariz.

**March 23-24:** 40th Grundy Insurance All American Get-Together; Alameda County Fairgrounds – Pleasanton, Calif.

**April 5-7:** 23rd Meguiar's Del Mar

Nationals; Del Mar Fairgrounds – Del Mar, Calif.

**April 19-21:** 9th Griot's Garage North Carolina Nationals; North Carolina State Fairgrounds – Raleigh, N.C.

**April 26-28:** 14th LMC Truck Spring Lone Star Nationals presented by TREMEC; Texas Motor Speedway – Fort Worth, Texas

**May 17-19:** 18th BASF Nashville Nationals; Nashville Superspeedway – Lebanon, Tenn.

**June 7-9:** 1st Mid-Atlantic Nationals; Dover Motor Speedway

**July 5-7:** 33rd Speedway Motors Heartland Nationals presented by BASF; Iowa State Fairgrounds – Des Moines, Iowa

**July 12-14:** 26th Summit Racing Nationals presented by PPG; Ohio Expo Center – Columbus, Ohio

**July 26-28:** 36th Griot's Garage Pacific Northwest Nationals; Washington State Fair Events Center – Puyallup, Wash.

**Aug. 23-25:** 37th West Coast Nationals; Alameda County Fairgrounds – Pleasanton, Calif.

**Sept. 6-8:** 26th Grundy Insurance Colorado Nationals presented by Griot's Garage; The Ranch Events Complex – Loveland, Colo.

**Sept. 27-29:** 31st Summit Racing Lone Star Nationals; Texas Motor Speedway – Fort Worth, Texas

**Nov. 9-10:** 34th Fuel Curve Autumn Get-Together; Alameda County Fairgrounds – Pleasanton, Calif.

**Nov. 15-17:** 27th Speedway Motors Southwest Nationals; Westworld of Scottsdale – Scottsdale, Ariz.

### NASCAR TICKETS

The Monster Mile's full 2024 race schedule includes:

**Friday, April 26:** General Tire 125 ARCA Menards Series East race

**Saturday, April 27:** A-GAME 200 NASCAR Xfinity Series race (1:30 p.m., FS1, PRN, SiriusXM)

**Sunday, April 28:** Würth 400 NASCAR Cup Series race (2 p.m., FS1, PRN, SiriusXM)

Visit [DoverMotorSpeedway.com](http://DoverMotorSpeedway.com) to register for the Speedway's email list to receive updates and announcements.

Grandstand tickets, camping and race-day experiences will be available for new customers to purchase beginning Tuesday, Oct. 17 at 10 a.m. ET.

The Würth 400 NASCAR Cup Series race is the Monster Mile's 106th NASCAR Cup Series race. Dover Motor Speedway is one of only 10 tracks in the country to host 100 or more NASCAR Cup Series events.

### FOLLOW US:

Keep track of all of Dover Motor Speedway's events by following on Facebook (@MonsterMile), X, the platform formerly known as Twitter (@MonsterMile) and Instagram (@MonsterMile). Keep up with all the latest information on [DoverMotorSpeedway.com](http://DoverMotorSpeedway.com) and our mobile app.

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## Member News

# Show & Tell at the Eye Specialists of Delaware

The Eye Specialists of Delaware (ESOD) event, featuring live LASIK surgery performed on Miss Delaware, was a resounding success. The event was held on October 19th, from 5:30-7pm, at 200 Banning Street inside Eden Hill Medical Center in Dover. It showcased remarkable advancements in the field of ophthalmology while emphasizing the importance of eye health awareness. The CDCC was happy to attend this event to show support for this great member business serving the community's ophthalmology and skincare needs.

Local business members, several CDCC Board Members, colleagues, and potential Lasik patients had a marvelous time mingling, meeting Miss Delaware, and enjoying delicious food and beverages catered by Royal Prime Steakhouse. They asked questions to the doctors present and learned about the amazing new technology and services offered at the ESOD, including their new non-invasive face-lift like service, Trilift by Lumenis.

Guests were invited to experience a custom Lasik procedure on Miss Delaware, Emily Beale, and learn about the latest technology and services at the Eye Specialists of Delaware. This event was open to the public and allowed for a chance for people to meet personally with the doctors and see how quick and painless Lasik Laser Eye Surgery truly is. The ESOD is one of the only ophthalmologists in the State to offer the most advanced Lasik eye technology, including allowing patient's guests to watch the 15-minute, painless procedure live.

The ESOD is proudly the first office in Delaware to offer the most advanced laser refractive surgery with Contoura Vision, a typography-guided Lasik practice. The live LASIK surgery was undoubtedly the main event of the evening. It allowed attendees, including members of the Central Delaware Chamber of Commerce, to witness the intricate procedure firsthand. Ophthalmologists and their teams demonstrated the precision and sophistication of the LASIK surgery process, showcasing the cutting-edge technology available at the Eye Specialist of Delaware. Contoura Vision now allows lasik to be custom-fitted to a patient's eye. By using a personalized map of the eye, this technology can now detect the most minute hindrances to 20/20

vision. This technology will get the most accurate profile of each eye to better understand your specific vision correction needs.

"The difference with everyday Lasik is we go off the prescription of somebody's eye. With Contoura, or typography-guided Lasik, your cornea is like your fingerprint, we map the high points, low points, and correct them at the same time as their prescription. It's 100% personalized to the person. That's the main difference and ESOD are currently doing almost every patient with Contoura," stated Emily Bond at Alcon (company for Contoura) of Boston, Massachusetts.

"I have been in the business for 30 years and my 30 years of experience have been very rewarding because we have a great team of doctors and staff and by just giving back to the community with quality eye care. We truly care about the patients and that's how they've (Dr. Ryan & Joel Halpern) built the business over 60-plus years. Here you receive customer service that you just don't get when you go to a corporate retail establishment," shared Sharon Fields, Director of Operations at ESOD.

The event was not just about live surgery; it also served as a platform to promote eye health awareness. This event fulfilled its purpose of allowing the public to connect with knowledgeable doctors who are here to help with top-notch technology. Attendees had the opportunity to ask questions and learn about the latest advancements in the field of ophthalmology.

In addition to their advancements in lasik eye technology, this Meet & Greet featured ESOD's new TriLift by Lumenis service – which provides a face lift-like effect without injections or surgery. This new technology can significantly lift saggy jawlines, eyelids, wrinkles, and droopy cheeks by lifting and toning the face muscles with Dynamic Muscle Stimulation Sessions are only 20-30 minutes with quick, visible effects, available for all skin types and any age.

"I've been working in this industry for 23 years, so I've seen it shift from invasive, painful cosmetic procedures, with a lot of down time, to where we are now. Treatments like this are preventative, with no down time, no incisions, and we're allowing Angela's (patient receiving treatment in the chair at the time)



body to do it's natural work. After the age of 25 we start to lose 2% of collagen production a year, so this treatment helps to stimulate that collagen to create more volume so that Angela doesn't have to get filler or botox. Our goal is not to change the way our patients look, just enhance what they have already," shared Shia Joyner, Clinical Application Specialist at Lumenis.

Lumenis has been offered at the ESOD offices in Dover and Milford since February 2023. There has been a pattern of patients who have had eye surgery who can now see, and they're seeing themselves more clearly in the mirror after a long time. The ESOD has brought in services like Lumenis to help the wellbeing of those patients. Lumenis also has IPL services for complexion and texture and this technology can be used on the body as well. This is a new and innovative way the ESOD can serve the community and keep up on the latest technology.

Meet & Greet events like the one held this night do a great job of easing anxiety and misinformation around the procedure. They allow people to feel more comfortable and voice their concerns directly to the doctors. "Education definitely. I think people respond better to treatment if they understand the process behind it. That's the approach I take when

I'm talking to my patients; educating them to understand why we're doing what we're doing. Helping patients get relief from eye pain is one of the most rewarding things for me," shared Dr. Li Qing Ng.

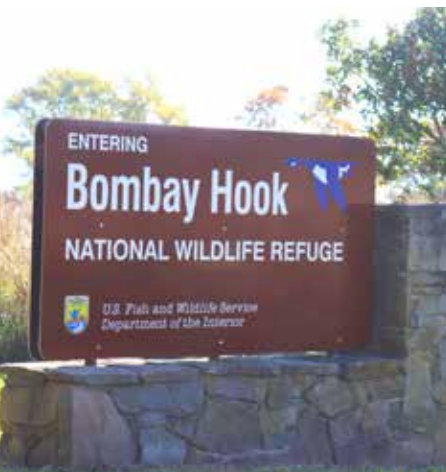
"It was very powerful to host this event tonight to showcase the technology that our physicians invest in. We want to treat our patients above and beyond the standard protocol would be. They really do invest and continue dedication not only to us as their employees but to our patients' betterment as well," shared Carrie Gambrell, Lasik Surgery Coordinator at ESOD.

The CDCC was elated to be invited to join the Eye Specialists of Delaware team for their very special Meet & Greet event. We are honored to be a small part of their business journey here in Kent County and throughout the State. We are proud to work in the same city as the knowledgeable and friendly doctors and staff working at the ESOD. Thank you ESOD for sharing your work with us, changing lives, and showing that lasik with Contoura is nothing to be afraid of!

*More information about the Eye Specialists of Delaware Dover location, please visit [www.eyesde.com](http://www.eyesde.com) or call (302) 678-1700.*



# New Member Spotlights



## Bombay Hook Welcome New Visitors Center

The Bombay Hook National Wildlife Refuge, in Smyrna, Delaware, a jewel of Delaware's natural heritage, has reached a significant milestone in its ongoing mission to protect and preserve the region's unique ecosystem. On a bright and sunny day, the Central Delaware Chamber of Commerce (CDCC) had the privilege of attending the Ribbon Cutting ceremony of the Refuge's brand-new Visitors Welcome Center. This event held on October 27th, at 10am, marked a momentous occasion for the local community and showcased the commitment to conservation and environmental stewardship that is a cornerstone of the region. Many local dignitaries were present to celebrate this wonderful occasion. "The new welcome center is a renewal, it's an opportunity to update our messaging and how it is presented. It is a great opportunity to engage with surrounding communities and invite new partnerships," declared Joshua Smith, Visitor Services Manager at Coastal Delaware National Wildlife Refuge Complex.

The ribbon-cutting ceremony was a joyous occasion attended by local dignitaries, chamber members, and environmental enthusiasts. The ceremony emphasized the symbiotic relationship between commerce and conservation, highlighting how a thriving local economy and environmental stewardship can go hand in hand. The new facility will provide background information, context, and ideas to help visitors interpret the refuge lands and wildlife. This project was funded through the Great American Outdoors Act with tremendous support from the Delaware Congressional Delegation. Support also stemmed from The Friends of Bombay Hook, a local nonprofit that assists the Refuge with projects and education

programs, both financially and with volunteer assistance.

Of course, a build of this size takes intense planning and preparation. "The planning stage involved meetings between the refuge staff, our Regional Office Infrastructure and Management Division and the selected architect for the project. The needs of the refuge were considered in the design of the building. Other factors were considered such as energy efficiency, energy production and provisions for electric vehicle charging. Through a bidding process, the project was awarded to Commonwealth Construction Company of Wilmington, Delaware for construction," shared Smith.

A new building provides an opportunity for new programs and experiences that are unique to the facility. "We're working with Alchemy of Design to develop an exhibit experience that will be timeless. We're avoiding technology that may become obsolete. Our focus is on tactile and fun exhibits that appeal to all ages. We'll also have a youth focused play/learning area," commented Smith on the one-of-kind features that will soon be available to the public.

"The new building has a huge auditorium complete with smart TVs and even a wet lab. We're hoping to use this space to accommodate school field trips, nature seminars/programs, and meetings. We're also looking to rebuild a Junior Ranger program that is centered on exploring the exhibitory and visitor center grounds. The experience will not be confined to the building," added Smith.

"Long term, we want to grow our role in the local environmental education scene. We want to offer more and better programs and engage the communities surrounding

Bombay Hook. We have planned our exhibits to not become obsolete and to also be changeable as we adjust/adapt our messaging. We also want to be an example of sustainability and conservation. Our new building has solar panels, gutters which water surrounding landscaping, bird safe coatings on the windows, EV charging stations, and more. We're hoping to set a good example for our visitors," continued Smith on the specs and purpose of the structure.

A few hiccups occurred along the way, but were strongly overcome by community support as industries continue to repair supply chain issues onset by the COVID-19 pandemic. "The project has been delayed many times by supply chain issues and changes to the plans. Some things simply did not turn out right and needed to be fixed. We're about 99% complete and looking forward to getting over the last few hurdles to officially open to visitors," Smith stated.

The community is urged to stay tuned to the official opening of the new center to the public soon. "Once we do open the building, it will still be a while before we have the interpretive exhibits installed. Initially there will just be the Friends of Bombay Hook Blue Heron gift shoppe and a play/learning place for youth. We are also on the cusp of opening a new trail adjacent to the visitor center that will feature a native tree identification brochure," Smith anticipated.

Bombay Hook National Wildlife Refuge, located on the eastern coast of Delaware, has been a sanctuary for wildlife and nature enthusiasts for decades. It is only right for the center to welcome more visitors with a newly constructed facility to better equip the needs of the Refuge. Cov-

ering over 16,000 acres, it provides critical habitat for migratory birds, such as snow geese and sandpipers, while also offering a tranquil escape for visitors seeking solace in nature's embrace. The Refuge boasts an impressive array of habitats, from tidal salt marshes to upland fields, making it a diverse and thriving ecosystem – crucial to the balance of Central Delaware's ecological landscape. Bombay Hook plays a pivotal role in preserving biodiversity and offers essential resting and feeding grounds for countless bird species on their long migratory journeys along the Atlantic Flyway. The area also serves as a haven for local flora and fauna, making it a touchstone for environmental education and appreciation. The CDCC is excited about the opportunities this new, improved, larger facility will offer in educating and inspiring students, visitors, locals, and more.

The office will be staffed Monday-Saturday from 8am - 4pm. Sundays are often variable depending on the availability of volunteers. On days they have full volunteer coverage, the Welcome Center will be open 9am-4pm. There are sidewalk ramps up to the building and the front door has automatic doors. Restrooms will be accessible outside business hours.

*For more information about the Bombay Hook National Wildlife Refuge visit 2591 Whitehall Neck Road in Smyrna, Delaware. Visit them on the web at [www.fws.gov/refuge/bombay-hook](http://www.fws.gov/refuge/bombay-hook) or call (302) 653-9345. Please join the Central Delaware Chamber of Commerce in congratulating Joshua Smith and the Bombay Hook National Wildlife Refuge team on their new Welcome Center!*



# Ribbon Cuttings

## CDCC joins Clearway Pain Solutions for a Ribbon Cutting!

The Central Delaware Chamber of



Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Clearway Pain Solutions on Tuesday, October 10th, at 4:30pm. The event was held at 655 Bay Road, #3D in Dover. Chamber members and friends joined the Clearway Pain Solutions team to celebrate their new location, expansion, and new physician, Dr. Aradillas Lopez.

Pain is something that can affect anyone at any time in their life. It can severely

ly affect one's quality of life and ability to accomplish their goals and tasks. Clearway Pain Solutions is now here to help the Central Delaware community manage and treat their pain symptoms. Clearway Pain Solutions is a one-stop, comprehensive, integrated system of advanced pain solution treatments. They serve as the end-to-end coordinator of interventional treatments, medication management, chiropractic services, physical therapy, and massage therapy, along with lab testing, durable medical equipment, and pharmacy services. In addition to these crucial services, Clearway Pain Solutions also specializes in helping patients recover from workplace and auto accident injuries. In short, they help patients relieve, restore, and renew.

This compassion-driven company has

locations in Florida, Maryland, New Jersey, Pennsylvania, and Alabama. The Clearway Pain Solutions team is excited to expand their reach to the Central Delaware community to assist more people with the help of their new physician, Dr. Enrique Aradillas. He specializes in neurology and pain management.

"I've dedicated my career to better understanding and treating pain. While I may not always be able to provide a cure, I always provide comfort. In many ways, that pursuit has shaped who I am. I describe myself as an introvert. I'm most comfortable when I'm with my wife and our two young sons, searching for bugs and birds that stir their curiosity. But when I'm with my patients, I feel compelled to put myself out there a little further—to meet their vulnerability with my own.," shared Dr. Aradillas.

A key motivator for Clearway Pain Solutions to join the CDCC was the ability for them to expand their footprint in their new community, Central Delaware. The CDCC is happy to welcome this company that will surely help many residents achieve much-needed relief in various areas of their bodies to lead happier, healthier, and more active lives. The CDCC is excited to see how Clearway Pain Solutions will achieve their goal of becoming more involved in the community and the CDCC.

*For further information about Clearway Pain Solutions please contact (302) 260-0278 or visit [www.clearwaypain.com](http://www.clearwaypain.com). Please join the Central Delaware Chamber of Commerce in congratulating Clearway Pain Solution's Dover team on their new location and new physician, Dr. Aradillas!*

## CDCC joins New Author, Clyde W. Floyd, for a Ribbon Cutting!



The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Clyde W. Floyd on Wednesday, October 4th, at 12pm. The event was held at 435

N. Dupont Highway, the CDCC Board Room, in Dover. Chamber members and friends joined Author Clyde and Wanda Floyd to celebrate Clyde's first published book titled *Changed Without Regrets/ The Power of Being Grateful*.

If you are looking for a fresh start, this book is for you! "This book, *Changed Without Regrets/ The Power of Being Grateful* was written to help re-

store and reconcile marriages, and broken homes, and minister to those who feel hopeless. My job is to show them that there is a way out of these situations and mindsets," shared Floyd. In addition to gratitude, this book addresses change, and its impact in various forms of one's life, especially for

married couples. It will help readers embrace inevitable change throughout the course of their lives through Floyd's real-life, biblical, and practical strategies. Readers will find ways to successfully navigate change and venture a path free of sin with a deeper connection with God.

Dr. Clyde & Wanda Floyd are a dynamic duo who have been spouses, parents, a team, and each other's biggest cheerleaders for almost 40 years. They have a loving son together, whose self-written poem is featured in this book. Clyde is a Dover, native, ordained

deacon and currently serves as his church's Sunday School Superintendent. He obtained his Master's Degree in Ministry from the Christian World College of Theology in 2019. Floyd didn't stop pursuing education to help others. He continued to graduate from Newburgh Theological Seminary with a Doctor of Philosophy in Christian Counseling, specializing in Addiction Counseling in 2022. Undoubtedly, Dr. Floyd is passionate, driven, knowledgeable, and desires to use his trials and tribulations to help others find the light that changed his life for the better.

The CDCC is excited to see how the Floyds impact their community with their new publishing. They have been very active in the CDCC community thus far and are looking forward to attending more events, and meeting people at book signing and networking functions.

"My wife and I have been involved by supporting our fellow entrepreneurs and participating in many events and

outreach opportunities. Giving back involves giving of yourself by ministering to the needs of families and reaching out to people in need whether it be marriage counseling, addiction counseling, etc. There was a time when I was struggling and needed help and someone came to my rescue. Being retired gives us the ability to navigate freely," concluded Floyd. The CDCC is happy to be a small part of their journey in giving back to the community as they enter this new chapter of their lives in Central Delaware.

*For further information about Clyde W. Floyd and his new book titled *Changed Without Regrets/ The Power of Being Grateful* please contact them at (302) 233-1518 or email him at [cw-floyd1958@gmail.com](mailto:cw-floyd1958@gmail.com). Follow him on Facebook as well as Clyde Floyd. Please join the Central Delaware Chamber of Commerce in congratulating Clyde W. Floyd on the publishing of his new book, *"Changed Without Regrets/ The Power of Being Grateful!"**

## CDCC joins Carey Insurance Group for a Ribbon Cutting!

The Central Delaware Chamber of



Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Clearway Pain Solutions on Tuesday, October 10th, at 4:30pm. The event was held at 655 Bay Road, #3D in Dover. Chamber members and friends joined the Clearway Pain Solutions team to celebrate their new location, expansion, and new physician, Dr. Aradillas Lopez.

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one at any time in their life. It can severely affect one's quality of life and ability to accomplish their goals and tasks. Clearway Pain Solutions is now here to help the Central Delaware community manage and treat their pain symptoms. Clearway Pain Solutions is a one-stop, comprehensive, integrated system of advanced pain solution treatments. They serve as the end-to-end coordinator of interventional treatments, medication management, chiropractic services, physical therapy, and massage therapy, along with lab testing, durable medical equipment, and pharmacy services. In addition to these crucial services, Clearway Pain Solutions also specializes in helping patients recover from workplace and auto accident injuries. In short, they help patients relieve, restore, and renew.

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A key motivator for Clearway Pain Solutions to join the CDCC was the ability for them to expand their footprint in their new community, Central Delaware. The CDCC is happy to welcome this company that will surely help many residents achieve much-needed relief in various areas of their bodies to lead happier, healthier, and more active lives. The CDCC is excited to see how Clearway Pain Solutions will achieve their goal of becoming more involved in the community and the CDCC.

*For further information about Clearway Pain Solutions please contact (302) 260-0278 or visit [www.clearwaypain.com](http://www.clearwaypain.com). Please join the Central Delaware Chamber of Commerce in congratulating Clearway Pain Solution's Dover team on their new location and new physician, Dr. Aradillas!*



# Ribbon Cuttings

## CDCC joins Funfull™ for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Funfull™ on Tuesday, October 16th, at 2pm. The event was held at 27 S. Railroad Avenue, the home of Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming. Chamber members and friends joined Funfull™ owner, Vishal Patel and Director of Relationships, Tanja Giles, and their team to celebrate their Launch & Grand Opening!

Dover, Delaware, just got a whole lot more exciting with the arrival of Funfull™. Funfull™ brings activity-seeking families and individuals to local active entertainment businesses via one single monthly subscription. For a single, affordable monthly fee, Dover families and individuals gain access to dozens of local entertainment activities at their fingertips. Current partners include Tre Sorelle Dolce Ice Cream & Mini Golf, Dover Skating Center, Flyover Fun Park, among others. The community gathered for an opportunity for a free month of membership and ice cream samples during the celebration!

“The mission of Funfull™ is to make fun venues more accessible to more American families more often. And as a result, the program promises to strengthen families, increase socialization, improve mental health, and make fun venues across the U.S. more successful than ever,” shared Patel. The purpose of Funfull™ is to get you and your family

outside and off your screens as you spend quality time making memories at an affordable price, all while supporting local businesses that increase community fun! Funfull™, was born in Delmar, DE, by father of 2, Vishal Patel, who had a dream to make family entertainment more affordable and accessible. After a successful launch on the Lower Eastern Shore that both got families out of the house more and helped fun businesses see sustained growth, he wanted to expand Funfull™ north to provide this service to a wider community.

On the business side, Funfull™ unites the fun industry through a single shared membership model. Funfull™ partners receive a monthly check via a unique revenue-sharing plan. Getting started as a Funfull™ partner costs businesses absolutely nothing. They gain the opportunity to take their fun business to a new level of profitability while doing good for the community. Join 11,000+ members and be a part of 100+ local and surrounding area activities for as low as \$10 a month. Members can also earn Funfull™ cash to use towards monthly membership fees by purchasing local gift cards through the Funfull™ app. Funfull™ cash can either be applied directly to the user’s account or gifted to other Funfull™ members.

“We’re thrilled to be welcomed to the Central Delaware Chamber of Commerce, marking a significant step in



our mission to bring joy, laughter, and unforgettable experiences to families across Delaware,” shared Tanja Giles, Director of Relationships. They are looking forward to supporting and giving back to the community by offering one month of free membership, connecting with local schools, nonprofits, the Dover Air Force Base, and major employers to help make family fun accessible to all. Their interest lies in uniting the Family Entertainment industry (or Fun Industry, as they like to call it) under one recognized membership and helping give small businesses a larger platform.

The CDCC is excited to see the pos-

itive impact of Funfull™ on the Central Delaware community. The CDCC is sure that more families will be excited to utilize this new program to bond, relax, and have fun together!

*For further information about Funfull™, please contact (888) 386-3855 or visit [www.funfull.com](http://www.funfull.com). Check out the official Funfull™ App on the Apple App Store or Google Play platform. Please join the Central Delaware Chamber of Commerce in congratulating owner, Vishal Patel, & Director of Relationships, Tanja Giles on their Central Delaware expansion and Grand Opening!*

## CDCC joins the Lillian Smith Senior Center for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for the Lillian Smith Senior Center on Friday, October 20th, at 1pm. The event was held at 410 Main St. in Clayton. Chamber members and friends joined President, Wayne Stover, and the Lillian Smith Senior Center team to celebrate their new remodel and expansion!

Since the founding of the center (formally known as the Smyrna- Clayton Senior Center) in 1967, the facility has been a cherished destination for local seniors to enjoy Bingo, Cards, Lunches, social hours, and trips! The center was renamed to the Lillian Smith Senior Center in honor of former director, Mary Lillian Smith, who served the Center for 18 years.

The mission of the Lillian Smith Senior Center is to provide social/recreational programs, educational workshops, community outreach and informational and referral assistance to the senior community. The Lillian Smith Senior Center aims to provide a

warm loving family environment, with flavor and appeal for the local senior population. Their team honors their commitment to offer activities and events that are diverse and enjoyable for their guests. Their staff takes pride in their program offerings that range from exercise classes, health & wellness activities, to card games, crafts / sewing, day trips and daily, quality, and hot meals. All activities are built around the needs and interests of their participants. If a particular program or event is not offered, they are open to suggestions to better suit their guests’ interests.

The Lillian Smith Senior Center recently underwent a construction expansion to their facility. Benefiting from Kent County Levy Court relief funds, this expansion will allow the center to better serve the senior community by allowing more people into the facility for more enjoyment, more events, and more community. The Lillian Smith Senior Center is a new member of the CDCC and is excited to share this news with the community to expand their reach and support seniors



with a place to gather, socialize, and partake in a great meal. They are also advocates for seniors’ health by posting resources on their website to help their members understand lab test results, lab testing tips, Medicare-covered screenings, and healthy aging tips.

The CDCC is excited to welcome the Lillian Smith Senior Center into membership and celebrate this expansion with them that promises to positively affect the local senior community for

many more years to come!

*For further information about the Lillian Smith Senior Center please contact (302) 653-6119 or visit [www.lilliansmithseniorcenter.com](http://www.lilliansmithseniorcenter.com). Please join the Central Delaware Chamber of Commerce in congratulating President, Wayne Stover, and the Lillian Smith Senior Center team on their new remodel and expansion!*



# Ribbon Cuttings

## CDCC joins Harvest Ridge Winery for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Harvest Ridge Winery on Wednesday, October 18th, at 4pm. The event was held at 447 Westville Road in Marydel. Chamber members and friends joined owner, Chuck Nunan, and the Harvest Ridge Winery team to celebrate their 10-year anniversary and 30+ medals won this year at international wine competitions!

Harvest Ridge Winery (HRW) has been a Central Delaware gem for a decade! "Family comes first" is the philosophy for this small business. The theme of family is woven through every sip, bottle, vine, and customer experience. The HRW logo is a great example of this by the prominent roots to reflect the deep lineage of the founding Nunan family. Chuck Nunan, founder, began making wine in his basement in 1995 with great success. He was inspired by a trip to South Carolina to take his love of wine and winemaking to the next level. This led to the purchase of Marydel land, originally named Harvest Ridge, which has been officially serving Central Delaware, Maryland, and surrounding areas for 10 years now. In that time, the opening of a second location in Toughkenamon, Pennsylvania began serving

the area as well. The winery is thriving under leadership of son, Chuck Nunan, Director of Operations.

"We have over 20 wines on our wine list covering every pallet. From dry red drinkers with our award-winning Cabernet Sauvignon to our infamous Blue Hen Blue! Wineries can be intimidating to some people, so we strive to give every customer the Harvest Ridge experience as soon as they walk through the door," shared Alexis Nunan, Delaware Tasting Room Manager & Sales Director.

HRW's Marydel location is known for its quality, award-winning, local, wine and fun events surrounding them. They offer a variety of reds, whites, sweets, sangrias, and Rebel Seed Ciders to please any palate. Customers can shop their wines online, as well as receiving via shipping to surrounding states. Shopper can complete their shopping complete with a custom wine label for any event or occasion. Locals can find many of their wines on shelves at local and big chain alcohol retailers as well as in bars and restaurants.

In addition to quality winemaking, HRW draws crowds to their beautifully spacious Marydel Tasting Room and Vineyard facility with events like bingo, live music, Oktoberfest Pairing, Rebel

Seed Cider Fest, Craft Classes, Wine Club Exclusive Pick-Up Parties, and Annual Food Truck Competition (April 14 & 15, 2023). HRW has been a meeting place for girls' and guys' nights, a wedding venue, lunch & dinner spot, a place to relax, and a chance to get away from it all in the peaceful outskirts of Delaware/Maryland Amish country.

HRW is passionate about giving back and supporting the local community in many ways. "We are very active in giving back to our local veteran community and are community partners with First Sergeants on DAFB. Our largest event of the year is our Food truck Competition which helps support our local DAV Chapter and Hero Hunts Foundation. We can never say thank you enough to our military, but every little bit helps!" Alexis Nunan continued. The CDCC is proud to have HRW serving and giving back to the Central Delaware community for 10



years and many more!

*For further information about Harvest Ridge Winery please contact (302) 343-9437 or visit [www.harvestridgewinery.com](http://www.harvestridgewinery.com). Stop by the Delaware location at 447 Westville Rd in Marydel, DE between Sunday-Thursday 12pm-5pm and Friday-Saturday 12-8pm. Please join the Central Delaware Chamber of Commerce in congratulating owner, Chuck Nunan, and the Harvest Ridge Winery team on their 10-year anniversary and 30+ medals won this year in international wine competitions!*

## New Member Spotlights

### Introducing Chicka & Co.

Without a doubt, the clothing we choose to wear is a valuable way to express ourselves. The clothes and styles we choose to put on our bodies can say so much about who we are, how we're feeling, what tasks we have to do that day, and much more. Clothing is integral to our identities as people. The Central Delaware Chamber of Commerce (CDCC) is excited to introduce your favorite new boutique – Chicka & Co.! Chicka & Co. isn't your typical clothing boutique. It's a haven for free spirits and those who love to infuse their everyday style with a touch of counterculture.

"Selling groovy clothes to the modern hippie," founder and owner, Meghan Santana, has created a space that encapsulates the timeless appeal of the '60s and '70s while incorporating a modern edge.

Chicka & Co. offers a wide range of all things groovy and retro. From one-of-a-kind garments, and accessories, to cute décor, tumblers, and more! This company is proudly size inclusive, offer-



ing XS-3XL in most of their products. Santana believes strongly in collaborating with fellow, local small businesses to make their handmade items such as crochet and clay earrings. From accessories to clothing, Chicka & Co. has you covered! "We want you to feel confident, comfortable and ready to tackle the world," shared Santana. It is impossible to browse the Chicka & Co. boutique and not feel delighted. A fun fact about her business is that it is run out of a super cute hippie she-shed!

Meghan Santana is, the mastermind and groovy Chicka behind the magic of Chicka & Co.! "My name is Meghan Santana. I am a 26-year-old entrepreneur. I've been a business owner since I was 18. I'm Latina, hence my business name. My Abuela called me 'chica artistica' (translated to - artistic girl). It was the perfect name to use. I did however change the spelling for aesthetic reasons to 'Chicka', but I somehow became

a country girl still! I live on a farm in Harrington, DE with my fiancé. I've been in connection with the CDCC for a few years and love everything about it. I've made some wonderful connections through it. My dad is on the CDCC Board of Directors and together we host a podcast for creatives called 'The Creative Side of Things.'"

"A little more about me, Meghan continued, "I'm more of a cat person, which goes along with my personality: introvert! But I do love meeting new people, especially fellow entrepreneurs. I love collaborating as well. Additional to this business I am a full-time photographer and use that skill a lot. My favorite thing in the whole world is a good cup of coffee. You can usually find me at Amity Coffee in Greenwood, DE. I was born in July, but my favorite holiday is Halloween, and I love a good horror movie!"

"I believe that the best way to grow and succeed is to know your community and be known by your community. You can't grow big if you don't appreciate

where you come from! The chamber is a great way to network. People do business with people they know," continued Santana when asked about her motivation to join the CDCC. The CDCC is happy to welcome Meghan and Chicka & Co. into membership, and to accompany her on her entrepreneurial journey in Central Delaware.

*For more information about Chicka & Co. and to shop online, please visit: [www.chickaandco.com](http://www.chickaandco.com). Santana invites you to connect with her on Instagram by following @chickaandco, as well as on Facebook at Chicka & Co. The CDCC is happy to welcome Meghan and Chicka & Co. into membership accompany her entrepreneurial journey in Central Delaware. Please join us in welcoming Chicka & Co. and Meghan Santana into membership!*





# New Member Spotlights

## Introducing, Sheryl Gray, LLC!

The Central Delaware Chamber of Commerce (CDCC) is pleased to introduce a new member business – Sheryl Gray, LLC! This company is an educational program built for all ages to learn how to navigate the world using techniques that promote independence, entrepreneurship, and asset acquisition. At Sheryl Gray, LLC, they believe that learning is best achieved through experiences. That's why they use experiences to teach and connect with people, creating meaningful learning opportunities that are fun, engaging, and educational. They only work with the best instructors who share their same passion for helping others learn and grow and have a track record of success in the areas of teaching and mentoring.

Whether you're looking for a class, workshop, or retreat, their goal is to provide you with a learning experience that will have an impact on your life.

Sheryl Gray, LLC prides themselves



in taking a holistic approach to education to ensure that their students are well-rounded and have the ability to make informed decisions. Their mission is to provide an enriching environment for learning and to help their students reach their full potential. This family-owned educational center offers a wide range of classes and activities for students of all ages. They strive to help their students develop unique skills in arts, business, culture, and more.

Meet Sheryl Gray! "I am a resident of North Dover. I am a single mother of 3 beautiful and unique children. Most of my entrepreneurial experience was directly inspired by my desire to educate my children. During COVID 19, I realized that the information my children were exposed to in school did not adequately prepare them for the world around them. So, I prepared a curriculum that allowed them to experience the world through museums, libraries, zoos,

aquariums, businesses, and science events," Gray shared.

Due to her initiative, her children have worked side by side with farmers, restaurant owners, bankers, and even in educational facilities. Because of this, they began to explore the world of business and developed their own ideas - one of which is to promote healthy eating and drinking habits. "My son created a new product he named "Hibiscus Iced Tea". My other son began a YouTube channel where he teaches yoga and presents his art and drawings," continued Gray.

Being a mother is certainly a full-time job that keeps Gray active but when she is not busy bringing the world to her children you can find her enjoying nature. "Although motherhood does engulf me sometimes, I do like to sit outside and watch nature, birds, the ocean or even by a lake. I am also in search of a chess player because I do enjoy a nice quiet game of chess," she mentioned.

Sheryl Gray was intrigued to join the CDCC because of her positive experience of attending a recent Sunset Business Mixer. "I attended a Mixer event, and I absolutely loved the food! I thought it was magnificent. I loved the



people too. It was a very warm welcome and it made me feel right at home," Gray added. The CDCC is glad she attended and had a wonderful time and decided to join.

*For more information about Sheryl Gray and Sheryl Gray, LLC, please visit [www.yourvisionourbusiness.com/about-5](http://www.yourvisionourbusiness.com/about-5), call (484)-424-9825, or email [sherylgrayllc@gmail.com](mailto:sherylgrayllc@gmail.com). Please join us in welcoming Sheryl Gray of Sheryl Gray, LLC into membership!*

## Introducing KenCrest!

At KenCrest, compassion and dedication are woven into the very fabric of their organization. As we shine a spotlight on the KenCrest team in Delaware, we uncover the inspiring work being done to empower individuals with disabilities and help them lead fulfilling lives.

KenCrest, a nationally recognized organization with a rich history dating back to 1905, has been serving individuals with disabilities for over a century. In Delaware, they continue to uphold the tradition of compassion, quality care, and a commitment to creating opportunities for personal growth and independence for those with developmental and intellectual disabilities (IDD), young children, and their families. KenCrest has locations throughout Pennsylvania, Connecticut, and Delaware.

KenCrest services include community-based support services—including early intervention, clinical, community engagement, residential programs, and employment services. KenCrest in Delaware offers a wide range of services, including residential support, vocational training, day pro-

grams, and in-home support. Their staff works tirelessly to create a warm and nurturing environment where individuals can learn, grow, and develop essential life skills. Their team is dedicated to providing the support and encouragement needed to foster independence and enhance the quality of life for each person they serve. In New Castle county, KenCrest provides Initial Evaluations to determine eligibility for Early Intervention Services offered by the State of Delaware. The areas of development that are evaluated are Social/Emotional, Communication, Gross Motor, Fine Motor, Cognitive, and Self Help.

In Delaware, KenCrest also offers Adult Community Living Homes which allow each person to live in the community of their choice with the support they request or require. This gives

people access to activities, employment, socialization, and the support they need to live their best lives. They are located in a variety of safe, centrally located neighborhoods for the most ideal access to the community, all three counties (New Castle, Kent, and Sussex).

Meet one of the dedicated employees representing the Delaware branch of KenCrest: "My name is Brett Askin. I have been a resident of Delaware my entire life and worked in the provider network of adult services for 15 years. I am originally from Newark and currently live with my wife, son, and dog in Wilmington," shared Brett Askin, Delaware Executive Director.

KenCrest in Delaware is not just an organization; it's a beacon of hope, a place where dreams are realized, and a community where individuals with disabilities are celebrated for their uniqueness. Their legacy of care, dedication, and empowerment continues to light the way for a brighter future for all.

The CDCC is excited to be a part of KenCrest Delaware's journey to serving our community in need. "My membership was motivated by our new Government Relations officer for KenCrest and I am excited to spread the awareness and gain support for the individuals we support every day," continued Askin. The CDCC can't wait to build a relationship with the staff, like Brett Askin, at KenCrest doing amazing work for people with disabilities.

*For more information and to discover how you can support their mission, visit*



*KenCrest's website, [www.kencrest.org](http://www.kencrest.org), email [adultresidentialde@kencrest.org](mailto:adultresidentialde@kencrest.org), or call (302) 734-3800. Their office is located at 1113 S. Governors Avenue in Dover. Please join us in welcoming Brett Askin and the KenCrest Delaware team into membership!*





# New Member Spotlights

## Introducing OnPoint Therapy Services and Wellness!

Injuries can happen at any time, and anywhere. They can be frustrating and debilitating both mentally and physically. The CDCC understands that if you've suffered an injury in the workplace, from sports, an accident, or any other reason, your top priority is healing and getting back to your 100% self. Depending on the injury, you may need assistance on the road to recovery. The Central Delaware Chamber of Commerce (CDCC) and Central Delaware community are in luck with the help of MABCF, LLC, DBA OnPoint Therapy Services and Wellness!



OnPoint Therapy Services and Wellness is here to provide wellness through therapy. Located at 5502 S. Dupont Hwy, Woodside Shopping Center in Dover, OnPoint is open and available to provide a wide range of short and long-term treatments tailored specifically to your needs. Their skilled and experienced staff are equipped to administer one-on-one tailored service in the form of strength and condition training, cardiopulmonary and

neurologic rehab, vestibular and balance treatment, Parkinson's treatment and dry needling. OnPoint practices continuity of care which means you will see the same therapist every time. They are committed to working with you to develop a program that fits your schedule and allows you to get back to enjoying your life to the fullest!

Meet Dr. Leo Fernandez, PT, DPT: "I am originally from the Philippines, I immigrated to the US in 2009 on a work visa, I moved to Delaware in May 2010 and was employed by Rehabcare as a physical therapist for Bay health Milford Inpatient Rehab. At the same time, I took a PRN position for Milford Bayhealth hospital (to this date I have kept my privileges as PRN for now Bayhealth Sussex Campus) as I gain more exposure here in Delaware. I also took PRN positions for SNF's and Home health agencies," Fernandez shared.

Fernandez has worked very hard and sacrificed a lot for his family (wife who is also a PT and 3 beautiful daughters) since moving from the Philippines.

"When I moved here, I fell in love with the laid-back countryside atmosphere, kind and welcoming people. I grew up in a farm in the southernmost part of the Philippines, countryside farming community - not a city guy. I immediately saw the potential of this State specially Sussex County where my patients are mostly not originally from here and almost every facility would like to offer jobs for PTs," continued Fernandez. The CDCC is happy to hear that Dr. Fernandez feels he made the right choice of practicing in Central Delaware.

"I have always been motivated to help others, it feels good to see patients get better and make an impact on their lives, I have chosen to establish my own practice to better serve the community and be a resource in the field of my expertise. I have been a physical therapist here in the U.S. for 14 yrs and therefore have been to almost all settings in the Physical Therapy field. In my free time, I love to play golf, and tennis, and enjoy surf-fishing," Fernandez stated.

Dr. Fernandez was motivated to join the CDCC because of its wide array of programs and resources that we provides to aspiring and existing enterprises. "I am

excited to be engaged with this organization because the people that we have meet through the chamber is always willing to help and guide us through the right direction and network with others who has the expertise and experience in their respective field of business. In being a member, I too would like to be of help to the organization in promoting its visions, goals and helping other entrepreneurs," concluded Fernandez.

*For more information about how OnPoint Therapy Services and Wellness can help you, please visit [www.mabcfllc.com](http://www.mabcfllc.com), or call (302) 725-5116.*

*Please join the CDCC in welcoming Dr. Fernandez and MABCF LLC dba OnPoint Therapy Services and Wellness into membership!*



## Introducing Placers Professional

"Igniting The Spark Between Businesses and Next-Level Talent" is the motto of Placers Professional. In the dynamic landscape of today's business world, the success of any organization relies on its ability to adapt, innovate, and stay ahead of the competition. Central to achieving these goals is the strategic installment of a talented and dedicated workforce. This is where a trusted staffing agency can make all the difference. Finding the right person for a position that will fit them is not always an easy task, but the Central Delaware Chamber of Commerce (CDCC) community will be happy to know that there is a company that can help!

The heart of a successful organization/company is its people. Finding the right talent is a complex task that involves more than just matching resumes to job descriptions.

Placers Professional specializes in identifying the skills, experience, and personality traits that best align with your company's culture and goals. Their experienced recruiters use their industry knowledge to find candidates who are the right fit for your unique position. As the leading staffing agency in Delaware for over 20 years, Placers is a trusted



name in total talent solutions, temporary staffing, contingent workforce solutions, direct hires, and proactive success strategies for companies. Placers provides local businesses with workforce support to cater to their needs which, in turn, better the community by filling jobs with the correct person.

The Placers difference is explained through their core values of service, passion, expertise, and creativity. Service to the Nth degree means going above and beyond for their clients and candidates and always being available. Passion is seen through their extensive reputation throughout Delaware. This is the binding factor for the Placers team. Expertise is shown daily by their results-based work data that delivers for their clients. Lastly, creativity is important because Placers was

founded out of distaste for the status quo and the usual way of doing things. Procedures are guidelines to the Placers team, but they are flexible in growing alongside their clients; their normal mode of operation is to always think outside of the box.

John Graham joined the company in January of 2023 as the Business

Development Executive. Originally from the Pittsburgh, Pennsylvania area John now lives in Dover, Delaware with his wife Kara. Previously, John worked in the insurance and financial services industry for over 25 years in various home office and field positions. He held numerous positions with Nationwide Financial, AIG and Cigna. He also worked for a corporate legal services company where he managed a regional sales team, their affiliate program, and secured national partnerships. John more recently served as Managing Director of a finance company providing financing products to small and medium-sized businesses nationwide. He is an accomplished public speaker and has spoken at national and regional sales conferences for over 20 years.

In their free time John and Kara enjoy traveling, working out, running, and playing golf. John and Kara have four children together and three are currently in college at the University of Delaware, Pepperdine University, and the College of William & Mary. The oldest is a graduate of the United States Naval Academy and is currently stationed in Pensacola, Florida, in flight school.

In today's apidly evolving business landscape, finding the right talent has never been more critical. That's where

Placers Professional comes into play. With their expertise, extensive network, and commitment to excellence from staff members like John, Placers Professional can be your trusted partner in building exceptional teams.

John was motivated to join the CDCC to continue to grow deep roots in the Central Delaware business community. He has been very active in the Delaware State Chamber of Commerce and is looking forward to continuing his efforts in the Central Delaware community to help strengthen the workforce.

*For more information about Placers Professional, please visit [www.myplacers.com](http://www.myplacers.com) or call (302) 266-0860. Please join us in welcoming Placers Professional into membership!*





# Member of the Month

## YOU could be the next CDCC Member of the Month!



Central Delaware Chamber of Commerce's (CDCC) Chamber Connections newspaper readers know to read from cover to cover to see who the member of the month is for that issue. The Member of the Month feature towards the back of the newspaper is about a 1/3 page section reserved for the lucky card that is drawn from the silver registration bowl at the CDCC's sunset business mixer held on the last Wednesday of every month.

The CDCC is proud to offer this fun and easy way to market its members. Member of the month allows the CDCC to show off an employee of a member company, their role in the company, and their relationship with the CDCC. Member of the month allows for members to connect with this person. You can think of it as your time to shine, because that is truly what it is. It is a free member benefit that provides significant marketing value to you and your company. You never know who may read the Chamber Connections Paper besides the Chamber community and you never know who's going to see you on our website for a full month. All you have to do is attend a Sunset Business Mixer, drop your business card in the silver bowl on the registration table and stay to the end to hear if your name is called – that's it! If we could quantify the monetary advertising value of this feature, we know it would be substantial. Simple free marketing for you and your business- unbeatable if you ask us!

We are proud to help show off our members in a simple and an engaging way. A CDCC Member of the Month is someone who is committed to being engaged with their local chamber, which speaks to their dedication and commitment to the community. It is a pleasure to be able to highlight the wonderful people in our membership body working hard in our community and making Central Delaware the place to live, work, and play - that sounds like you!

If you win this unique opportunity, you'll receive a very brief questionnaire to complete that will provide the information for this article. Simply submit that along with your photos and company logo – and we'll do the rest. Send your information to [marketing@cdcc.net](mailto:marketing@cdcc.net) by the 15th of the month.

YOU could be the next Member of the Month by attending a CDCC Sunset Mixer on the last Wednesday of the month. There is not a cap on how many times you can win either, so keep sharing your business cards in the silver bowl on the CDCC registration table. We can't wait to see you soon in person and in print, in the widely-read Chamber Connections Newspaper and on our website!



# Ambassador's Corner

## Kate Greene

A thriving Chamber of Commerce is central to a thriving business community. A good Chamber of Commerce can help individual businesses connect and grow, all while strengthening the economy and lives of the members of that community. That's why one of the first things CDCC Ambassador Kate Greene and her husband, Jim Shure, did when they moved and relocated their business, IMD4 to Dover a few years was join the Central Delaware Chamber of Commerce.

"Joining CDCC is one of the best things Jim and I have done since moving to Delaware," said Kate. "Not only have we made great connections for our advertising and marketing business, we've also made some great friends and learned so much about our new hometown."

Once Kate felt settled into the community, she wanted to find a way to give back to the Chamber, so first she joined the Marketing Committee, then she became a Chamber Ambassador.

CDCC offers its members so

much, but sometimes as a new member, and especially when you are now to the community, it's hard to figure out where and how to jump in. The job of the ambassadors is to help new members learn about the CDCC, and to learn about the great benefits to be gained from their membership.

"I also believe that the more you put into your membership, the more you get out of it," said Kate. "It feels great to be able to help new members learn all about this great organization."

IMD4 is a full-service advertising agency with decades of experience in marketing, design and consulting work. Kate and Jim help clients grow their businesses through branding and advertising strategies, with all communications emphasizing the positives and mitigating the negatives. Kate and Jim have decades of experience in New York City and in the Midwest, and in all media including, TV, radio, digital and print. You can learn more about IMD4 at [imd4.com](http://imd4.com).



## Congratulations - You're a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2022-2023 in the Chamber Connections. "Congratulations – You're a 10!" is designed to recognize, congratulate and highlight recently renewed members who are celebrating membership anniversaries in increments of 10.





# Thank You for Your Renewal!

## RENEWALS FOR AUGUST 2023

Company Name	YRS	Company Name	YRS	Company Name	YRS
United Way of Delaware	48	Blue Hen Apts LLC	13	Delaware Technical Community College - Terry Campus	5
Delaware State University	46	JDM No. 1 Plumbing, LLC	12	Mid Atlantic Scientific Service Inc	5
Capital Inn of Dover	37	Pressley Ridge	12	Brighton Suites Hotel	4
Kent County Motor Sales Co.	37	Westside Family Healthcare	12	Central Delaware Housing Collaborative	4
Rene' DeLyn Hair Designs	36	Friends of the Duck Creek Regional Library	11	Leadership Techniques, LLC	4
Delaware Solid Waste Authority	33	Delaware Division of Libraries	10	Smyrna School District	4
Magnum Electronics, Inc.	31	Bright Side Roofing	9	Super Cichlids	4
Del-One Federal Credit Union	30	Delmarva Benefit Group	9	Academy of Dover Charter School	3
POLYTECH Adult Education	28	Dover Capital City Rotary	9	Delaware Shoppes	3
C.S. Kidner Associates/Capitol Strategies	23	Friends of Delaware Veterans Inc.	9	Zeabe	3
Delaware Electric Cooperative, Inc.	21	S&G Accounting & Tax Services	9	Flyover Fun Park, LLC	2
Ronald McDonald House of Delaware	20	Delaware Crime Stoppers	8	myInstant Team	2
Taylor & Messick, Inc.	20	Meridian Bank Mortgage Center	6	Del-Mar-Va Council, Boy Scouts of America	1
John H. Brothers	19	Residence Inn by Marriott, Dover	6	Forrest Avenue Animal Hospital	1
WBOC TV 16 / FOX 21	19	Salad Works	6	Willow Construction	1
Delaware Aero Space Education Foundation	17	Century Engineering, Inc.	5		
Noble's Pond	17	Chaiyo Sushi & Thai Cuisines	5		

## New Members

<b>Big Red Services</b>	Javier Santana	317 N. Layton Ave.	Wyoming	DE	19934	302-985-5858
<b>Bumble Bee Construction</b>	Javier Santana	317 N. Layton Ave.	Wyoming	DE	19934	866-610-0610
<b>Judy Diogo</b>	Judy Diogo		Harrington	DE	19952	302-233-1998
<b>Funfull</b>	Tanja Giles	212 West Main St Suite 400	Salisbury	MD	21801	443-523-6766
<b>KenCrest</b>	Chip Riddleberger	1113 S. Governors Avenue	Dover	DE	19904	302-734-3800
<b>Kris &amp; Holly</b>	Michael Sheinbaum	254 Trafalgar drive	Dover	DE	19904	302-535-9991
<b>Lillian Smith LLC</b>	Ruth ONeal	410 Main St P.O. Box76	Clayton	DE	19938	302-653-6119
<b>MABCFLLC dba OnPoint Therapy Services and Wellness</b>	Leo Fernandez	5502 S. Dupont Hwy	Dover	DE	19901	302-725-5116
<b>Quality Garage Doors &amp; Gutters</b>	Javier Santana	317 N. Layton Ave.	Wyoming	DE	19934	302-678-3667
<b>Septic Masters</b>	Javier Santana	317 N. Layton Ave.	Wyoming	DE	19934	302-861-0433
<b>Springhill Suites by Marriott Frederica</b>	Judy Wilbur	208 Dominus Dr.	Frederica	DE	19946	302-585-8586

## MEET THE CDCC STAFF!



Director of Membership Sales & Retention  
**Jen Sutter**

- 1. Talk to me about...**  
all the benefits of becoming a chamber member and how to take advantage of all the free programs to help your business grow.
- 2. My favorite quote is...**  
"Every accomplishment starts with the decision to try." – John F. Kennedy
- 3. If I could live in any sitcom, it would be?**  
"Cheers"
- 4. If I had one extra hour of free time a day, I would...**  
learn a new language.
- 5. In one word I am...**  
resilient.
- 6. Working at the CDCC, I've learned...**  
how a strong business community can positively affect the community as a whole for the better.

# Coffee On Us!

SPONSORED BY  
**Tre Sorelle Dolce**

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



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 last "Coffee On Us" Contest was **Esther Rich of Special Touch Card Creations** on correctly identifying **The State of the Base on the Landings at Dover Air Force Base**. Congratulations, Esther – 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.\*\*\*



Make your  
*community*  
& holiday *brighter*  
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*businesses.*



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