

Chamber Connections

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www.cdcc.net

February 2020



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It's February! The Home & Garden Show is Here!!!

The Central Delaware Chamber of Commerce is pleased to announce that, after months of anticipation, the Home & Garden Show is almost here! We are excited to welcome home improvement experts as well as lawn and garden specialists to connect with guests in this inspirational and informative expo at Harrington Raceway & Casino. On February 21st (12 – 8 pm) and 22nd (10 am – 6 pm), guests will be able to consult with specialists who will

be able to provide advice, ideas, and services that can transform living spaces – inside and out!

The Home & Garden Show will be here at the perfect time! Hopefully, everyone has had an opportunity to make their project plans and wish lists. This is the time to put the finishing touches on those plans so that when the weather breaks and Spring arrives, you'll be all ready to jump into those projects you've been dreaming of all winter.



See Home & Garden— Page 22

Dover's Business Community and Base Personnel to Come Together at the Military Affaire



The CDCC's Annual Military Affaire will be held on Wednesday, February 12th, at The Landings at Dover Air Force Base, from 5:30 – 7:30 pm. This reception for our Military friends and Chamber members, hosted by the Military Affairs Committee, and brought to you by Dover Federal Credit Union – our Premiere Sponsor, promises to be a wonderful celebration of the strong partnership we share as TEAM Dover! The event will offer delicious hors d'oeuvres, a cash bar, an opportunity to meet and get to know our military personnel, and the perfect chance to express our support and gratitude for their part in the mission of DAFB.

The Military Affaire is always a highlight in the list of events presented by your CDCC each year. When our busi-

See Military Affaire— Page 22

February Sunset Business Mixer at Keystone Funding



Businesses thrive on building relationships. Making new connections is always a critical component of business growth. Our Sunset Business Mixers provide the perfect monthly setting for practicing your elevator speech and refining your networking skills, all while enjoying complimentary hors d'oeuvres and beverages! This month's mixer will be held on Wednesday, February 26th, from 5 – 7 pm, at Keystone Funding, 519 S. Red Haven Lane, in Dover.

Keystone Funding, Inc. is a non-depository financial institution licensed in several states, including Delaware. During 2019, Keystone became one

of the fastest growing companies on INC 5000. The team at Keystone assists customers in understanding the various loans that are available and in determining what they can comfortably afford. Whether clients are interested in purchasing or refinancing, Keystone's qualified experts are there to help them navigate through the entire process from beginning to end. February's mixer will provide members with the perfect opportunity to meet the team at Keystone and learn more about what they offer.

The Sunset Business Mixer, one of the many benefits that accompany your membership, is the leading networking opportunity offered by your CDCC. Our Mixers are a great opportunity for CDCC members and their guests to spend time together in a casual setting, while meeting other business owners and collecting qualified leads. These Mixers occur 10 times during the year. Be sure to bring your business cards – you can share them with other attendees and



enter the business card drawing to be the next CDCC Member of the Month or win door prizes! Our average attendance at the mixers is 125... that makes it a very efficient way to make connections!

To register for this event, please contact Cheryl at the CDCC office at 302-734-7513 or via email at adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net by clicking on the Events Calendar. We look forward to seeing you on Wednesday, February 26th at Keystone Funding in Dover for the Sunset Business Mixer!

www.cdcc.net

Judy's Journal



PRESIDENT - JUDY DIOGO

The CDCC – THE Resource You've Been Looking For

Let's face it – managing one's time is a constant struggle... stretching one's business dollars is a constant battle... reaching high levels of efficiency and effectiveness remains a life-long quest. And here's the real question: how can one possibly reach those goals? How does one continue to grow and develop, while keeping up with everything, and running a business?

That's where we come in! For businesses in Central Delaware, the answer is: let the CDCC help you! A membership in the CDCC may well become the most powerful tool in your arsenal.

Through your membership you will be invited to participate in 76 events and programs – and you will be given the opportunity to choose which ones are the most important to you, and which ones can give you the best return on your investment, your investment of time as well as dollars.

Whether you attend Sunset Business Mixers or Expos, a Coffee Coaching seminar or Young Professionals' Social, or become a member of our Leadership Central Delaware program, our events are focused on making the most out of the time you are there.

Being in business is expensive. Budgets and financial plans govern our day-to-day operations. At the CDCC, we are very conscious of the financial aspect of business. For that precise reason, all our events and marketing materials offer varied levels of investments. Not every business can afford the same costs when it comes to marketing, but effective marketing is a must for every business.

We design our programs and events to accommodate marketing budgets of any size. Our goal is to be inclusive – we want all our members to have the opportunity to get their name out there in front of potential customers, while staying within the parameters of their budgets. We want you to receive the best return on your marketing investment.

We are all looking for ways to be more effective and more efficient every single day. To really be able to accomplish that, you need to know where the best resources can be found. The CDCC is the organization that can connect you with what and who you need, when you need it! As a Chamber we pride ourselves on being THE essential resource for our members!

Calendar of Events

- February 2020**
- Thursday, February 6th**
Kent County is Open For Business
8:30am-10am,
Kent County Levy Court
 - Thursday, February 6th**
Leadership Central Delaware:
Government and Politics Day
8am-5pm
 - Tuesday, February 11th**
CDCC Board Meeting
7:30am, Chesapeake Utilities Corp
 - Tuesday, February 11th**
Marketing Committee Meeting
9am, CDCC Board Room
 - Wednesday, February 12th**
Coffee Coaching
8:00am, CDCC Board Room
 - Wednesday, February 12th**
Military Affaire
5:30pm-7:30pm,
The Landings, DAFB
 - Thursday, February 13th**
Member Orientation
12:00pm– 2:00pm,
CDCC Board Room
 - Monday, February 17th**
President's Day
Office Closed
 - Tuesday, February 18th**
LCD Steering Committee Meeting
12:00 pm, CDCC Board Room
 - Friday, February 21st**
Home & Garden Expo
12:00pm-8:00pm
Harrington Raceway & Casino
 - Saturday, February 22nd**
Home & Garden Expo
10:00am-6:00pm,
Harrington Raceway & Casino
 - Wednesday, February 26th**
Ambassador Meeting
4:30pm, Keystone Funding
 - Wednesday, February 26th**
Sunset Business Mixer
5pm-7pm, Keystone Funding

- March 2020**
- Monday, March 2nd**
Executive Committee Meeting
8am-10am,
CDCC Conference Room
 - Thursday, March 5th**
Leadership Central Delaware:
Public Safety Day
8am-5pm
 - Thursday, March 5th**
Kent County is Open For Business
8:30am-10:00am,
Kent County Levy Court
 - Tuesday, March 10th**
CDCC Board Meeting
7:30am, Chesapeake Utilities Corp
 - Tuesday, March 10th**
Marketing Committee Meeting
9am, CDCC Board Room
 - Tuesday, March 10th**
Young Professionals Social
12:00 pm-1:00pm,
The Boulevard
Live Entertainment Restaurant
 - Wednesday, March 11th**
Coffee Coaching
8:00am, CDCC Board Room
 - Thursday, March 12th**
Member Orientation
8:30am, CDCC Board Room
 - Tuesday, March 17th**
LCD Steering Committee Meeting
12:00 pm, CDCC Board Room
 - Thursday, March 19th**
LCD Class of 2021 Invitational
5pm-7pm, The Mezzanine
by Toppers inside Dover Downs
Hotel & Casino
 - Wednesday, March 25th**
Ambassador Meeting
4:30pm, Advantech Inc.
 - Wednesday, March 25th**
Sunset Business Mixer
5pm-7pm, Advantech Inc
 - Thursday, March 26th**
Legislative Luncheon
11:00am-1:00pm
Dover Downs Hotel & Casino

Thank you to the CDCC Cornerstone Members!

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An Industry Exclusive CDCC Marketing Package!

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

Chamber Connections

Published monthly by the Central Delaware Chamber of Commerce, the first accredited Chamber of Commerce in Delaware. We represent the interests of the small business community. Over 800 businesses support CDCC.

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

Cornerstone Member - R & R Realty

Capital Station: From Empty Factory to Bustling Shopping Center

When Playtex mothballed their factory on the intersection of Division Street and DuPont Highway, the corner went dark for nearly two decades. An important part of Dover's history, the facility on the edge of downtown had employed hundreds. As it sat empty, weeds began pushing their way up through the asphalt and the old teal water tower browned with rust.

By the early 2010s, the facility was in a state of disrepair. A Brownfield Remedial Investigation revealed that it was partially contaminated which added to the list of obstacles to repurpose the site. Nevertheless, the idea of transforming it into a modern, high-traffic shopping center began to percolate.

After navigating a complicated maze of zoning, architectural and engineering stumbling blocks, Capital Station Dover LLC (the developer) initiated the project in 2017. Several years of careful demolition and construction later, the vision was realized and Capital Station rose from the rubble.

The 60,000 square-foot shopping center quickly caught the attention of large international brands like Starbucks and Aldi. They were joined soon after by SuperCuts, Village Optical, Massage Envy, Verizon and Orangetheory Fitness. Red Robin Gourmet Burgers and Brews climbed aboard as well and is currently putting the final touches on their new location.

Not only did the development do away with a long-shuttered factory, it breathed new life into the busy corner. From dawn till dusk, on-the-go Doverites now file into the Starbucks drive thru, pick up groceries, get a massage or drop in for a quick workout. Where there was once a perimeter of barbed wire fencing, there's now a network of brand-new sidewalks – transforming it into a walkable business district. Helping to ease added traffic, multiple entrance and egress points were added to make Capital Station accessible from Maple Parkway and Kings Highway in addition to the highway and Division Street. With approximately 400 parking spots, the center holds a lot of visitors.

"It's been a great project to be a part of," said Charles Rodriguez, owner of R&R Commercial Realty. "Revitalizing the area with a shopping center has helped provide more high-quality amenities for nearby residents and businesses while adding jobs to the local economy and increasing the total amount of commerce taking place on Rt. 13."

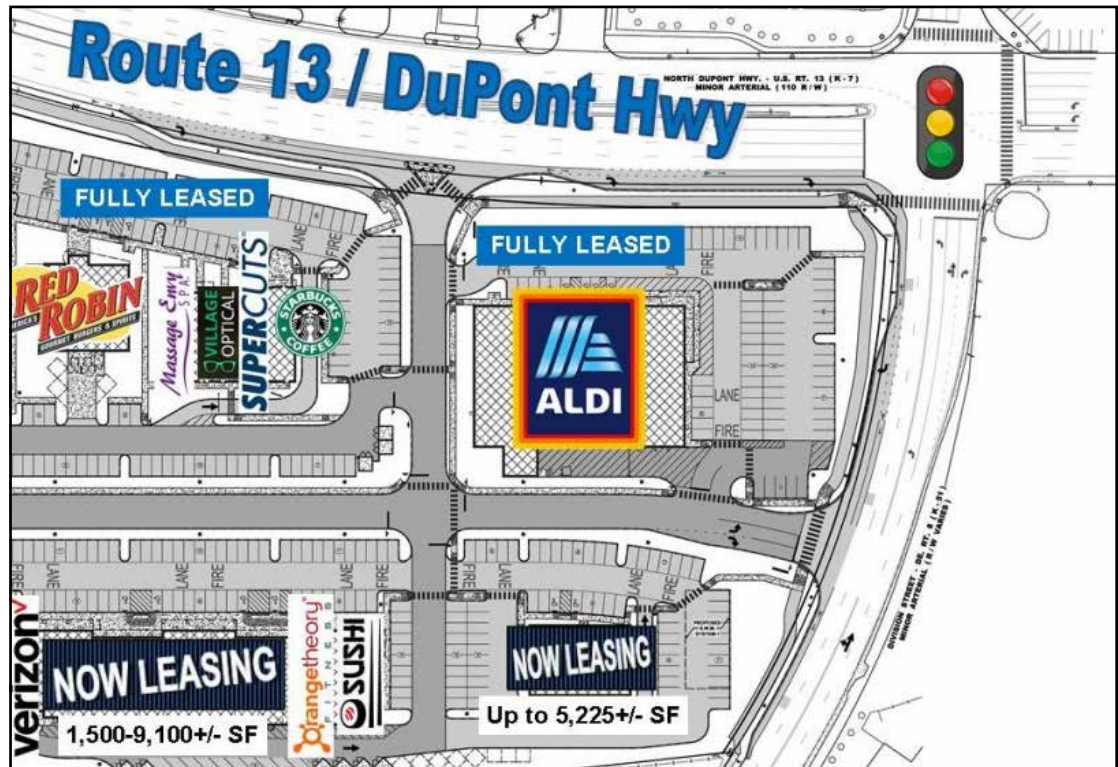
As the leasing broker for Capital Station, R&R has been responsible for showcasing it to prospective tenants. Although the biggest available spaces were snatched up, Rodriguez said there are still some great storefronts available.

"There are a few spots left starting as small at 1,490 square feet," he said. "But they can be combined into a space as big as 5,225 square feet."

For some, seeing the old factory fade into Dover's past was bittersweet. But, it's undeniable that Capital Station is a part of the city's future, and the future is bright.

About R&R Commercial Realty:

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



It's All About Headlines and Deadlines!

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



The first stop of the day was at the home of the Delaware State News: The State Capital Daily. There they heard from many staff members about all the aspects of producing and delivering a quality daily newspaper. From advertising to events to editing to publishing, the class was briefed on the whole process of getting the news from where it happens to subscribers' front doors. They also had the opportunity to see the presses and learn about their operation.



Andy West, our fearless leader for the day

To help apply their newly acquired media knowledge, the class members were divided into groups and asked to generate a brief news report based on details they were given of a fictitious news event. They worked diligently to produce the assigned news story as clearly and concisely as possible. They took special care in providing all the necessary information in such a way as not to cause undo alarm or panic on the part of the receiver. They got a real taste of the weight of responsibility that rests on those who report the news.

The next step of the day was at Polytech High School where Broadcast Media is one of the technical areas offered to students. During their time at Polytech, class members were chosen to "broadcast" the news stories written by the small groups earlier in the day. Four class members (one from each group) were taken to the news desk, given a microphone, and were asked to read the news stories from a teleprompter - while facing the appropriate cameras "on the air."

After lunch at Polytech's Looking Glass Auditorium with the Broadcast Media students, the class learned from presenter Mark Hoffman of the Dover Police Department about the importance of a strong and positive relationship between law enforcement and the media. The police department depends on the media to report their actions clearly and accurately, to portray their work in a positive light which instills trust, and sometimes, to even help solve crimes.

An overall theme of the day was about putting one's personal feelings aside and developing eyes and ears that are unbiased. A great deal of emphasis was also placed on the skill of making quick, sound decisions about items that are appropriate to publish

and items that are not. To that end, two photojournalists, Gary Emeigh and Marc Clery, led the class through a slide show of vivid photographs about which they were asked to make publishing decisions. This exercise brought to light the complex and impactful nature of those decisions.

At the end of the day, two class members, Dawne Nickerson Banez and Veronica Aceveda, representing public affairs in the 436th and 512th Airlift Wings at Dover Air Force Base, offered a presentation about the relationship between the base and the news media. They shared how the delivery of news has changed in the Air Force over its history and emphasized the need for reports to be detail oriented and accurate.

For the LCD Class of 2020, Media and Communications Day was eye-opening and informative. The class members enjoyed the hands-on experiences and gained a new appreciation for what it takes for news reports to be "fair and balanced." Their exercises in reporting and decision making helped them to understand the pressure involved in "telling it as it is." It became obvious throughout the day that the news media was not only an economic driver in Central Delaware, but also an industry that carries the responsibility of having a great deal of influence on Central Delaware's leaders, decision makers, and citizens.



LCD Class of 2020 and Polytech's Broadcast Media Team



DE Printing ... Paper, Paper EVERYWHERE!



Small groups worked to write breaking news stories.



Class of 2020 at Delaware Printing Company



Class Members try their hand at reporting breaking news - on the air!

A Positive Community Impact



John's ready to take your order!



The class is also auctioning a "Basket 'O Booze" for the cause.



John and Dawn take their cue from the professional.

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

This year, the Class of 2020, voted to participate in three Community Impact projects. The class is working to provide landscaping for the Boy Scouts of America around their newly constructed maintenance building. The Central Delaware Housing Collaborative will benefit from a beautification project for the new women's shelter in preparation for its opening. Finally, a book drive will provide new and gently used books to Read Aloud Delaware to use in their services for the children of our community. Class members will be responsible for planning, budgeting, fundraising, and working as a team to properly execute each project.

The Class of 2020 is making great progress on all three projects. To date they have collected over 1,600 books for Read

Aloud Delaware. There will be another push for book donations in the next several weeks. At the women's shelter, they have completed all the necessary painting, installed cabinets, and have thoroughly cleaned the facility – they are now beginning the fun phase of decorating. The blueprints for the landscaping at the Boy Scouts facility have been completed. Class members are now working to obtain the required plants and will be doing the actual work when the weather gets warmer.

On Thursday, January 9th, class members came together in a guest bartending event at the Greene Turtle in an effort to raise funds for the various projects. The event was a lot of fun as class members took their turns behind the bar! The evening was supported by many LCD Alumni and other Chamber friends who came out to encourage the Class of 2020 in their community service efforts. In a nod to St. Patrick's Day, the class is also selling \$10 raffle tickets for a "Basket O' Booze" valued at \$250 – the drawing will be March 5th.

For more information about the projects or to donate to the projects, please call Heather McTheny at (302)734-7513 or email her at lcd@cdcc.net.



Washing dishes and listening to the customer – now that's multi-tasking!



A night of smiles for the Class of 2020 and supporting alumni



Sharon's excited for her turn behind the bar!



Let the games begin!

EDGE out the competition.

Your small biz could be selected for a \$50K or \$100K EDGE grant.

Apply by February 28 at www.DelBiz.com.



The Forecast is Good, According to the Experts!



CDCC President, Judy Diogo, thanked everyone for coming and encouraged their support.



Well over 100+ guests gathered together for this informative event!

The cold morning appeared quiet at Maple Dale Country Club on January 16th... on the outside, that is. On the inside, it was anything but quiet where over 100 member businesses, public servants, and community leaders gathered to hear about the “state of the economy.” Friendly conversation filled the room where, over a delicious breakfast, much would be learned about what to expect in the world of finance over the next calendar year at the Economic Forecast Breakfast brought to the community by signature sponsor Connell, Carey, & Associates – Merrill Lynch of Dover.

The panel of experts did their best to paint a financial picture based on the market, investments, trends, and spending patterns at the national, state, and municipal levels. Jason Castellucio, a client portfolio manager for Nuveen, reported that 2019 had been a wonderful year for the economy. He doesn't expect that 2020 will yield quite that kind of robust growth and prosperity, but he believes that it will remain strong. Based on his 10 predictions regarding unemployment, earnings, equities, and politics, he forecasted that 2020 will bring moments that are “choppy and frustrating,” but not devastating. He underscored

that, in reality, the economy will just go back to behaving the way that it's supposed to in a normal year. Mr. Castellucio predicted that, while it isn't likely to happen in 2020, the country will experience a recession within 10 years. He cautioned that it is imperative to remain tuned in to what is happening and be ready to make prudent investment decisions.

On the state level, Edward C. Ratledge, Director of the Center for Applied Demography & Survey Research at the University of Delaware, used a series of charts and graphs to show the correlation between the changing demography of Kent County and the economy. As the population of the state ages, there will be shifts in the economy based on the wants and needs of older residents and a higher emphasis on the industry of health care. Business leaders would do well to take this into consideration in the years to come.

Linda Parkowski, the Executive Director of Kent Economic Partnership, wrapped up the day's presentations by shifting the audience's focus to what is happening here in Central Delaware. Linda recapped the findings of the Rockport Study, completed in 2018. The study indi-

cated that Kent County was positioned to attract businesses related to health care and small to medium manufacturing. To that end, Linda has worked hard to make connections with businesses in these industries and invite them here to Central Delaware. The focus in 2019 was on manufacturing, her focus this year will be on health care. She is currently working on 8 active projects. One challenge that Linda reported is a lack of workforce, in particular, skilled workers in the health care sector and skilled technicians for manufacturing/service industries. An education/workforce committee has been established to begin to address this hurdle in a collaborative way.

The experts entertained questions during their formal presentations, as well as after the event. The information they shared was well-accepted. The guests were pleased to have someone interpret for them the complexities of financial predictions in a way that could be applied to their businesses. Overall, this annual event was marked by a powerful exchange of information that will have a great impact on how business is done in this new year.



The team from Faw Casson was in the house!



Lively conversations took place around the topic of budgeting and forecasting.



LCD Class of 2004 – aka “Best in Class” – was represented at the event.



Networking marked the moments before the official start of the event.



Edward C. Ratledge, Director, Center for Applied Demography & Survey Research (University of Delaware)



Connections are often made with a warm smile and a handshake.



Linda Parkowski, Executive Director, Kent Economic Partnership



Learning continued to happen after the event as the presenters stayed to answer questions.



Jason Castellucio, Client Portfolio manager, Nuveen

Tackling the Issues Together

In Delaware, the relationship between its citizens and its public servants is unique. This interesting bond may have a great deal to do with the state's small size, or perhaps, it could be because so many Delawareans are natives - they grew up here, went to school here, live, work, and play here. It is not unusual for a person's assigned legislator to live on the next street over, or be related to one's cousin, or be a classmate of a younger sibling. Residents and businesses alike take great interest in what's happening at Legislative Hall and enjoy free access to the lawmakers that serve there. In terms of creating laws and upholding policies, there is a spirit of collaboration. That makes Delaware unique.

On January 21st, exactly one week after the reconvening of the 150th General Assembly, the CDCC hosted a reception in which this remarkable kind of teamwork took place. Legislators, CDCC board members, sponsors, and guests gathered at Roma Italian Ristorante for an evening of conversation. The purpose of this symposium was for board members to share with current lawmakers the legislative agenda of the Chamber, hear their thoughts, ask questions, learn and create an air of collegial understanding.

The lively conversations swirled around topics concerning business issues such as minimum wage, the legalization of marijuana, workforce and tourism development, and the like. In addition, much time was spent discussing regulations and permitting, infrastructure, health care costs, energy costs, and, of course, taxes. All was shared in a friendly exchange of ideas and much learning was accomplished on both side of the dialogue.

The Central Delaware Chamber of Commerce encourages all business leaders to be engaged in the work of the 150th General Assembly. The lawmakers who will gather at Legislative Hall from now until June 30th are interested in what you have to say, they want to know how their decisions will affect your business. They serve at the pleasure of the people - and the people have a deep responsibility to remain involved in the process. Your CDCC constantly monitors the work of the General Assembly on your behalf in order to keep you informed and up to date. Be sure to read the "alerts" and other notifications we send out. Let's celebrate these unique relationships here in Delaware by working together as a team, not just to make one's own business better, but to all make businesses better.



Rep. Bill Bush, Past CDCC Board Chair, Janie Libby, CDCC Board Chair Shane Breakie, and CDCC Board Member, Tim Horne



Tim Horne, CDCC Board Member, and Rep. Lyndon Yearick discuss the Chamber's agenda.



Sen. Colin Bonini and City Council Chair, Bill Hare, share ideas.



Rep. Charles Postles, Legislative Affairs Committee Member Jean Dowding, and Jim Provo of the Small Business Administration



City Council Chair, Bill Hare, and Rep. Bill Bush share a smile.




The Capital Reception provided a forum for the sharing of ideas and concerns.



Shane Breakie, CDCC Board Chair; Sen. Dave Wilson; and Judy Diogo, CDCC

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Member News

New Wing Commander at Dover Air Force Base: A Familiar Face



Col. Joel Safranek reminisces about his time in Dover and bids a fond farewell to all.

On January 7th, within an impressive display of pomp and ceremony, Col. Joel Safranek passed the torch of leadership to Col. Matthew Jones. Due to the cold January temperature, the ceremony was held at Dover Air Force Base's Aerial Port Squadron. A symbol of the heartbeat of DAFB's mission, the Aerial Port provided a fitting setting for this auspicious ceremony.

In his final address to base personnel and gathered guests, Col. Safranek bid a fond farewell to Dover, his home over the past 18 months. He remarked that his time in Dover has been "the highlight of my career, and my family and I will miss Dover greatly." His productive tenure as the commander of the 436th airlift wing saw many significant accomplishments including the 2019 Thunder Over Dover Air Show, more than 5,000 flights, and the receipt of the 2019 Air Force Outstanding Unit Award. His next assignment will be at Scott Air Force Base, Illinois.

Flanked by more than 35 family members and friends, Col. Jones was eager to accept his new assignment. Serving in the military is a strong and long-held family tradition. Even though it is somewhat of an unusual move for the Air Force to select a new commander from someone in the ranks at the same base, there will be several advantages for the Jones family, as well as for the base and the community: TEAM Dover. Without the upheaval of another move – the Jones family has moved 5 times in the last 6 years – Col. Jones will be afforded the opportunity to build on many relationships that have already begun. In addition, he looks forward to continuing the fine work of Col. Safranek which he and the former colonel worked on together.

In his new role, Col. Jones will be responsible for the mission of Dover Air Force Base to safely fix and fly aircraft, prepare and deploy Airmen, move cargo, and return America's fallen heroes with dignity, honor and respect. He will be charged with ensuring the well-being of the approximately 6,100 individuals who make up the base's workforce plus 5,000 family members, and of carrying out the mission of flying cargo around the world. He is eager to collaborate with local partners and maintain the strong bond the base enjoys with the local community.

Please join the Central Delaware Chamber of Commerce in congratulating Col. Matthew Jones, Commander of the 436th Airlift Wing, and wishing him all the best in his new role.



Col. Matthew Jones speaks from the heart about what lies ahead.



All personnel involved take a moment to contemplate the impact of the change of command.



A final salute to Col. Safranek



A full house was on hand to witness the change of command.



All personnel stood at attention for the passing of authority from one commander to another.

Emerging Employee Expo: The First in a Series



Job shadowing and internship opportunities were available for students as well as employment possibilities.



Many participants came equipped with their resumes in hand.



Participants who completed the expo's requirements, received a "Certificate of Employability" that can be presented to employers with their resume or placed in their portfolios.



On Wednesday, January 22nd, the Central Delaware Chamber of Commerce kicked off its series of three traveling Emerging Employee Expos (e3). This first expo was held at Wilmington University's Dover campus. The goal of the expo was twofold: 1) to help businesses in the Central Delaware community connect with some amazing young talent, and 2) to show our college's students what Kent County has to offer in the way of career and business choices.

Several businesses were represented at this first e3. Business leaders were delighted to meet with students on an individual basis. They discussed their companies' employment opportunities, as well as job shadowing and possible internships. There was a lively exchange of information as students progressed from table to table interviewing businesses as the business leaders casually interviewed them!

In addition to the expo portion of the event, four seminars focused on becoming "career-ready" were offered. "Employed," presented by Eli Schrock of i. g. Burton & Company, was focused on the art of landing a job. Appropriate practices in "dressing the part" were discussed by presenters Kisha Brown and John Martin of Chesapeake Utilities Corporation



Students came ready to engage with our employers.

in a session entitled "Equipped." Debbie Smith, also of Chesapeake Utilities Corporation, led "Engaged" in which she took on the essential topic of the importance of soft skills. And Jonathan Parker, of Jonathan Parker & Associates, tackled the topic of business etiquette in a presentation entitled "Empowered." The curriculum for these 15-minute seminar style classes was derived from actual feedback received from area companies.

At the end of the day, students who had significant conversations with at least five of the gathered employers and attended at least two of the seminars were awarded a Certificate of Employability signed by officials from the university and the Chamber.

There are two more e3 events scheduled for January 29th at Wesley College and February 5th at Delaware State University, each from 11 am - 2 pm. These events are open to the public and are FREE to attend. For more information about e3, please call the CDCC Office at (302) 734-7513.



We'd like to express a special thank you to our panel of speakers: (from left to right) Kisha Brown of Chesapeake Utilities Corporation, Eli Schrock of i.g. Burton & Company, Jonathan Parker of Jonathan Parker & Associates, LLC, John Martin and Debbie Smith of Chesapeake Utilities Corporation.

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**YOUR TOWN.
YOUR VOICE.
YOUR NEWS.**



CDCC joins Growing Bones Pediatrics & Neuromuscular Orthopaedic Institute for a Ribbon Cutting Ceremony

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Growing Bones Pediatrics & Neuromuscular Orthopaedic Institute on Friday, January 3, 2020 at 11 am. The ceremony was held at their new location at 1057 S. Bradford Street in Dover. Chamber staff, ambassadors, and friends joined the folks at Growing Bones as they celebrate their first year of providing care to the Dover community!

Growing Bones Pediatric & Neuromuscular Orthopaedic Institute is dedicated to providing comprehensive pediatric orthopaedic specialty services to households in Delaware. They aim to provide convenient access to sub-specialized orthopaedic care for pediatric and adult patients with neuromuscular disorders. The folks at Growing Bones treat all general pediatric orthopaedic conditions including: Trauma, Congenital & adolescent disorders, and Sports injuries. In addition, they specialize in the care of children and adults with chronic neurologic conditions including cerebral palsy, spina bifida, and Down's Syndrome.

Dr. Connor is a Board Certified Orthopaedic Surgeon who provides general pediatric orthopaedic services to all children as well as sub-specialized orthopaedic services for children and adults with neuromuscular disorders. Pediatric orthopaedists are specifically trained in the care of childhood conditions and injuries. Neuromuscular conditions are disorders, often diagnosed at birth, that have their own specialized needs. Furthermore, when children age out of the traditional pediatric system, they often have significant difficulty in transitioning services into adulthood. Dr.



Connor is committed to providing services that address health disparities across Kent and Sussex county. Growing Bones believes that every child deserves exceptional care everywhere.

The motivation to bring Growing Bones to Dover was based on a profound need expressed by patients and primary care referring providers for all fields of pediatric specialty care. Central Delaware has had a significant and longstanding need for local pediatric subspecialties. Orthopaedic injuries require immediate care and extended follow up. With no local specialists, families were required to drive long distances to the one primary provider in the

state located in Wilmington. In response to this need, a centrally-located office in Dover was established to provide trauma and emergency support for pediatric injuries through the three Bayhealth Emergency Rooms in Kent County.

A proud member of the Central Delaware community, Growing Bones Pediatrics & Neuromuscular Orthopaedic Institute has been active in establishing its presence. To date, Growing Bones has actively sponsored the Dover Little League, the Caesar Rodney Basketball Team, and Delaware's Athletic Trainer's Association. In addition, they have served as a participating site for Toys for Tots

and have volunteered as a training site for Polytech High School Students. They are pleased to offer various training and local education experiences to local professional schools and medical professionals. In this new year, they are hoping to expand their involvement in the community and find ways to promote children's health through activity and education.

To learn more about Growing Bones Pediatrics & Neuromuscular Orthopaedic Institute, please call (302) 231-1245 or visit www.growing-bones.com. Please join the CDCC in congratulating Growing Bones and Dr. Connor as they celebrate their first year of service here in Dover!

CDCC joins Creative Vision for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Creative Vision on Friday, January 24th, at 11 am. The ceremony was held at their new location at 146 S. Governor's Avenue in Dover. Chamber staff, ambassadors, and friends joined owner, Evetta Blont-Jackson at Creative Vision to celebrate the grand opening of her new business!

Creative Vision is, in the words of Ms. Blont-Jackson, a place where dreams become a reality. Clients are invited to come in with an event or vision in mind and Creative Vision will help to bring it to life! With a strong passion for decorating and planning, Ms. Blont-Jackson is thrilled to be able to share her gift of creativity with her customers.

Creative Vision is equipped to help people with planning their events such as birthday parties, anniversaries, weddings, luncheons, and holiday events, just to name a few. In addition, Creative Vision offers assistance with window displays. Rentals



for events are also available including decorative items, table necessities, and costumes.

A proud member of the Central Delaware community, Creative Vision is pleased to be a new member of the Central Delaware

Chamber of Commerce. Evetta Blont-Jackson is anxious to work with the Chamber to grow her business and to let people know about the creative and fun-filled service she provides.

To learn more about Creative

Vision, please call (302) 480-2747 or visit their Facebook page at <https://www.latest.facebook.com/events/2409624129367598/>. Please join the CDCC in congratulating Creative Vision on the opening of their new business!



Participants practice skills such as delivering their 90 second sales pitch and receive feedback.



Guests often have an opportunity to share ideas and questions with each other and our speakers.

Coffee Coaching: Grounds for Thought

Are you interested in enhancing your skills? Are you concerned about staying informed regarding innovations and cutting-edge ideas? Would you like to share a new idea or practice with business colleagues in a casual setting over a cup of coffee? Your CDCC has just the event for you!

Our Coffee Coaching sessions are held on the second Wednesday of each month, beginning at 8 am. During these workshop-type events, member businesses share ideas, techniques, skills, and opportunities with fellow Chamber members and guests. This is a great place to get to know your fellow business members and make connections. Be sure to bring your business cards and exchange them with others at the session – interact-

ing in this way will lead to qualified leads!

If you have a business topic that you would like to share with others, we are happy to sign you up to be the presenter at one of our Coffee Coaching sessions. Your company may even wish to host the session at your facility so that others can become familiar with who you are and what you do! Please contact Cindy Friese at cfriese@cdcc.net or call (302) 734-7513 for more information.

Coffee Coaching is a benefit of your membership with the Central Delaware Chamber of Commerce. Admission is free to all members. Don't overlook this informative and fun way to meet business partners and sharpen your skills and knowledge base!



Damien DeStefano, Division Director, Division of Small Business, shares his thought on connecting with procurement officers during our January session.



Advice and information is often shared in small groups.

What's Coffee without freshly brewed ideas?

For **Location Information** and to **Register**:
 Call the CDCC
 302-734-7513
 or email
 Cindy Friese
cfriese@cdcc.net

February 12, 2020
 8:00 a.m. - 9:00 a.m.

Business Scams Targeting Delaware



Come and hear the Better Business Bureau's latest research on scams targeting Delaware businesses!

March 11, 2020
 8:00 a.m. - 9:00 a.m.

Don't leave your Gems on the table!



Jewell Robinson of Jewell Robinson Insurance & Financial Services will help you learn an amazing process that will enable you to grow your referrals!

April 8, 2020
 8:00 a.m. - 9:00 a.m.

LinkedIn To Grow Your Business



A presentation from Keystone Funding will teach you ways to leverage LinkedIn to develop a greater online presence and make more money!

May 13, 2020
 8:00 a.m. - 9:00 a.m.

Tax Planning
 What it is and why is it necessary!



Learn from the folks at Liberty Tax Service what tax planning is and why it's necessary. Understand the difference between a tax plan and a financial plan, and how it can save you money.



435 N. DuPont Hwy, Dover, DE 19901
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 @CentralDelawareCham

Member News

A Celebration of Service to the Community

Businesses love to celebrate milestone anniversaries. Often, in honor of the big occasion, they decorate with period relics, issue commemorative gear, run discounts and specials featuring the number of the anniversary, or throw a big party. Del-One Federal Credit Union has chosen a different path for their celebration – they're making it a celebration of community.

To celebrate their milestone 60th anniversary, the team at Del-One is endeavoring to perform 60 acts of kindness over the course of this special year. "Del-One is such a community-minded organization that it just makes sense," commented Amy Resh, Director of Marketing and 20-year veteran of the Credit Union. "These 60 acts of kindness will not only be a way to celebrate, but they will also serve to enhance our Credit Union's community focus."

Following a schedule of about five acts of kindness per month, all 170+ Del-One employees will take part in a variety of activities to help better the community. Ideas for projects have been generated by asking the Credit Union's members for their thoughts about the initiative. "We placed cards at the tellers' windows and posts on social media and asked people for their input," remarked Ms. Resh, "and they came up with some really great ideas!" While some of the acts of kindness will involve monetary or material donations, the team at Del-One is hopeful that most of the "acts" will actually involve "action," people engaging in times of service and interaction with those who are being helped.

So far, the initiative is right on schedule. At

the time of this writing, three projects have been completed or are underway. In honor of January's National Blood Donor month, several of the employees will be taking the time to make blood donations. Earlier this month, the Business Development team and the Middletown Branch Manager observed National Law Enforcement Day by delivering a Chick Fil A lunch to the police station. January is also National Mentor Month. Del-One employees will be making goodie bags for the people who volunteer their time as Big Brothers and Big Sisters.

According to Ron Baron, President and CEO of Del-One, "To have grown into being Delaware's largest credit union was a vision of founders. After 60 years, their vision and mission continue to be shown every day by our committed staff. Del-One is committed to serving our communities, and the 60 Acts of Kindness initiative just emphasizes that commitment. We are excited to celebrate this milestone anniversary while continuing to enrich the lives of our members and our community by assisting those looking to have a secure financial future."

Del-One is a full-service Federal Credit Union. This member-owned, not-for-profit organization has 11 branches in the state of Delaware, as well as 3 high school branches located in Caesar Rodney High School, Dover High School, and Indian River High School. Del-One staff members work hard to advocate for their members by learning their needs and desires -- and helping them reach their financial goals. They pride themselves on treating their members like family. Their goal is to assist members in building their own financial success stories.

In addition to the 60 acts of kindness, some Del-One branches have chosen to decorate their branches in recognition of the big anniversary. There is also a celebration planned for late summer, as August is the actual month of the Credit Union's incorporation. The planners are hopeful that they will be able to include several people who were instrumental in the Credit Union's humble beginnings to share their stories and play a major role in the celebration.

Please join the Central Delaware Chamber of Commerce in congratulating the folks at Del-One Federal Credit Union on their 60th anniversary of making a difference in their members' lives! And let's join together to cheer them on as they complete their 60 acts of kindness!



Amy Resh, Director of Marketing, shows off some new anniversary swag!



Blood Donations gave the staff a real opportunity to give of themselves!



National Law Enforcement Day was the perfect opportunity to show kindness.

Not Bad for One Day's Work!



Boxes of donated items fill the Food Bank's truck before transport back to the Milford location.

Approximately 14,000 canned goods were donated to the Food Bank of Delaware as a result of the 6th annual December 26 donation drive at Harrington Raceway and Casino. Large pallet boxes filled with items donated from an estimated 2,800 patrons were taken to the Food Bank on Friday December 27. The Boxing Day food drive is one of the most successful for the Food Bank, with an overwhelming response from the public pouring in with primarily canned goods in recent years. Several volunteers pitched in to assist Harrington Raceway and Casino staff with processing and sorting donations.

"We thank Harrington Raceway and Casino for hosting this wonderful promotion again this year," said Food Bank of Delaware's Community Relations Director Chad Robinson. "It underscores their strong commitment to helping those in need. The Food Bank of Delaware appreciates their support."

Please join the CDCC in congratulating Harrington Raceway & Casino on their wildly successful food drive and their commitment to serving the community!



A close-up of one of the several large jumbo-sized pallet boxes filled with donated items prior to being transported to the Food Bank of Delaware's Milford location

We are Here to Help You Grow Your Business

Starting or expanding a business is exciting! The idea of bringing a new product or service to the place where you live, work, and play is exhilarating! New ideas... new items... new specialties... all serve to enhance what our community has to offer.

The process for beginning a new company or expanding your current business can, however, be somewhat overwhelming. Knowing who to talk with, what kind of paperwork to file, and where to go for help is important in establishing a good foundation on which to build a new brand. There are many agencies, experts, and specialists who can help to guide and direct eager new or current business operators, each dealing with a different aspect of the arduous process. Wouldn't it be great if one could meet them all at the same time? Wouldn't it be marvelous if they were somehow gathered in the same space?

Your CDCC, THE essential resource for the development of businesses in Central Delaware, is here to help! On the first Thursday of each month we offer Kent County is Open for Business, a FREE business development session which is designed to encourage and

support small business throughout the state. Each meeting provides existing and start-up businesses a one-stop-shop to access the various organizations, agencies, and resource partners who assist small businesses in Delaware.

Guests to these sessions are invited to speak with our fourteen business partners about business plans, licensure, loans, education, grant opportunities and the like. Participants should come ready to share their ideas, ask questions, and receive the guidance and direction needed to start a business, or to enhance or expand an already existing business.

Kent County Open for Business is held on the first Thursday of each month, from 8:30 - 10 am, at the Kent County Levy Court Building, 555 Bay Road in Dover, in Room 220. Come join the small business community and resource partners in your county and take advantage of this FREE Open for Business event. These sessions are open to the public. For more information or to register, please call the CDCC Office at (302)734-7513 or email is at adminassistant@cdcc.net. Walk-ins are welcome!



Cindy Small, Business Resiliency Coordinator for the Small Business Development Center, offers assistance one-on-one.



Participants receive guidance from Jim Provo, of the Small Business Administration.



Potential business owners share ideas with Diane Laird, of the Downtown Dover Partnership.



Will Grimes, NCALL, offers words of wisdom upon hearing ideas for a business start-up.

Coffee On Us!

You may have noticed that we are trying something new with the look of our paper's front page. We will be changing the photograph on our front-page header each month, in order to feature images of picturesque and unique places in Central Delaware.

In addition, we thought it might be fun to host a little monthly contest. If you recognize the location of the header picture on our front page, be the first to CALL the CDCC office at (302)734-7513 and you'll win a \$5 Starbucks Gift Card!

"Congratulations to JR Ennis for correctly identifying last month's picture: Snow Geese at Bombay Hook National Wildlife Refuge. Thanks for playing, JR!"

For our Seniors, the Best is Yet to Come!

We can all agree that life is an experience of growth. We all spend our entire lives growing in one way or another. For most senior citizens, while growth in stature and maturity have probably peaked, they continue to grow in numbers! Do you realize that about 10,000 baby boomers in the U.S. will reach the age of 65 each year for the next 15 years? For Delaware, that means that, for the next 15 years, the population of people 65 years old and older will increase by 60%. Senior citizens represent the fastest growing segment of our citizenry.

On Thursday, April 23, 2020, from 9 am – 3 pm, over 4,500 people from Delaware and surrounding states will gather at Dover Downs Hotel & Casino for one of the largest expos of its kind in Delaware, the CDCC's 19th Annual 55+ Expo. The goal of this event is to bring seniors together with the products and services that will allow them to live their best lives. This FREE event will showcase businesses that can assist our seniors as they do their best to maintain active lifestyles and stay involved in our local community.

The 55+ Expo provides a great opportunity & exposure for exhibitors to showcase their products and services in front of this growing crowd. We want to provide our seniors with information on recreation, hobbies, estate planning, travel, technology, home care, senior living options, retirement planning and much, much more! In addition, we want to share valuable information with them regarding their health and wellness, nutrition, pain management, and the like.

Bayhealth Medical Center will be on hand to provide free health screenings and informational tables in our Wellness Center. Consultants will be there to help answer questions and offer guidance on the journey to better health. This day-long event will also feature sponsor-conducted seminars, a Cooking Show hosted by Dover Downs, and live entertainment.

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

If you are a vendor, imagine what an amazing opportunity this will be to share the good news about your business's products and services. Instead of spending your time, energy, and money trying to reach the masses of seniors and caregivers who are dispersed around our area, we'll bring the customers to you. This is an extremely efficient way to reach qualified customers in your target market!

Imagine the product and service awareness you'll be able to create with the visitors to this expo. You will have opportuni-

ties to talk with individuals who are highly interested in what you have to offer them. They will be interested in what you have to say because they made it a priority to be there.

Not only is the 55+ Expo a great place to meet prospective customers, but it's also a great forum for networking with other industry professionals. The Central Delaware business community thrives on business referrals. Imagine the partnerships that can be created at this event – partnerships that will earn you additional business are a great way to promote your expertise! To help facilitate this kind of networking, the Chamber will host a special reception for exhibitors following the expo at 3:30 pm. As a vendor, feel free to relax and enjoy a cocktail and hors

d'oeuvres while visiting with other vendors to help develop and expand your professional network. Stay tuned for details about the location of this reception.

The CDCC is currently seeking businesses who wish to be exhibitors in our expo. Each booth space is 8' x 10' and includes a skirted table with two chairs, a booth identification sign, and access to electricity. For CDCC Non-profit or State Agencies, the cost is \$375. The Early Bird rate for CDCC Members is \$425 – if registration is paid by March 1st or \$500 after March 1st. Non Members are also invited to join our expo – the fee for Non Members is \$900. Special double booth rates are available.

We'd like to take this opportunity to thank our businesses that have already committed to spon-

soring this event: our Wellness Center Gold Sponsor: Bayhealth Medical Center; our Caregiver's Support Center Gold Sponsor: Cooperative Credit Union Association; our Gold Sponsors: Humana, The Center at Eden Hill; our Media Sponsor: Dover Post; our Event Sponsor: Dover Downs® Hotel & Casino; and our Entertainment Sponsor: iHeartMedia (1410 WDOV & 1450 WILM). Some sponsorship opportunities are still available.

For more information on participating as an exhibitor or a sponsor, or to register online, visit www.cdcc.net/55plus or call the CDCC Office at (302)734-7513. We look forward to working with you as we work to assist our seniors and caregivers in living their best lives!

SAVE THE
DATE



55+
EXPO

EXHIBITORS
CAN REGISTER
ONLINE AT
CDCC.NET/55PLUS!

19TH ANNUAL 55+ EXPO

Thursday, April 23, 2020

9:00am – 3:00pm

at Dover Downs Hotel & Casino®

* 4,000+ Attendees * Over 100 Vendors * Wellness Center

* Caregiver's Support Center * Special Programs * Live Entertainment

* Exhibitor Only Reception following the Expo

Sponsorship opportunities available now! For more info, call the CDCC office 302-734-7513.

Member News

Bringing Everyone Onboard with the Chamber

On Wednesday evening, January 8th, the Central Delaware Chamber of Commerce was invited to do our very first official “onboarding” event for a member business. Eye Specialists of Delaware invited us to come and speak with their staff members about the ways their company’s Chamber membership benefits each of them. It was an eye-opening and exciting evening of sharing information about all the unique opportunities that are offered by the Chamber. “Onboarding” (familiarizing a new customer with products and/or services) is a little bit like a member orientation, only tailored to a specific company or business. We have often found that the people most involved in our activities are the official business representatives, the ones who receive the emails and the mailings. It seems that many employees are not aware that, as members of Chamber, the benefits are for them, too.

With 76+ Chamber events per year, employees can be encouraged to become acquainted with our activities and events, and then pick and choose which ones would best benefit them. Certain Coffee Coaching topics may be exactly what they need to enhance their skills, the Young Professionals Social may be the perfect avenue for gaining new contacts in their network, Leadership Central Delaware may be just the experience they’re looking for to help them rise to a leadership or mentoring position in their company – and everyone’s excited about

the CDCC Club Card and all the discounts it provides as a benefit of Chamber membership.

We greatly appreciated the invitation from our friends at Eye Specialists of Delaware and the opportunity they gave us to come and speak with their team. If you are interested in having us come to your business and do a similar presentation, tailored to the needs of your staff, please call us and we will be happy to add you to our calendar.

Membership at the CDCC offers a wealth of benefits for all employees of our member businesses – let’s work together to bring everyone onboard with the Chamber!



The CDCC Table was designed to help staff members learn about their membership benefits.



Eye Specialist Staff Leaders recount the successes of 2019.



The Staff at Eye Specialists of Delaware had a great time displaying their 2020 vision – get it?!



FREE Events! • All are Welcome!
January 30 through March 29, 2020



A series of events highlighting local African American history, culture, art, music and theater.



Courtesy Delaware Public Archives



Presented by Delaware State News
 Sponsored by Chesapeake Utilities

In partnership with Biggs Museum of American Art
 Delaware State University • Dover Public Library
 DonDel Productions • Sankofa Cultural Arts Center
 Inner City Cultural League

For more event details, dates and times visit www.DelmarvaEvents.net
 or www.facebook.com/DelawareStateNews/events

USDA Announces Rural Energy Funding for Ag Producers and Small Rural Businesses

Upcoming Deadline for REAP Applications March 31

DOVER, Del. Jan. 8, 2020 - USDA Rural Development has rural energy funds available for small rural businesses and agricultural producers to improve energy efficiency systems or install renewable energy systems under the Rural Energy for America Program (REAP).

The REAP grant can provide up to 25% of the project costs for energy efficiency improvements and renewable energy systems. The application deadline is March 31, 2020. Contact Bruce Weaver at Delaware Rural Development for information at (302) 857-3628 or at bruce.weaver@usda.gov

Recipients can use REAP funding to install renewable energy systems such as biomass, geothermal, hydropower and solar. The funding can also be used to increase energy savings by making improvements to heating, ventilation and cooling systems; insulation; and lighting and refrigeration.

In December, Deputy Under Secretary for Rural Development Donald "DJ" LaVoy announced that the agency had invested \$237 million nationwide to help farmers, agricultural producers and small rural businesses lower energy costs.

In 2019 Delaware Rural Development provided Haven Farms with a \$121,555 grant to assist with the purchase and installation of a 281.4 kW solar array system. USDA's investment will help this farm save \$31,751 per year in en-



ergy costs and will replace 387,208 kWh per year, which is enough electricity to power 35 homes.

In 2019 Maryland Rural Development provided Gratia Plana, LLC, with a \$87,060 grant to as-

ist farmers, ranchers, and rural small businesses in developing renewable energy systems and improving their operations. The funds will allow the purchase and installation of 117.72 kW solar

electric system saving the farm \$16,730 per year in energy costs. The system will generate 169,300 kWh of electricity per year, which is enough electricity to power 15 homes.

USDA Seeks Applications for Grants to Help Agricultural Producers and Rural Small Businesses Develop New Products

The deadline to apply is March 10, 2020.

The U.S. Department of Agriculture (USDA) Rural Development is accepting applications for grants to help farmers, ranchers, and producer-based businesses develop new products and expanding marketing opportunities.

Rural Development is making approximately \$37 million in grants available nationwide under the Value Added Producer Grant (VAPG) Program. The grants can be used to develop new products from raw agricultural products, to develop additional uses for already developed product lines, or to market value-added agricultural products.

Independent producers, agricultural operators, farmer or rancher cooperatives, and majority-controlled producer-based business ventures are eligible to apply. Priority will be given to



veterans, socially-disadvantaged groups, beginning farmers and ranchers, operators of small- and medium-sized family farms and ranches, and farmer and rancher cooperatives.

Electronic applications must be submitted to grants.gov by 10:00 pm EST on March 5, 2020.

Paper applications must be submitted by 4:30 pm EST on March 10, 2020. In Delaware and Maryland, applications should be submitted to your local USDA Rural Development office.

We strongly encourage you to contact a local Business and Cooperative Program Special-

ist prior to beginning work on your application for more details about the requirements and process. VAPG toolkits and other useful resources can be found on our website.

For additional information, see page 67703 of the December 11, 2019, Federal Register.

Member News

Mayor Christiansen Introduces the New Dover Police Chief

In a press conference on January 14th, Mayor Robin R. Christiansen introduced Thomas A. Johnson, Jr., his choice for Dover's new Chief of Police. Mr. Johnson was chosen from a pool of 22 candidates. His exemplary record of servant leadership and wealth of experience are what stood out during the selection process.

Mr. Johnson is a 24-year veteran of the Upper Darby Police Department. He served nearly eight years on the department's command staff. As Captain of Training and Professional Standards, reporting directly to the Superintendent of Police, his responsibilities included continuing education, operational training, hiring process, credentialing, poly/procedure, and internal affairs. He also served for six years as the Captain of Administration. He is described as an innovative and collaborative

leader with a balanced approach to achieving organizational goals.

Soon-to-be Chief Johnson began his career path in public service as an EMT, a position inspired in part by the 1970's television drama "Emergency!" He has cross trained in firefighting, emergency medical services, and emergency management. His skills include a superior communication ability, effective problem solving, organizational improvement, evidence-based decision making, and an exceptional ability to motivate others.

Mr. Johnson and his family will be relocating to Central Delaware in the next few weeks. He will officially begin his work in Dover in early February. Please join the Central Delaware Chamber of Commerce in welcoming Mr. Johnson and his family to Dover!



SPONSORSHIP OPPORTUNITIES AVAILABLE!

JAN & FEB CITYWIDE BLACK HISTORY CELEBRATION

Throughout Dover, DE

The Delaware State News presents a series of events highlighting African American history, culture, art, music, literature and theater. The theme of this year's Citywide Black History Celebration is "Beyond Segregation" which will be explored with programs at the Biggs Museum of American Art, the Dover Public Library, the Sankofa Cultural Arts Center and Delaware State University.



APR 25 W3 WHAT WOMEN WANT FEST

Wild Quail Golf & Country Club Wyoming, DE

A festive and relaxing day for women to gather together with their gal pals of all ages for a few hours of fun doing the things they love to do best!

The W3 Fest includes vendors, great food, door prizes, giveaways, a fashion show, demonstrations and entertainment.



AUG 15 DOVER COMIC CON

Downtown Dover, Delaware

Dover Comic Con is family-friendly, indoor-outdoor pop-culture festival with over a hundred vendors, artists & artisans, authors, a cosplay competition, fan groups, pop-culture cars, food trucks and panel discussions throughout the day. With the support of many local businesses and the City of Dover, this event has quickly grown into one of Dover's best-loved community events.



DELMARVA EVENTS

DelmarvaEvents.net
302.741.8200 • dsnevents@newszap.com

Your link to events presented by the Delaware State News, Salisbury Independent, Dorchester Banner and County Times

The Legislative Luncheon: Strong Bonds Matter

Responsibility, accountability, obligation, duty... are all words that are often used when describing the unique relationship between business and government. While the goals of each entity sometimes seem to be in direct competition, the health of their relationship is important. They are in many ways intertwined. A balanced relationship between the two is imperative in order to maintain the health of the economy and the state's quality of life. In order to foster health and balance, Delaware's business leaders must stay informed about which issues are finding their way to the legislative agenda - and the CDCC is here to help!

-- Allen Insurance Group, Artesian Water Company, Inc., C.S. Kidner Associates/Capitol Strategies, Comcast, Delaware State News, Delaware Association of Realtors, Delmarva Power, Del-One Federal Credit Union, DEMEC, Dover International Speedway, Highmark Blue Cross Blue Shield Delaware, McGinnis Commercial Real Estate Co., Pepsi Bottling Ventures of Delmarva, Shore United Bank, The Malberg Firm, LLC, The Willis Group, LLC, and Wilmington University.



On Tuesday, March 26th, from 11 am - 1:30 pm, we will host our 18th Annual Legislative Luncheon at Dover Downs Hotel & Casino Rollins Center, brought to you by our signature sponsor, BIG Investment Services. This unique opportunity, presented by the CDCC's Legislative Affairs committee, will give guests an opportunity to meet our Kent County Senators and Representatives, and participate in an open dialogue concerning business issues.

During the event, members of the Legislative Affairs Committee will ask pertinent questions of the gathered lawmakers regarding the issues that make up the CDCC's legislative agenda. This event will give our business community a chance to hear from each legislator and learn more about their stance on issues such as minimum wage, workforce development, regulations and permitting, infrastructure, taxes, and the like. The discussion will be kept to the issues that promise to have the most impact on business in Central Delaware.

A limited number of table-top displays will be available for businesses to share with guests who they are and what they do. Table-top displays are \$125, which also includes one lunch ticket. If you are interested in one of these spaces, please contact Cindy Friese at cfriese@cdcc.net.

The cost of this event is \$45 for Chamber members, if paid before March 11th, \$55 after March 11th. A reserved table of 8 may be purchased for \$360. Non-members are invited to participate for \$75 per person.

We would like to thank our sponsors who have helped to make this event possible (as of 1/23/20): our Signature Sponsor - BIG Investment Services; our Platinum Sponsors & Cornerstone Members: Axia Management, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft-Heinz Company, L&W Insurance, PAM Rehabilitation Hospital of Dover, and R&R Commercial Realty; our General Assembly Sponsors

18th Annual Legislative Luncheon

Thursday, March 26th
11 am - 1:30 pm

Dover Downs Hotel & Casino Rollins Center

Brought to you by:



Come meet your Kent County Senators and Representatives and participate in an open dialogue concerning business issues.

- \$45 per person for Chamber Members if paid by March 11th (\$55 per person will be charged after March 11th)
- \$360 for a reserved table of 8
- \$75 per person for Non-Members

A limited number of table top displays will be available at \$125 and includes one lunch ticket. Call Today! 302-734-7513

Member Cost \$45 for reservations made before March 11, 2020
Mail to: CDCC, 435 N. DuPont Hwy., Dover, DE 19901. FAX: (302)678-0189 or email adminassistant@cdcc.net

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The Master's Tournament... in Miniature!

Whether you are an avid golfer or just a fun-loving duffer, the CDCC has an opportunity for you! The first-ever Chamber Mini Masters will be held on Wednesday, April 29th, beginning at 4 pm at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming. Even if you don't know the difference between a birdie and a bogey, a slice and a hook, or a mulligan and an ace, you are eligible and qualified to be part of this soon-to-be infamous Central Delaware tourney!

The Mini Masters is a putt-putt version of the Masters in which teams of four will compete on the 18-hole course at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming. Member businesses are invited to sponsor holes and send teams. Individuals may team up with other players to form teams of four as well. Prizes will be awarded in several categories and the overall tournament winner will receive the coveted BLUE jacket... and, of course... bragging rights!

All 18 teams will tee off and make their way around the miniature golf course. They will receive snacks and drinks along the way. Some may reserve the services of their team's own caddie. The golfers may try their hand at skipping the golf ball on one of the water features. Golfers will be able to purchase chances in the ball drop and mulligans to use along the way. This event will, in every way, be our own version of the famous Masters Tournament... in miniature.

This event promises network-

ing opportunities, a chance to gain qualified leads, friendly competition, and fun! Food and beverages will be available. There will be no need for Augusta pimento cheese sandwiches - but instead, be on the lookout for the CDCC signature "Mini Masters Crabby Caddie" and other fun surprises!

We are currently seeking sponsors who will earn advertising rights for their businesses by helping to defray the cost of the event. There will be opportunities available for hole sponsors, a hole-in-one sponsor, prize sponsors, award sponsor, as well as a cooler sponsor and snack sponsors. You won't want to miss this opportunity to share your company's swag as a Mini Master's sponsor!

For more information about participating in the Chamber Mini Masters or signing up to be a sponsor, please call the CDCC Office at (302)734-7513 or visit us at www.cdcc.net. We look forward to teeing off with you at the Chamber Mini Masters in April!



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Awarding Excellence: Your Nominations Matter!

The Central Delaware Chamber of Commerce is comprised of over 850 businesses who all strive to achieve their very best and who excel in a variety of ways. Each year, the Chamber recognizes those who, according to their peers, have truly achieved excellence. American writer, Robert Ingersoll, once said, "We rise by lifting others." It is once again time for Chamber members to nominate those businesses that have risen to the top in the past year – so let's rise to the occasion! "Excellence" has been defined in various ways: greatness... the quality of being outstanding or extremely good, of being truly the best at something... distinction... superiority... Among Chamber members, excellence is measured by positive interactions with the public, a demonstration of growth, a prevailing response to adversity, and a passion for service to the community. Excellence achieved by an active pool of high achievers is truly excellent.

It is imperative that the members of the Central Delaware business community support each other's successes. It has been said many times by many people that "when one wins, we all win!" There is so much good happening in Kent County that it is hard to choose a "best." But by recognizing a "best," we all are motivated to improve, to excel, to grow – and ultimately to contribute to the greater good of Central Delaware.

In 2018, Joe and Kristin Garronmone, of Roma Italian Ristorante and Sul Tempo, were given the biggest surprise of their careers as restaurateurs: they were nominated for the CD-CC's Small Business of the Year Award... and ultimately won. "The whole experience from top to bottom was absolutely amazing," remarked Kristin. "We will never forget how that nomination and award, decided by our peers, made us feel. We met incredible business people, we were introduced to Delaware's Governor, and we made great connections that will last forever!"

When asked about the value of the award and what it meant to them, Kristin said, "It mattered so much to us because this is a small community. It was a morale booster for my family and my staff, it motivated a boost in our customer base, and it resulted in a steady increase in revenue for our business. It was a wonderful way to celebrate everyone's hard work, the way they all go above and beyond. It was a testimony to the ownership our team shows in the restaurant."

As you, our members, consider nominating businesses for the Excellence in Business Awards, know that it matters. Every nomination is valuable and every nomination has the potential to encourage the nominees in deep and meaningful ways. When Kristin was asked about the part of the process that meant the most,



she replied, with tears in her eyes, "Knowing that my mother was there with us and seeing the look of unmasked pride and joy on my father-in-law's face when it was announced, after 47 years in business, that we had been recognized for our efforts, that we had won. This was the most significant thing that has happened to us in our entire career."

Each year, nominations are gathered for three prestigious awards: Large Employer of the Year (for companies of more than 50), Small Business of the Year (for companies of up to 50), and Young Professional of the Year (for individuals between 21 and 35 years of age). The nominations are reviewed by a committee made up of previous award winners who select three nominees in each category. This is followed by a vote of the Chamber members that determines the winner. Finally, the awards are presented in June at the Awards for Excellence Dinner that concludes the Chamber's year of events.

Nomination forms will soon be mailed to Chamber members and will be available online. For more information about making nominations, please call the CDCC Office at (302)734-7513. Let's keep our eyes open for the outstanding, the magnificent, and the awesome. Let's encourage the work of our fellow member business and notice their exceptional work – it's time to award excellence!



Ambassador's Corner



Erlene George

Erlene is the owner of a financial education business, under the corporate umbrella Primerica. She teaches people about how money works, so they can make informed decisions about how to manage their finances. The company's mission is to help families earn more income and become properly protected, debt free and financially independent. Erlene offers a wide variety of services designed to help people achieve their financial goals. Some of these products and services include investments, retirement planning, debt solutions, life insurance, identity theft, legal protection, long term care, Vivint Smart Home security system, auto and home insurance referral program - and soon, mortgages!

Erlene is thrilled to be part of the Dover business community and is exploring the possibility of expanding her company. She is currently in search of motivated, caring people to grow with her. Erlene would love to hear from anyone who might be interested in joining this exciting adventure!

Erlene loves to find ways to give back to her community. One way that she does this is to provide complimentary Financial Wellness Workshops throughout our area's business community. To schedule a workshop or receive additional information, feel free to contact her at (410)708-0678 or egeorge@primerica.com.

Previously, Erlene was the owner of three floral businesses in Dover - a career of over 20 years - and became involved with the CDCC during that time. She is grateful to the chamber for their education, marketing, legislation, and networking opportunities, which have all assisted her in her



businesses. Networking is key for the growth and development of both the business and the business owner. The many Chamber networking events make it possible to build sustainable relationships, rather than just adding connections.

Erlene is a graduate of Leadership Central Delaware Class of 2018 and an active member of Fund for Women. She enjoys helping others and strives to make a positive difference every day. Serving as an ambassador affords her the opportunity to do this, as well as provide service to the community that has supported and encouraged her for so many years.

A New Year, A New Look

At the CDCC, we are working internally on a project to refresh and revamp our marketing materials. As you have probably experienced in your own businesses, promotional materials, over time, can become stale and outdated. There are so many amazing things happening at your Chamber - we want everyone to understand the value of a Chamber membership and be able to take advantage of the benefits it provides. Our goal is to create a clean, fresh, updated way to share our story with the community.

Experience tells us that the best way to validate our story is through the words of our members. What you say matters most when the public seeks to understand the potential return on their investment in a Chamber membership. What you say about your positive experience with the CDCC can provide the much-needed "social proof" that tips a wavering prospect into further investigating the idea of membership in the Chamber or participation in one of our events.

To that end, we are seeking testimonials from you, our members, to use in our marketing materials and in other ways to help tell our story. A testimonial, by definition, is a written recommendation affirming the performance, quality, and / or value of a product or service. In order to be effective, testimonials should not be anonymous because the credibility of the writer adds to the credibility of the statement.



Testimonials should be relatively brief and to the point, and they must cite specifics.

Testimonials about the CDCC should revolve around the questions: How has the Chamber helped to grow your business? Or what has your Chamber membership meant to you? Testimonials may be about Chamber membership in general or about the specific aspects of membership that have meant the most to you. Perhaps your experience at a Coffee Coaching Session, a Young Professionals' Social, the Leadership Central Delaware Program, or a particular event or activity is, for you, what best shows the value of the CDCC. Write about what has mattered most to you!

If you are interested in submitting a testimonial for our review and potential use, please email it to Dina Vendetti at marketing@cdcc.net. Thank you for your help in sharing the good word about what the Chamber can do to help grow businesses in Central Delaware!

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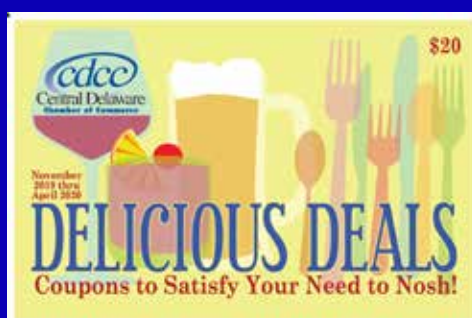
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New Member Spotlights



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In her spare time, Lisa performs on stage throughout Sussex County - most recently with



the Delmarva Improv Group. She is also a published poet and artist.

Having moved to Delaware in 2013, Lisa has been a member of several groups throughout the State; however, in learning what CDCC has to offer - she knew it was the right fit for her company. A Chamber can be integral in the success of an organization and a champion for small business. Clearly, the CDCC offers this and so much more for its members.

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Tiffany Baird Coco Couture

My name is Tiffany Baird, "mom-preneur" and owner of Coco Couture LLC, mother of 5, domestic violence survivor, and Philadelphia native. My children and I moved to Central Delaware 3 years ago from Philadelphia - we needed a fresh start. My background is in sales and marketing, so I always knew I'd be selling something. I've always wanted to have my own restaurant and be the first successful business owner in my family. This is very important for me because I want my children to understand that owning a business and creating success is always a possibility!

I have been passionate about cooking and baking for as long as I can remember. My uncle was a chef, and he became my very own "Chef Ramsey." He was always very particular about the discipline of cooking and what happens in the kitchen. I have learned to appreciate the lessons he taught me - even though, as a child, they were difficult to swallow! He understood the importance of creating amazing dishes and desserts for people to enjoy - and he passed that on to me. I love what I do -- I'm able to bring families together, make people smile, and be a part of everyone's special occasions - enhanced by my baked goods. Every customer deserves the best I have to offer.

My business, Coco Couture LLC, is an online bakery: we create beautiful desserts and deliver them right to your door! All orders are customized, based on our customers instructions. Our products, made fresh to order, include cheesecakes, cakes for



all occasions, cupcakes, cookies, and all things sweet! We promise that all of our products are made with high quality ingredients - and with lots of love! In addition to our product line, we also offer cake decorating classes, cupcake classes for adults and children, private parties, team bonding events, dessert pairings, and more.

We love the CDCC and have received a great deal of support from the team. I initially joined the Chamber because I knew it would bring a certain level of credibility to my new business. The day I joined, I felt like my business was finally "official!" Since that day, the Chamber has become like family. The staff there is always ready to encourage and support me, to offer advice, and to help spread the good word about Coco Couture LLC.

For more information about Coco Couture, visit our website at https://coco-couture-llc.business.site/?utm_source=gmb&utm_medium=referral, check out our Facebook page at <https://www.facebook.com/cococouturellc/> or call us at (302) 423-0564.

Home & Garden

Continued From Page 1

The Home & Garden Show is the perfect place for busy people! Where else could one find all these experts from different companies under one roof at the same time? For "do-it-yourselfers," this is a great place to receive some quick tips on a variety of techniques. A visit to this expo-style event is sure to be a time saver for anyone interested in home improvements. Home & Garden Shows are also famous for providing discounts or cost-effective deals that shoppers won't see in stores or even online. In addition to saving time, the Home & Garden Show may also save you money!

Homeowners will be amazed by the latest innovations and trends in the construction industry. Shoppers may find items that they've been searching for to add to their home's décor or hard-to-find accessories. Often, customers may have an opportunity to touch or even try out products before they make their purchases.

A great way for the whole family



to spend a February Friday or Saturday, the Home & Garden Show will be the perfect opportunity to put the imagination to work and dream about how to make creative improvements to the place you call "home." This event is open to the public and admission is FREE!

This remarkable event, brought to you by Harrington Raceway & Casino, is also sponsored by the Delaware State News, Bright Side Exteriors, OnQ Financial, Dover Tents & Events, and Snow's Painting Service.

For more information about the Home & Garden Show, please call the CDCC Office at (302)734-7513 or visit us at www.cdcc.net. We look forward to seeing you at the CDCC's Home & Garden Show at the end of this month!

Military Affaire

Continued From Page 1

ness community gets together with DAFB's military personnel, it is always an amazing, rich, conversation-filled experience. As this military and civilian community comes together, relationships are built and a sense of mutual trust, gratitude, and community pride are fostered. These bonds often result in business partnerships as well. This fun-filled reception could be the start of some brand-new partnerships for you and your business!

In addition to our Premiere Sponsor, Dover Federal Credit Union, our event is also brought to you by our Five Star Sponsors: Air Force Association Galaxy Chapter, Alpine & Rafetto Orthodontics, Air Mobility Command Museum Foundation Board, Bavarian Bakery & Deli, Bill Hare - Always Advertising, Ceil Jones, Realtor/Myers Realty, Century Engineer-

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On the evening of the event, have your photo ID available when you enter Dover Air Force Base at the Main Gate. You will be directed from there to The Landings where the Military Affaire is being held.

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