

# Chamber Connections



LCD Invitational

..... Page 5

**IN THIS ISSUE...**

Cornerstone – Dover Federal Credit Union

..... Page 3

19th Annual 55+ Expo

..... Page 10

Recap: The Home & Garden Expo

..... Page 12-13

## CDCC Presents 18th Annual Legislative Luncheon



A strong bond exists between business and government. They not only co-exist, they are absolutely dependent on each other. In Delaware, we are fortunate to experience such a bond between members of the business community and our legislators. Much is accomplished in the First State in a relational, collaborative way. Business leaders and politicians work together for the common good by working through the questions posed by legislation and the implications that certain laws will have for business in Central Delaware.

On Tuesday, March 26th, from 11 am -

1:30 pm, we will host an event where that kind of constructive conversation is sure to take place. Our 18th Annual Legislative Luncheon will be held at Dover Downs Hotel & Casino Rollins Center, will be 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

See Luncheon — Page 19

## Pro or Putter – THE Chamber Mini Masters is for YOU!

Imagine for a moment... impeccably manicured greens and fairways, blooming azaleas at every turn, a gentle Georgian breeze, melodious bird sounds floating through the air... no cell phones, no distractions... just you, swinging your newly polished clubs, and that dimpled white ball headed straight for the cup. Picture yourself as you are awarded the coveted green jacket. It's fun to imagine!

While most of us will never play, let alone win, the famous Master's Tournament, leave it to your CDCC to figure out a way to host an event where everyone can participate – and where everyone has a chance to win. Since Delaware is approximately 30 times smaller than Georgia, it only stands to reason that our version of the Master's would

be done in miniature! That's right – THE Chamber Mini Masters is a putt-putt version of the famous golf classic!

THE Chamber Mini Masters will be held on Wednesday, April 29th, from 4 – 7 pm, at Tre Sorelle Ice Cream & Mini Golf in Wyoming, DE, in conjunction with our April Sunset Business Mixer. 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 of four will tee off and

See Mini Masters — Page 19



## March Sunset Business Mixer at Advantech, Inc.



It's time to mark your calendars for March's Sunset Business Mixer. Sunset Business Mixers are the leading networking opportunity provided by the Central Delaware Chamber of Commerce. These amazing gatherings give business members a chance to connect in a casual setting while exchanging business cards and enjoying delicious refreshments. These events are a valuable benefit that comes with your Chamber membership.

March's Sunset Business Mixer will be held on Wednesday, March

25th, from 5 – 7 pm at Advantech, Incorporated. Advantech, incorporated in 1990 and celebrating their 30th year in business, serves the Mid-Atlantic by providing clients with high quality systems and services to improve security, life-safety, convenience, and quality of life. Advantech's team stands ready to work with clients from the planning stages to implementation and beyond with providing detailed technical support, professional service, and effective solutions. In an Open House style event, the folks at Advantech, Inc., are anxious to share their story and to show off their corporate headquarters in their new

state-of-the-art facility at 151 Garrison Oak Drive, in Dover. A ribbon cutting will take place just before the Mixer at 4:45 pm – please come and join the celebration!

Plan to attend this month's Sunset Business Mixer! Why not make it a goal to collect at least 6 business cards as you network with business colleagues? The Mixer is the perfect setting in which to catch up with other members and walk away with qualified leads. For more information or to register, please call the Chamber Office at (302)734-7513 or register through our Event Calendar online at www.cdcc.net.



# Judy's Journal



PRESIDENT - JUDY DIOGO

## Surprise – An Election is Coming!

My guess would be that I don't have to tell any of you that we are in the midst of an election year. Pretty much everywhere you go, everything you watch and everything you hear includes an election message somewhere. And, the real zinger: we have nine long months until all this stops in November.

I am not here to add to your election messaging, but I am here to let you know that your Chamber, the CDCC, is absolutely engaged in what is happening legislatively not just in our state, county or municipalities, but also at the national level.

For now, we are going to really focus on what is happening at our State level. Our General Assembly has been in session and they are now out for Joint Finance Committee Hearings. We also have heard our Governor's State of the State Address and we also have seen his recommended budget for the State.

The CDCC has already started working at Legislative Hall to lobby for our members. Many of the Bills we tracked last year during the first part of the 150th General Assembly are still in play. Those that we are watching right now include the Legalization of Marijuana and the Minimum Wage Increase.

As you will see in this issue of the Chamber Connections we are also working on our Legislative Luncheon. We will be hosting the

Legislative Luncheon on Thursday, March 26th starting at 11 a.m. at the Rollins Center, Dover Downs Hotel & Casino.

This event is an important one. This event provides you, our members, with an opportunity to talk with your legislators to find out where they stand on legislative issues that will affect your business. This is your opportunity to tell them your story.

And for our Legislators, this event helps them understand where the business community stands on issues and why. They get to hear first-hand from you, in a very real way, how the legislation they are considering will impact you and your business.

As a Chamber we will also email out Legislative Alerts and Legislative Calls to Action to keep our members abreast of the legislation coming your way and how it could impact you. In the summer months, we will also conduct candidate interviews to find out where those running for election stand on the issues that will most affect our business community. We will publish these interviews in this newspaper in October.

So, we all know we are in the midst of an election year, we encourage you to use these opportunities and resources to be a part of the decisions being made around you and for you! Don't be surprised by what happens – instead, be a part of what happens!

## Calendar of Events

### MARCH 2020

- Monday, March 2nd**  
Executive Committee Meeting  
8am-10am, CDCC Conference Room
- Thursday, March 5th**  
Leadership Central Delaware  
8am-5pm, Public Safety Day
- Thursday, March 5th**  
Kent County 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,  
Dover Downs Mezzanine by Toppers
- 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-1:30pm  
Dover Downs Hotel & Casino

### APRIL 2020

- Thursday, April 2nd**  
Leadership Central Delaware  
8am-5pm,  
Health and Human Services Day
- Thursday, April 2nd**  
Kent County Open for Business  
8:30am-10am,  
Kent County Levy Court
- Wednesday, April 8th**  
Coffee Coaching  
8:00am,  
Keystone Funding
- Thursday, April 9th**  
Member Orientation  
12:00pm,  
CDCC Board Room
- Friday, April 10th, Good Friday**  
Office Closed
- Tuesday, April 14th**  
CDCC Board Meeting  
7:30am,  
Chesapeake Utilities Corp.
- Tuesday, April 14th**  
Marketing Committee Meeting  
9:00am,  
CDCC Board Room
- Tuesday, April 21st**  
LCD Steering Committee Meeting  
12:00pm,  
CDCC Board Room
- Thursday, April 23rd**  
19th Annual 55+ Expo  
9:00am– 3:00pm,  
Dover Downs Hotel & Casino
- Wednesday, April 29th**  
Ambassador Meeting  
3:30pm,  
Tre Sorelle Dolce Ice Cream & Mini Golf
- Wednesday, April 29th**  
Sunset Business Mixer/  
The Chamber Mini Masters Golf  
4:00pm-7:00pm,  
Tre Sorelle Dolce Ice Cream & Mini Golf

Thank you to the CDCC Cornerstone Members!

CDCC CORNERSTONE MEMBERSHIP  
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435 N. DuPont Highway, Dover, DE 19901  
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www.cdcc.net

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 - Dover Federal Credit Union

## Is It Time to Refinance Your Mortgage?

You love your home. But your mortgage? That might be a different story.

If you're like many homeowners, sky-high interest or the wrong type of mortgage could keep you from enjoying your home for all it's worth.

Refinancing could be your answer. With this popular solution, you can keep the home you love but swap out your existing mortgage for one that's a better fit. Here are eight signs that refinancing is right for you.

### 1. Rates Are Low

Mortgage interest rates are constantly changing, so timing is essential.

If you want to lock in a fixed rate, you'll want to refinance when average mortgage rates are low. If you got your current mortgage during a time of high interest, switching to a lower-rate loan could save you many thousands of dollars (use our mortgage calculator to see for yourself).

While rates on home loans are starting to rise, they're still historically low. According to Freddie Mac, in 1981, the average rate on 30-year fixed-rate mortgages hit a whopping 16.63%! That's higher than many credit cards today.

Because rates are currently very low, now is a great time to refinance if you meet some of the other conditions below.

### 2. You've Built Up Equity

Borrowers who have had their home for a while often benefit most from refinancing. Along with getting typically lower rates, longtime homeowners won't have the extra cost of private mortgage insurance (required until you've paid off at least 20% of your home).

Also, you'll need to have equity in your home if you're looking to access extra cash (see #6 below).



**Dover Federal**  
CREDIT UNION  
LOCAL PEOPLE • LOCAL DECISIONS

### 3. Your Finances Are in Good Shape

If you've been in your home for a while, chances are you've advanced in your career and now have more income, more savings, and better credit than when you got your mortgage. Strong finances, including a great credit score, are key to getting the best available rate.

### 4. You Want to Own Your Home Sooner

The 30-year mortgage is popular because it lowers your payments by spreading them out over a longer term. However, the extended term allows more time for interest to grow.

Provided they can afford higher monthly payments, homeowners who want to save money and own their home sooner (such as those approaching retirement) often refinance to a term that lets them pay off their home faster.

### 5. You Want Lower Payments

On the other hand, you may want to save money now by lowering your payment. Maybe you financed your home with an adjustable-rate mortgage, and your rate jumped up when the initial fixed-rate period came to an end.



Or, maybe you'd like to spread out your payments over a longer term and lock in a low fixed rate with predictable monthly payments.

### 6. You Want Access to Cash

If you're planning to build an addition, redo your kitchen, or help your child pay for college, refinancing could be a great way to access low-cost funds. This is done through cash-out refinancing, in which you borrow more than the loan balance, then pay back this extra cash as part of your monthly payments.

It's important to keep an eye on the current housing market. Home prices fluctuate, and if local home prices have dropped, this will affect the value of your equity in your home.

### 7. You Plan to Stay

Refinancing requires an upfront investment: up to a few thousand dollars in closing costs. Through lower payments, you'll make this money back over time, which is why refinancing only makes sense if you don't plan on moving in the foreseeable future.

able future.

### 8. It Will Simplify Your Finances

Some homeowners use the equity they've built up to take out a second mortgage such as a home equity line of credit. This can be helpful, but it also leaves them with two separate mortgages to keep track of. A refinance can be used to consolidate your first and second mortgage, paying them off with one lower-rate loan and one simple monthly payment.

### Ready to Refinance?

We're ready to help! At Dover Federal Credit Union, we'll help you find the right refinancing option and make the process a breeze.

Turn to us for great low rates and flexible options, including our low-rate Equity Advantage loan that pays off your home in only 10 years. To learn more and get started, reach out today, or start our easy online application right now.

## Connections were Made through the Emerging Employee Expo

The CDCC is pleased to report that our first-ever Emerging Employee Expo (e3) was a great success! The Expo was held on January 22nd & 29th and February 5th at Wilmington University, Wesley College, and Delaware State University respectively. Throughout e3 we saw about 250 college students interested in internships, job shadowing opportunities, as well as employment. In addition, we awarded 64 Certificates of Employability. Certificates were earned when the students had significant conversations with at least 5 employers and attended at least two of our seminars during their time at e3. We are happy to report that there is a great deal of talent and positive energy in these bright, young emerging employees!

We would like to say a special "thank you" to everyone who helped make e3 a valuable experience! Thank you to Delaware State University, Wesley College, and Wilmington University for graciously hosting the events. Thank you to our seminar presenters: Eli Schrock of



i.g. Burton & Company, Inc., Bobby Jones of Bright Side Exteriors, Jonathan Parker of Jonathan L. Parker & Associates, and Debbie Smith, Kisha Brown, and John Martin of Chesapeake Utilities Corporation. Thank you to our member businesses who were represented at e3: Axia Management, Bayhealth, Center at Eden Hill, Chesapeake Utilities Corporation, Delaware Department of Labor, Delmarva Benefit



Group, Dover Air Force Base, Dover Downs Hotel & Casino, Dover Federal Credit Union, Edgewell, Eye Specialists of Delaware, Johnny Janosik, Inc., Keystone Funding, Nurse Next Door, Post Acute Medical, and Ready 4 Work. And thank you to all who attended, supported, and encouraged the debut of this new event!

For more information about e3 or to inquire about participating



in the future, call the CDCC Office at (302)734-7513. We'd love to have you join us as, together, we work to develop and maintain a strong and vibrant workforce!



# Of the People, By the People, and For the People

How does government work? How do politics affect the business community? What are the current issues facing the general assembly and what role will they play in Central Delaware's workforce? February found the LCD Class of 2020 walking the halls of Legislative Hall, hearing from elected officials and those who work with them, and learning about the impact of Government and Politics on the area's business community.



A program of the Central Delaware Chamber of Commerce

This informative and insightful day began with an introduction to the inner workings of the General Assembly and the role of the Small Business Caucus. CDCC Board Member and lobbyist, Scott Kidner, took the class through the process of lawmaking. He shared information about how laws are written, debated, and reviewed. Scott emphasized the need for involvement on the part of the community stakeholders and the need for clear, direct communication. In his words, citizens, business leaders, and any other voters who feel strongly about issues being discussed in the legislature must "show up and stand up." Delaware is a state where each voice counts and each voice needs to be heard.



Rep. Yearick and Henry Huizinga explained the potential impact of the legalization of marijuana.

The class was treated to a tour of our beautiful and historic Legislative Hall by tour guides from First State Heritage Park. Meeting place of the state's lawmakers, Legislative Hall features two beautiful chambers designated for use by State Senators and Representatives. The Class was briefed on the long line of gubernatorial portraits and other outstanding works of art located in the building. Legislative Hall is a place designed to serve its constituents and provide access to Delaware's lawmakers in a way which will promote collaboration between legislators and citizens.



Everyone was engaged in the Roundtable discussions.

Class members were involved in two roundtable discussions regarding hot topics that currently face the General Assembly: Minimum Wage and the Legalization of Marijuana. Scott Saxon, Executive Director of Human Resources at Harrington Raceway & Casino and Senator Nicole Poore, 12th District, led the discussion and provided insight and information on Senate Bill 105, which would raise the minimum wage \$1 per year until it reaches \$24 per hour in 2024. Janie Libby, retired HR specialist for Dover Downs Hotel & Casino, Representative Lyndon Yearick, 34th District, and Henry Huizinga, plant manager, Kraft Heinz, worked together to provide information regarding House Bill 110, a bill to legalize the use of recreational cannabis for adults 21 years of age and older. Both discussions centered around the impact that these pieces of legislation would have for the business community. Class members' involvement in the conversations helped them to understand the expanse of these topics and the intricate levels of detail faced by lawmakers.



Class members enjoyed their roles as City Councilmen.

eral Assembly and track bills that promise to impact the way business is done in Kent County. The CDCC is in the unique position of tracking upcoming legislation and notifying business members when their voices are needed to guide the path that legislation takes - this activity is a critical member benefit. She emphasized the need for people to respond to the "alerts" sent out by the CDCC on their behalf by calling lawmakers or showing up to public hearings to voice their opinions.

Government & Politics Day ended at City Hall where class members participated in a mock City Council hearing. Class members were tapped to play certain roles in the meeting and participated in a lively discussion. Mayor Robin R. Christiansen and Council President Bill Hare were on hand to guide the activity and discussion.

Class members were intrigued by this behind-the-scenes look at the creation of laws and the passing of legislation. This day gave them a chance to reflect on the role of business leaders in the process and to consider when and how to make their voices heard in the process. They valued the face-to-face contact with the lawmakers and enjoyed their part in the day's many discussions.



An impressive group in an impressive place



Class members were encouraged to express their opinions.



Judy Diogo explained the CDCC's pivotal role in legislation.



The serious conversations were sweetened with a little levity.



Every person has a voice at Legislative Hall.



Mayor Christiansen helped explain the process of City Government.



Democracy is where we are called to stand up, show up, and speak up.



# Building a Generation of Leaders



In the simplest terms, “leadership” is defined as the art of motivating a group of people to act toward a common goal – but true, genuine, effective leadership is so much more. Guidance, direction, authority, and influence are all words that begin to uncover the root of leadership. Communication, visioning, time management, and teamwork are all known as leadership skills. Honesty, dedication, responsibility, accountability, and empathy are some of the characteristics of good leaders. But how is this all connected? And, more importantly, how is it lived out in the place where we live, work, and play? To understand what this all means and to begin to discover your role in leading change in Kent County, perhaps you’d like to check out the CDCC’s Leadership Central Delaware program!

The Central Delaware Chamber of Commerce (CDCC) invites you to attend our Class of 2021 Invitational Reception on March 19th, from 5 – 7 pm, to learn all about Leadership Central Delaware from Chamber representatives and the program’s alumni. This networking social will be held on the Mezzanine by Toppers inside Dover Downs Hotel & Casino.

Since its inception, Leadership Central Delaware (LCD), the diamond program of the CDCC, having graduated more than 450 individuals, has had a significant positive impact here in Central Delaware. LCD is designed to create effective, dynamic, knowledgeable leaders. This program connects emerging leaders through diverse networks, while enhancing

leadership skills and community knowledge, resulting in increased value, individually and professionally.

Participants in LCD gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the community, connections with people of influence, and an understanding of the importance of collaboration among businesses... all while developing and enhancing their own leadership skills. Sponsoring companies will receive ten months of advertising to 1,500+ people through numerous CDCC avenues, engaged and connected employees who are ready to make a positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work, and play.

“My experience with LCD has exceeded my wildest expectations...” claims Vince Setnar of Dover Federal Credit Union and LCD Class of 2020. From the Class of 2013 and Lessard builders, Christina Lessard states, “I would recommend LCD to anyone who wants to build professional relationships with a diverse business community.” “Leadership Central Delaware opened so many doors in the business community and allowed me to build relationships that have lasted the test of time,” remarks Adrienne Hawes, WSFS Bank and the Class of 2010.

LCD’s 10-month program is comprised of 9 day-long learning sessions (one per month, beginning in October), an opening and a closing retreat, and graduation. Each day-long session

**CLASS OF 2021**

**INVITATIONAL**

Join us for a networking social to learn about the LCD program and how you can evolve into the next generation of leaders in Central DE.

**March 19, 2020**  
**5:00-7:00pm**  
**Mezzanine by Toppers inside**  
**Dover Downs Hotel & Casino**

RSVP to Heather McTheny | lcd@cdcc.net

(8 am – 5 pm) is focused on a different economic segment of Kent County. The days are spent hearing from the leaders of various industries, enjoying presentations and tours, and engaging in hands-on learning experiences.

Mark your calendars and come to this FREE Invitational event to learn more about LCD and to meet your potential classmates. Class sizes are limited – participants are chosen through an interview process. For more information or to register, please contact Heather McTheny at the CDCC Office (302)734-7513 or lcd@cdcc.net. We look forward to seeing you at this informative event as we share the details of LCD with you!

## Small Business. Big Support.

Visit [www.DelBiz.com](http://www.DelBiz.com) for one-on-one help with starting or growing your business.

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# Our January Event was Three Times the Fun!

On January 29th, over 190 members and guests gathered at Noble's Pond to learn about the Central Delaware Chamber of Commerce, hear first-hand from over 25 business members, and network with fellow chamber members. Our January Sunset Business Mixer included both our CDCC Showcase Event and a Member 2 Member Expo. Current and prospective members alike came together in a beautiful, casual setting to hear about the work of the Chamber and to see in action what the Chamber does. The evening proved to be a wonderful celebration of "all things Chamber!"

We would like to extend a big thank you to the folks at Noble's Pond for their generous hospitality in allowing us to gather in their beautiful location. Thank you also to Affordable Business Systems for sponsoring the food - and to Jennifer Rambo and her team at Mission BBQ for catering the delicious fare. Thank you also to Alex Vaughan, Affinity Entertainment, for sound support and to Paul Joslow for his video presentations. And a great big thank you to our exhibitors and

all of you who attended!

Mark your calendars now for our March Sunset Business Mixer which will be held on March 25th, from 5 - 7 pm, at Advantech, Inc. in their new state-of-the-art facility at 151 Garrison Oak Drive, in Dover. Enjoy an evening of networking, connecting with qualified leads, delicious refreshments, and an opportunity to hear about Advantech's work and see their new building. Don't forget your business cards! It's not too early to register for this FREE event! To register or for more information, call the CDCC Office at (302)734-7513 or register online through our events calendar at [www.cdcc.net](http://www.cdcc.net). We look forward to seeing you there!



Charles Robinson, BNC Realtors 1000 LLC, shared chocolate covered strawberries and quickly become the crowd favorite!



Lake View Realtors were happy to be on hand.



Our audio/visual engineers were magnificent!



Delaware Hospice was pleased to share the importance of their services.



Esther Rich, Special Touch Card Creations, enjoyed an evening of sharing her wares.



The Eye Specialists of Delaware were on hand to share their 2020 Vision!



A big thank you to ABS for sponsoring the evening's delicious refreshments.



Door prizes were awarded in a business card drawing.



The folks at Noble's Pond provided a lovely setting and a warm welcome.



Our Member 2 Member Expo provided an opportunity to learn about local business members.



The 50/50 Raffle yielded quite a prize!



The Kritter Sitters were in the house!





Wendell always pays attention to "details!"



Door prizes are always a Sunset Business Mixer highlight.



The Class of 2020 was on hand selling raffle tickets and raising money for their Community Impact Projects.



This "Bold Girl" enjoyed her time talking with members and guests.



The CDCC Ambassador Team spent the evening connecting guests with information.



The team from Atlantic Home Loans offered helpful advice to Expo attendees.



The Expo was a great place to chat with colleagues about what they do.

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**2020 ORBIS FUNK SHOW**  
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 APRIL 4TH 9AM - 1PM

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# An Affaire to Remember



Col. Shannon Anderson, 436th Airlift Wing, Vice Commander

For many, February 12th was just an ordinary February evening... but for our Dover Air Force Base military personnel and over 163 Chamber members and guests, it was a memorable celebration of TEAM Dover! A happy crowd gathered at the Landings Club at DAFB and, beginning at 5:30 pm, the conversations continued well into the evening. Our military friends used this time to get to know the business community and learn about life here in Central Delaware, while our members spent the evening expressing their gratitude and support for all that happens at DAFB.

The annual Military Affaire, hosted by the Military Affairs Committee of the CDCC, was marked this year by lively networking, relationship building, idea sharing, and comfortable camaraderie. The Landings provided a lovely setting and delicious hors d'oeuvres. The gathered crowd was introduced to the 436th Airlift Wing's Vice Wing Commander Shannon Anderson and heard remarks from Col. Timothy P. Haines, Commander of the 512th Airlift Wing.

The CDCC would like to express our thanks to our signature sponsor, Dover Federal Credit Union. We would also like to thank 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, Century Engineering, Chesapeake Utilities Corporation, City of Dover, CNU Fit, LLC, Col. Robert Mooney - Delaware Wing Commander of the Civil Air Patrol, Comcast, Darren Corder - CMVLP Caliber Military Lending, Delaware State News, Dover Post, Fairfield Inn & Suites, Fly High Cheer & Tumble, Military Officers Association of America - Dover, Paul Jones of Diamond State Financial Group, RPJ Waste



Deb Farley-Blunt brought her guest - and dad - Bill Farley to the event.



Hooray for TEAM Dover!



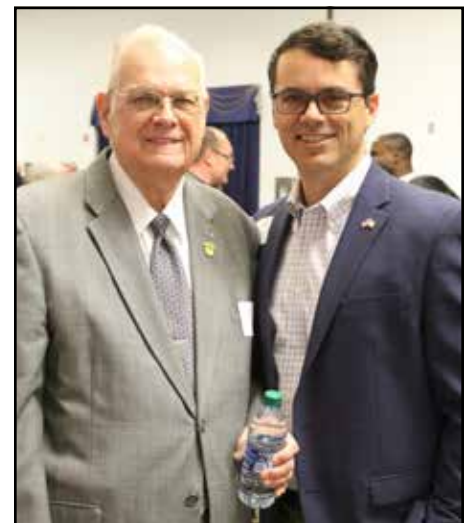
The gang from Chesapeake Utilities showed a little love for the lady in blue!

Services, Inc., Westminster Village, and Wilmington University. Thank you to our Four-Star Sponsors: Delaware Farm Bureau, Pfister Insurance, Inc., and Steele & Company Consultants.

The Military Affaire is one of three annual events planned and hosted by the CDCC Military Affairs committee. Keep an eye out for our Bluesuiters Golf Tournament which will be held in mid-May. We look forward to seeing you there - and we look forward to continuing our strong and growing relationship with Dover Air Force Base. Go, TEAM Dover!



Col. Timothy P. Haines, 512th Airlift Wing, Commander



Former Dover Mayor Carleton Carey and Dean Holden, Chesapeake Utilities Corporation



It was a great evening for catching up!



Smiles marked the event!



Paul and Ceil Jones shared a moment with Lt. Col. Jason Purcell and his wife, Lauren.





19th Annual

**55 PLUS EXPO**

April 23rd: 9 am – 3 pm

FREE to Attend

Dover Downs Hotel & Casino

Wellness Center \* Caregiver's Support Center \* Over 100 Exhibitors and much more!

Thank you to our sponsors!



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

The CDCC is now in its 19th year of presenting the popular 55+ Expo and we have realized that it's time to clear something up! The 55+ Expo is NOT an event just for senior citizens. Much of what happens at the event is planned with seniors in mind and much of our focus is in ensuring that the golden years are filled with life and energy. However, if one waits until they've reached those years before starting to envision and plan how they want them to look, it will be difficult to make their dreams come true. In addition, many in the age bracket 35 and older find themselves caring for aging relatives. In addition to our Caregiver's Support Center, the 55+ Expo, with over 100 vendors, features a variety of goods, services, and resources that can help. Don't skip this article because you are not yet 55... and don't skip the Expo either, or you may miss something truly valuable for someone your age, whatever your age is.

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

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

We'd like to take this opportunity to thank our businesses that have already committed to sponsoring this event: our Wellness Center Gold Sponsor: Bayhealth Medical Center; our Caregiver's Support Center Gold Sponsor: Cooperative Credit Union Association; our Gold Sponsors: AARP, Encompass Health Rehabilitation Hospital of Middletown, First State Orthopaedics, Highmark Delaware, Humana, The Center at Eden Hill; our Media Sponsor: Dover Post; our Event Sponsor: Dover Downs® Hotel & Casino; our Network Nook Sponsor: DART, and our Entertainment Sponsor: iHeartMedia (1410 WDOV & 1450 WILM).

For more information, call the

CDCC Office at (302)734-7513. We look forward to seeing you on April 23rd, enjoying this unique expo and, whether you are a se-

nior, someone who's planning to be a senior, or a caregiver, discovering new ways to live your best life!

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YOUR VOICE.  
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## Member News

# Holden Dodge – A Dover Tradition for 75 Years

In 1945, the Detroit Tigers won the world series, Harry S. Truman took over as president, Sylvester the Cat made his debut, and minimum wage was \$0.40 per hour. For four years, our country had been completely focused on the War Effort and now the war was coming to an end. Peoples' thoughts were occupied with dreams for the future and the anticipation of something new. American citizens were returning to their every day lives of jobs, families, going to school, watching movies, and... driving cars! It was in this setting that something new came to Central Delaware...

William C. Holden, a salesperson, and Gilbert Mundy, a mechanic, pooled their resources and established Holden and Mundy Dodge Plymouth, today known as Holden Dodge Chrysler Jeep & Ram, in Dover. The automobile industry was exciting in those days. New car design and construction had stopped for a time because metal was critical to the war effort. Pent up demand brought customers in to the dealership in great numbers. Bill Holden, Jr., who came to work at his grandfather's dealership in 1987, recalls reading about the car buying frenzy of that time. "People would line up and follow the car carriers to town," he remarked. "The car carriers in that day were covered so that people couldn't see the new models as they were being delivered and the dealership's windows were covered with paper. The presentation of the new cars was a true 'unveiling!'"

Today, Holden Dodge is a family owned and operated, one-location dealership. After graduating from Wesley College with a degree in business, a brief stint in the United States Air Force, and some experience working at the Bank of Delaware, William Holden, Sr., joined the team at the dealership in 1962. Later, Mrs. Holden came to work there as the comptroller. Together with their son, Bill, Jr., they work as the leader-

ship team. The dealership also employs 43 full-time employees, several of whom have been with them for 30 – and even 40 years!

Originally built on one tax parcel of land, Holden's footprint now encompasses four tax parcels. In addition to the actual dealership and lot, two additional lots in other parts of town are used to help store some of the cars. On average, 200 new and used vehicles are housed at the dealership.

Every day at the dealership comes with its own successes and challenges. The biggest "wins" revolve around helping customers find exactly what they want or need at a price they can truly afford. With a constant awareness that many people harbor an innate distrust of car salesmen, the Holdens celebrate a victory every time someone is willing to return to their dealership or refers their dealership to friends and family members. They pride themselves on honesty and take great care in only advertising things that they can follow through on.

Change in the industry has been a constant challenge over Holden's 75-year history. Many models have come and gone, with more always on the way. The once popular Woody Wagons and Wayfarer Sportabouts were replaced by the Chargers, Monacos, and Darts and now by the likes of Renegade, Compass, and Journey. Mergers have taken place over the years that have changed the line of products and services offered. Cars and trucks have become more fuel efficient and have begun to utilize different forms of energy. With the growing influence of social media and the digital world, marketing has changed exponentially and at a high rate of speed.

Change is challenging and intimidating – and can even be frightening. Bill, Sr., and Bill, Jr. agreed that "no day is NOT challenging," but, together, they have faced the changes and the challenges head on and, at the end of the day, they're still here. Day in and day out, they serve



William F. Holden, Sr., and William F. Holden, Jr., proudly display a plaque celebrating their 75th year... and all that's led up to it!

the community with the latest technology, a knowledgeable staff, in a no-pressure environment that has withstood the test of time.

Please join the Central Delaware Chamber of Commerce in thanking the folks at Holden Dodge for their many years of service to the community – and in congratulating them on their 75th Anniversary! For more information or to contact Holden Dodge Chrysler, Jeep, & Ram please call 302-213-6745 or visit <https://www.holdendodge.com/>.



The original Holden and Mundy



Post-war, the trucks continued to sport a military look and feel.



In 1945, construction began on the dealership.



Today's Holden Showroom



The Dodge Charger – the original "Muscle Car"



# Member News

## Bringing Character and Light to Central Delaware for 40 Years

“It officially began with a gorilla, a Dracula cape, a nurse, and a clown,” reminisced Susan Betts, owner and operator of Actors Attic, now celebrating 40 years of serving the community. Actors Attic, Delaware’s last brick and mortar costume rental facility works hard to support the arts, education and the entertainment community all year long. Customers are welcome to come in, browse, touch, and try on costumes and accessories to find just the right look for every occasion. “Our goal is simply to make you look good and enjoy your event,” remarked Susan.

Susan Betts’ expertise is derived from a long life in the dramatic arts. She found her high school niche in the drama department where, after a brief foray on stage, she chose to work tirelessly behind the scenes. Susan learned the art of sewing garments from her mother, while her skill at building came from her Dad. She spent most of her free time in the theater room, designing and sewing costumes and creating sets. She learned the technical skills needed to provide lighting and sound. She was in her element! In the summers, she spent time at the Smithsonian in Washington, D.C., volunteering and learning all she could about historical fashion. Susan’s talent and skill grew over the years when she was given the opportunity to learn more about costuming from some Philadelphia mentors. After attending a trade show in Chicago, she was excited to see that there was a whole industry of “people like me!”

In 1980, Actors Attic opened in Wyoming, Delaware, with four costumes, along with a pop-up Halloween Shop in the Blue Hen Mall, used largely to help build clientele. Eventually, in 1984, Actors Attic moved to its own location in the Blue Hen Mall. For ten years, Susan operated an additional store in Rehoboth Beach. Actors Attic eventually moved to a location on Route 13, then to the Dover Mall, and finally to its current location, 540 Otis Drive in the Business Park.

Throughout her career, Susan has spent her time doing research and sewing costumes. She created an entire line of Renaissance clothing based on what she was able to learn at the library, in story books, and on old Christmas cards. With old patterns originally used to celebrate our county’s bicentennial in 1976, Sue designed and sewed enough Colonial costumes to outfit school children, politicians, and anyone else who wished to participate in the annual Dover Days celebrations.

From school productions, to community theater, to Halloween events, to masquerade parties, Actors Attic has become the go-to resource in the region. Actors Attic has 2,000+ costumes available to rent or to purchase, plus accessories such as masks, wigs, shoes, props, hats, gloves, etc., and a complete line of stage make-up. In addition, Susan and her team are happy to help with supplying sound and lighting equipment. A full-service machine embroidery shop is also part of the business.

A great believer in collaboration, Susan and her team love to find ways to give back to the Dover community. She serves on the 4th of July committee and provides sound support for the Downtown 4th of July festivities, as well as the Capital Holiday Celebration.

Please join the CDCC in congratulating Actors Attic on their 40th anniversary – and in wishing them all the best in the years to come!



Susan Betts - Owner, Operator, Seamstress, Designer, Light & Sound Technician, Consultant



Hats to compliment any costume



Let your imagination run wild!



And who doesn't want to meet new friends?!



Masks for any occasion



Embroidery for all your needs



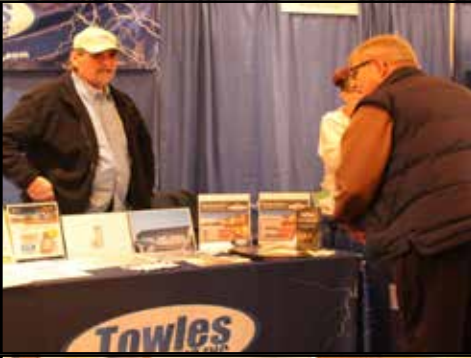
Over 2,000 costumes to rent or buy



# An Ode to the Home & Garden Show -- An Excellent Expo



It was time for the Expo - it wasn't a spoof,  
Home & Garden experts all under one roof!  
Roofing, Security, Building, or Paint  
Just what your homes needed -  
whether fancy or quaint.

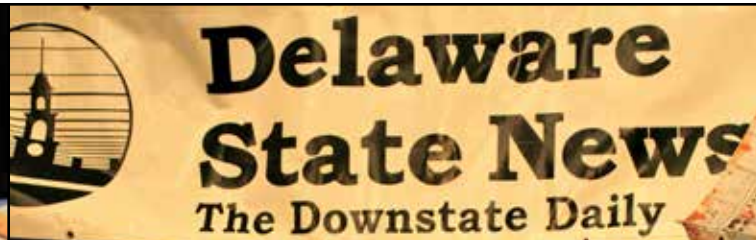


Whether fixing the inside or renewing the bath,  
Our banks were on hand to help with the math.  
Electricians brought wiring and even some plugs,  
And others who specialized in removing the bugs.



Some needed a mortgage, others a loan,  
Still more, new construction  
that they soon could own!  
Our realtors and movers worked hand in hand  
To help move your stuff to your brand-new land.

With food delivery services we had it made  
For dining in the sunroom or outside in the shade.  
Services were available for leaves and the grass -  
And beautiful windows  
made of sparkling new glass.





Keeping homes dry, insurance is a must –  
 It's up to you to vacuum and dust.  
 Mattresses, insurance, metals and gear,  
 Equipment and tools and even John Deere!

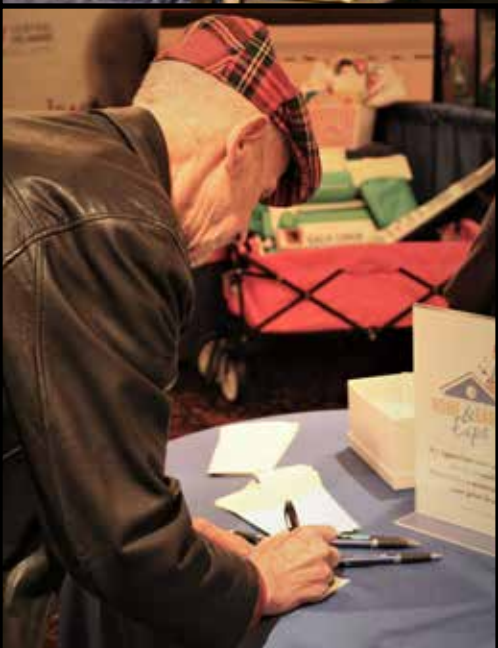
Mattresses and pillows so soft for your head –  
 Even phones built to read  
 what the person just said.

As soon as guests entered through the gold room door  
 They were treated to ideas  
 and products and more.

To Harrington Raceway for their room of Gold  
 And to our sponsors great THANKS must be told...  
 Bright Side and Snow's Paint and the gang from OnQ;  
 Delaware State news made sure everyone knew!

The Home & Garden Expo, a brand-new event,  
 Was fun and informative –  
 the days were well-spent!

To all our great guests let's give a big cheer –  
 And do it again at the same time next year!





## CDCC joins American Kidney Care of Dover for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for American Kidney Care of Dover on Monday, January 27th, at 11 am. The ceremony was held at their new location at 107 Mont Blanc Blvd., Suite 100, in Dover. Chamber staff, ambassadors, and friends joined the folks at American Kidney Care of Dover as they celebrated the grand opening of their new dialysis clinic.

American Kidney Care of Dover's mission is to provide in-center dialysis options to meet the needs of all their dialysis patients. At American Kidney Care, patients are at the center of everything – the staff is uniquely focused on people. They work hard to customize each patient's care to meet their personal needs as well as their medical needs. They are committed to providing outstanding services, allowing their patients to remain as independent as possible. They are committed to working with patients, as well as their families to create the ultimate wellness experience.

American Kidney Care of Dover's new dialysis clinic is designed, equipped, and staffed to provide patients with the Ultimate Dialysis Experience. This new outpatient facility is equipped with state-of-the-art dialysis machines and heated massage dialysis chairs to provide comfort to the patients. Patients also have access to iPad entertainment systems, individual patient flat screen TV's, and wireless internet access. All the clinic equipment runs on green energy and is back up by an emergency generator providing 100% power.

Dover's new dialysis clinic puts



the clinical and operational decisions into the hands of its interdisciplinary team comprised of experienced physicians and staff who work to provide the patient's direct care. In addition, American Kidney Care of Dover is supported by the operations expertise of American Renal Associates, one of the largest dialysis providers in the

United States.

A proud member of the Central Delaware community, American Kidney Care of Dover is pleased to be a new member of the Central Delaware Chamber of Commerce. The folks at American Kidney Care of Dover are anxious to work with the Chamber to grow their business and to let people know about

the critical service they provide.

To learn more about American Kidney Care of Dover, please call (302)674-2074 or visit <http://www.americanrenalde.com/>. Please join the CDCC in congratulating the folks at American Kidney Care of Dover on the opening of this new dialysis clinic here in Central Delaware!

## CDCC joins PointOne for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for PointOne on Thursday, February 6th, at 5:30 pm. The ceremony was held at the company's location at 117 W. Reed Street in Dover. Chamber staff, ambassadors, and friends joined owner, Mike Lee, in celebrating his company's rebrand as PointOne, their new office location, and new services designed to bring more value to the business community.

PointOne is a sales and marketing development agency. They assist businesses and entrepreneurs by delivering effective sales skills training and by helping them to automate many sales and marketing efforts. PointOne exists to help salespeople in different industries master the art of closing the deal. They use a proven system to train and coach salespeople to achieve the results they want. PointOne's sales training system is designed to help reps, owners, agents, and others increase cashflow and profits by adopting a modern sales approach. Their programs are results focused and develop critical skills that boost revenue and grow income. They also provide business automation



billing, and data entry. The company aims to help businesses achieve growth faster and free up time by leveraging digital automation; it truly is like hiring a full staff of experts that work 24/7-365, never make mistakes, never call out -- all without the payroll.

A proud member of the Central Delaware community and long-

time member of the Central Delaware Chamber of Commerce, Mr. Lee and his company are anxious to give back. To that end, he has volunteered time on several projects to help support the mission of Habitat for Humanity. In addition, he has recently become a volunteer firefighter with the Dover Fire Department. PointOne's proximity to the fire de-

partment made this new venture an easy decision.

To learn more about PointOne, please call (302) 319-4700 or visit [www.pointoneconsulting.com](http://www.pointoneconsulting.com). Please join the CDCC in congratulating Mike and PointOne on their re-branding, their new location and their continued service to the Dover community!



## CDCC joins Pike Creek Mortgage Services for a Ribbon Cutting



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Pike Creek Mortgage Service on Tuesday, January 28th, at 11:30 am. The ceremony was held at their new branch located at 951 N. State Street in Dover. Chamber staff, ambassadors, and friends joined the folks at Pike Creek Mortgage Services as they celebrated the grand opening of this new branch!

For 25 years, Pike Creek has been the largest independently owned and operated local mortgage lender in Delaware. With their strong ties to the realtors and builders in Central Delaware, opening a branch in Kent County made perfect sense. This move will also enable them to be more accessible to the homebuyers in the area.

The mission at Pike Creek Mortgage Services is to provide our clients with timely and detailed knowledge, as well as exceptional customer service and communication throughout the entire mortgage process. Their local, friendly and professional team ensures a smooth experience from application to closing. Nothing is more important to them than knowing each of their homeowners would recommend them to family and friends after closing.

From first-time homebuyers to the customers exploring the idea of refinancing, Pike Creek Mortgage Services provides loan products for every mortgage

need. The team at Pike Creek is happy to help customers navigate their way through home purchase loans, home refinance loans, first-time homebuyer programs, and down payment assistance programs. Their management team, as well as their highly trained mortgage professionals, are happy to assist customers every step of the way, staying in constant communication with them from application to closing.

A proud member of the Central Delaware community, Pike Creek will be finding ways to give back. Community service and support are already part of the company's make up. They look forward to implementing many of the same programs in Central Delaware that they've done in New Castle County. The team members deliver regularly for Meals on Wheels, sponsor and participate in monthly events that benefit various charities and causes, and they hold an annual golf tournament to benefit the Delaware Center for Homeless Veterans. They intend to bring the same energy of giving back to Central Delaware!

To learn more about Pike Creek Mortgage Services, please call (302) 281-3008 or visit [www.pikecreekloans.com](http://www.pikecreekloans.com). Please join the CDCC in congratulating the folks at Pike Creek Mortgage Services on the opening of their new branch here in Central Delaware!

# Vendor Space Available!

**W<sup>3</sup>**  
WHAT WOMEN WANT  
**FEST**

**Saturday, April 25, 2020**

**10 a.m. - 3 p.m**

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# Monitoring Legislation – A Member Benefit

We have found through the years that one of our biggest benefits of membership is often one that many members do not even know about. This benefit is the CDCC's legislative advocacy.

This advocacy starts with the CDCC's Legislative Affairs Committee who is in place to monitor legislation at the federal, state, county and municipal levels. This committee also helps to represent the Chamber's position on various legislative issues that will impact our member businesses. They also help with improving communications with our elected officials, which is critical to the Chamber's proactive legislative strategy. The Chamber also has two lobbyists

who represent the organization and its members on actions that will impact the business community.

In addition to the continuously monitoring current legislation, the Chamber also works closely with the House Small Business Caucus to provide input on business-related bills and works to increase the awareness of Chamber members on proposed legislation at all levels by providing information through "Legislative Alerts" and "Calls to Action" emails. The Legislative Affairs Committee also continues to take whatever measures necessary to protect the business community from the enactment of specific impact fees and taxes, works

closely with the City and County to revise comprehensive plans, and meets with Congressional Delegates to discuss Federal Legislation and Regulations that impact our member businesses.

The Legislative Affairs Committee also hosts candidate interviews focused on business issues which are published in the Chamber Connections newspaper and on the website. These interviews are done to help our members know where those running for office stand on the issues that will affect their businesses.

This Committee hosts the Legislative Luncheon event where elected officials are asked questions, again focused on the needs

of our businesses, and are asked to share their views and information on issues while enjoying open communication with CDCC Members.

A new event was started last year, The Capital Briefing. This event gives the Chamber the chance to thank our legislators for their support and to present them with a preview of the Chamber's Legislative Agenda for the up-coming session.

As Chamber members continue to go about the day-to-day running of their businesses, be sure that the Legislative Affairs Committee is working behind the scenes to keep you informed, let your voice be heard, and lobby on your behalf.

## We Want to See You on the Map!

Being in business has been described as a journey. While beginning a new business seems relatively easy, navigating the rules and regulations, ensuring adequate capital and funding, planning for ups and downs along the way, creating attainable goals, and finally, realizing your dream -- these things all take time and resources. The Central Delaware Chamber of Commerce stands ready to assist you as you pursue the expedition of growing your business.

The CDCC is excited to present our new 5-Star Journey Map program! This program is designed to help you get the most out of your CDCC membership by identifying your unique business needs and establishing what programs and events will work best for you. Once you complete your Journey Map, you will receive your 5-Star status. Earning your 5 Star Status will distinguish you as an engaged member of our 5-Star Chamber.

All CDCC members, new and current, and their employees are eligible to participate in this program. There are only three steps necessary to complete your Journey Map and begin enjoying 5 Star Status. First, call for an appointment and meet with a member of our Membership Team to identify business needs and map out your journey. Second, complete the Action Steps you've created and start seeing the impact on your business. And finally, enjoy recognition as a 5



Star Chamber Member at a Sunset Business Mixer!

Action Steps, to be complete within one year, may include, but are not limited to, sponsoring an event, volunteering with the Chamber, referring a member, attending a Sunset Business Mixer or other Special Event, scheduling a Business Brag, and more. Every individual who completes a Journey map will

receive a 5 Star Member pin. Once one individual from an organization achieves 5 Star status, that organization will be recognized as a 5 Star Member in several of our publications, at our annual Awards for Excellence Dinner, and on our website.

Just like a journey, travelers in business ventures may be distracted by alternate routes and attractions along the way. Let your CDCC

help you to map your journey and stay on track. While we are eager to see you reach your destination, we want to help you make your journey as productive as possible along the way. For any other questions or to schedule your Journey Map consultation, contact CDCC Membership Services at (302)734-7513 or email Taylor (tbowen@cdcc.net) or Heather (lcd@cdcc.net).



# Member News



Todd Stonesifer, President of The Moving Experience, and December contest winner, presented the coveted trophy to his wife, Kristen Stonesifer, owner of the The House of Coffi, and February's winner.

## What February Looks Like... in a Window!

The Central Delaware Chamber of Commerce staff was thrilled to be invited to judge the February window contest sponsored by the Downtown Dover Partnership. Downtown merchants were invited to participate by decorating their store windows to depict one of the many holidays, observances, and special events associated with the month - Ground Hog's Day, Valentine's Day, Presidents' Day, Super-bowl, and the like.

Several shops participated, all choosing the ever-popular Valentine's Day as their subject. Hearts, candies, and expressions of love filled the downtown windows. Each window clearly showed its shop's personality and charm, making the decision very difficult.

After much deliberation and vote

tallying, The House of Coffi was chosen as the winner. The displays at this downtown brewhouse were original, handmade, colorful, eye catching, and they did a great job of using the space, with decorations in several windows. The winner of the contest receives a traveling trophy, awarded by the contest's previous winner. In an interesting twist, Kristen Stonesifer, owner of the House of Coffi, received the trophy from December's winner, her husband, Todd Stonesifer!

If you have not yet visited the downtown shopping district to see the windows, put a trip into the heart of Dover on your to-do list! The next window contest will be in April and will feature Poetry Month.



The House of Coffi was brewing cups of love for Valentine's Day.



Whether you're inside or outside, love always wins!

**SPONSORSHIP OPPORTUNITIES AVAILABLE!**

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



## Member News

# An Edge on the Sweet Life!



The Dolce Team is ready to serve.



"Dolce" says it all – sweet!



Dolce owners and operators, Dean & Stephenie Tatman

Nestled in historic downtown Milford, among the specialty shops on N. Walnut Street, residents and visitors alike will find a place that intertwines the skill of brewing the finest coffee with the art of creative baking. Celebrating 15 years in business, the team at Dolce goes out of their way to make guests feel completely at home as they take their orders, addressing them by familiar first names. Over the years, Dolce has become a place where friendships are built, business is done, and connections are made – all over a cup of coffee and some delectable treats.

Dean and Stephenie Tatman, long-time Harrington residents, were steady customers at Dolce for many years. Stephenie's love for baking often led them to conversations about how wonderful it would be to someday own and operate a bakery... perhaps in their retirement years. Four years ago, long before retirement and just two years before the birth of their son, Dolce went up for sale and the Tatmans turned their dream into a reality. They bought the business, split up the duties, and have never looked back!

Stephenie, a State employee, is responsible for the accounting, social media, and marketing. Dean takes care of the rest, overseeing the day-to-day operations of the business with the assistance of Dolce's manager, Jodie. They rely heavily on their staff of 8 (3 full time) to carry on the tradition of quality baking and brewing. When asked about the staff, Stephenie remarked, "We're like a family – all depending on each other."

Two years ago, with the opening of two major national coffee/bakery type franchise stores in Milford, the Tatmans felt the pinch. The couple began to brainstorm about what they could do to remain competitive. Their conversations swirled around the need for new equipment and the possibility of expansion.

During the summer of 2019, the Tatmans applied for an EDGE grant to help with the costs of upgrading their business, but they were not chosen to receive the funding. After working with Delaware's

Division of Small Business and Delaware Small Business Development Center, however, they were named in January as recipients of a grant. The EDGE Grant program gives small business in Delaware an edge by offering access to significant capital. The Division of Small Business awards EDGE Grants through a competitive selection process. STEM-based companies can receive up to \$100,000 for eligible expenses. Entrepreneur Class (non-STEM) businesses can get up to \$50,000. And the Division can provide up to 10 grants per application round (5 STEM/5 Entrepreneur).

Dean and Stephenie and their team will be working to secure new equipment, including a new espresso machine which will help them remain competitive and new ovens which will replace those they inherited from the previous owners. In addition, they are expanding their catering and wedding services, as well as offering wholesale products. Dolce was approached by the Silicato family and will be opening a second location inside a medical facility that will soon open on Route 1, just west and south of the Delaware Turf. The new shop will be a coffee bar, open during breakfast and lunch hours, offering organic, fair-trade coffee and baked goods made at the downtown location.

The expansion of the business and the grant that is making it possible will be a game changer for the Tatmans. They look forward to a long relationship with Milford and their patrons. They are excited to be part of the fabric of the community and are eager to give back. They make it a practice of donating leftover food to those in need, they host fundraisers for worthy causes, and they love to celebrate community with special events for the town.

Please join the Central Delaware Chamber of Commerce in congratulating the folks at Dolce Bakery & Coffee Shop on receiving the EDGE grant and on their 15th Anniversary of serving the people of Central Delaware!



Dolce serves as a gathering place.



These delicacies are almost too pretty to eat... ALMOST!



An espresso machine and beautiful pastries make a great combination.



# Luncheon

Continued From Page 1  
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 current issues. The discussion will be kept to the issues that promise to have the most impact on business in Central Delaware. This event also provides our legislators with an opportunity to hear first-hand about the impact legislation will have on their business constituents.

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 spon-

sors who have helped to make this event possible (as of 2/29/20): our Signature Sponsor - BIG Investment Services; our Platinum Sponsors & Cornerstone Members: Axia Management, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, KraftHeinz Company, L&W Insurance, PAM Rehabilitation Hospital of Dover, and R&R Commercial Realty; our General Assembly Sponsors - Allen Insurance Group, Artesian Water Company, Inc., C.S. Kidner Associates/Capitol Strategies, Comcast, Delaware State News, Delaware Association of Realtors, Delmarva Power, DelOne Federal Credit Union, Delaware Municipal Electric Corporation, Dover Downs Hotel & Casino, Dover International Speedway, Highmark Blue Cross Blue Shield Delaware, McGinnis Commercial Real Estate Co., Pepsi Bottling Ventures of Delmarva, Shore United Bank, Still Insurance Agency powered by Ascela, The Malmberg Firm, LLC, The Willis Group, LLC, and Wilmington University.

For more information or to register for this informative event, please call the CDCC Office at (302)734-7513 or email adminassistant@cdcc.net. We look forward to being with you on March 26th, as together we hear about the important legislative issues facing business in Central Delaware.

# Mini Masters

Continued From Page 1

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 networking 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!

Consider playing in this festive and fun event or, perhaps you'd like to market your business by help-

ing to sponsor the event. There will be opportunities available for hole sponsors, a hole-in-one sponsor, prize sponsors, award sponsor, as well as a beverage sponsor and snack sponsors. You won't want to miss this opportunity to play or to share your company's swag as a Mini Master's sponsor! And, of course, there will be plenty of room for spectators as well!

THE Chamber Mini Masters will be taking the place of the CDCC Honorary Mayor Campaign. All proceeds from the evening's activity benefit the Central Delaware Chamber of Commerce and are spent supporting and sustaining the many programs that help you and your business to thrive here in Kent County.

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!

# 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 our contest winner for February's issue! Deb Farley-Blunt of Eye Specialists of Delaware and The Kritter Sitter correctly identified the picture as "The AMC Museum at Sunrise." Woo hoo! Thanks for playing!"**

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**Delaware State News**

The State Capital Daily



# New Members' Spotlight

## The Central Delaware Housing Collaborative

Incorporated in June 2018 as a result of the City of Dover Mayor's Task Force on Homelessness, the Central Delaware Housing Collaborative (CDHC) is a non-profit organization formed to facilitate cooperation among diverse agencies, organizations, and businesses to address the issue of homelessness in Central Delaware. The focus of this group is to develop, lease, buy or otherwise operate affordable housing for the homeless and low-income residents of Kent County.



The CDHC is comprised of a team of dedicated professionals who represent local organizations and municipalities which play key roles in the effort to bring about more affordable housing for the homeless. Dan Houghtaling currently serves as Chair. All members of the Collaborative are volunteers, whose work is based on the philosophy that homelessness is a temporary condition and can be overcome (if an individual desires) with educational assistance, training for employment, housing, and employment. Members of the Collaborative work closely with other agencies such as the folks at Dover Interfaith Mission for Housing to serve their clients. The CDHC currently operates two supportive houses for women in the community.

The Collaborative's biggest project to date is currently underway at 801 West Division Street. The building at this location is owned by the CDHC and is being renovated to shelter women and provide support services. This facility will house 16 homeless women for up to 60 days, while the CDHC team works with them to find appropriate employment and supportive housing. In addition, the CDHC will provide services such as employment counseling, job readiness, and financial

management classes to equip them for work while building their self-esteem, a critical component to success. Workforce development with training opportunities is important in providing hope for a stable future.

Proud new members of the CDCC, the Collaborative is excited to utilize the many networking opportunities the Chamber has to offer. Their hope is to be able to raise public awareness about the issue of homelessness and the lack of suitable, affordable housing for the homeless. The CDHC is thrilled to have been chosen as one of this year's Leadership Central Delaware Community Impact projects. The members of LCD Class of 2020 have volunteered many hours painting, organizing, cleaning, and generally making 801 West Division Street ready. Their efforts have been much appreciated as they have worked to make the house "move-in ready."

Please join the CDCC in welcoming the CDHC into our membership and thanking them for the work they are doing to improve Central Delaware! For more information or to volunteer to help, please visit the CDHC website at [www.cedehoco.org](http://www.cedehoco.org) or email [cdhc.801@gmail.com](mailto:cdhc.801@gmail.com).

## Helping Others Live Their Best Lives... Naturally!

A native of Dumont, New Jersey, Tara Surowiec moved to Central Delaware in 2004. She currently lives in Dover with her husband and two children. When she's not shuttling her kids to and from school, therapies, and dance practice, she can be found at home with her husband and kids, enjoying their pool, the summer season and quality family time.

Being the parent of two children with autism has led her to be an advocate for her own children as well as other families affected by autism. She manages a community support group through Facebook for Delaware families. In addition, she assists in setting up monthly Autism Parent Coffee Hours with Autism Delaware.

Tara found her calling as a Professional Network Marketer in 2018, promoting CBD products, and coaching others on how to work from home to have more time with their families. What originally started as a personal journey to find relief for her family from areas such as extreme anxiousness, debilitating head discomfort, joint discomfort, and more, has now become her passion and helps to provide a stable future for her family. As an independent affiliate and team leader with HempWorx, she finds great joy in helping oth-



ers find relief in a natural way and learning to live their best life!

A new member of the Central Delaware Chamber of Commerce, Tara hopes to add to her network and use her membership to help others understand the benefits of CBD oil and other products offered by HempWorx. She believes that education is the key to teaching others to see the true benefits of the hemp plant and that there is no better feeling than seeing other's lives changed by the power of CBD oil!

For more information, contact Tara at (302)241-3000 or email her at [HealthyThruHemp@yahoo.com](mailto:HealthyThruHemp@yahoo.com).

# Nominate Your STARS!



# Win \$250!

**Nominate your favorite businesses in at least 25 categories, and you'll be entered to win \$250.**

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**You might even consider nominating some of these local businesses and organizations:**



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| Cheers Wine & Spirits           | Irish Rose                               | Aveda Salon + Spa                 |
| Decorating Den Interiors        | Kenton Country Store                     | Two Men and a Truck               |
| Delaware Propane                | Mattress Peddlers                        | Westside Carwash                  |
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| First Class Properties          | Montessori School                        |                                   |

**[DelawareStateNews.net/contests](http://DelawareStateNews.net/contests)**

**Nominations close Saturday, March 7.**

**Delaware State News**  
The State Capital Daily



# Ambassador's Corner

## Deb Farley-Blunt



Deb Farley-Blunt works for two chamber member businesses. She is the billing and credentialing manager at Eye Specialists of Delaware. Deb also serves as the administrator for The Kritter Sitter. After 20+ years in administrative and customer service roles, she has developed a real passion for problem solving and providing exceptional customer care. Deb has been married for 14 years and is the mother of two teenagers. She enjoys beach vacations with her family and supporting her kids in their many sporting endeavors. She also enjoys 80's music and reading.

Deb's connection with the Central Delaware Chamber of Commerce came naturally through her places of employment. Deb's strongest personal connection, though, happened when she was accepted as a member of the Leadership Central Delaware program's Class of 2019. As a member of that group, Deb was given a life-changing opportunity to get to know many leaders representing some of the most influential businesses in Kent County. With an emphasis on leadership development, Deb and her fellow classmates were able to grow and learn through many hands-on activities. One aspect of Deb's leadership journey that had a major impact on her was her participation in two Community Impact projects with the class - the construction of an archery fence for the Boy Scouts of America, and painting the interior of St. John's School and completing a mural in the school's lobby.

Deb is excited to serve as a CDCC ambassador. This unique position will give Deb an opportunity to help new members make connections that will lead to meaningful business relationships. Serving as an ambassador will allow her to continue to grow her leadership skills and help others get acclimated to this valuable business community.

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**Save the Date!**



Central Delaware Chamber of Commerce

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**Title:** Vice President  
**Business:**  
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**Address:** P.O. Box 401, Camden, DE. 19934  
**Hours:** M-F 6am-6pm  
**Phone:** 302-734-1983  
**Website:** [www.DSPC.us](http://www.DSPC.us)  
**Email:** [Dee@dspsc.us](mailto:Dee@dspsc.us)



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

Diamond State Pest Control began 40+ years ago by Paul Kaercher. Paul has his Masters in Entomology and a passion for bugs. Identifying insects and helping the community led Paul to start Diamond State Pest Control & Termite Co.

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

I came on board with Diamond State Pest Control in 2011 working part time in the office. After a year I asked Paul to do a ride along in the field so I could experience exactly what he did for our customers. Soon after, I started meeting the customers and learning about proper treatments and techniques – next, I studied for my core to become a certified applicator. I have now been with Diamond State Pest Control for nine years, and I have earned a few more certificates by studying, testing, and increasing my knowledge base.

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

Diamond State Pest Control is a local small business. We are passionate about educating the community about insects, and the best, most affordable ways to prevent or control them.

We care about our environment and we are diligent about preserving high quality and standards for the community.

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

In the future, I see Diamond State Pest Control taking a more active role in the community. We want to show everyone how beneficial pest control can be when proper techniques are used.

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

The Chamber has helped us grow, not only as a business, but as individuals. Everyone working at Diamond State Pest Control has enrolled in and graduated from Leadership for Central Delaware and have been active participants in the Leadership Mastery program. We feel this has helped us expand our knowledge of what the community needs and expects from our industry. In addition, our Chamber membership has afforded us many contacts with local businesses who have helped us improve our skills and increase our services – in short, they have not only helped our company, but they have assisted each of us personally.

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

My best advice to other local businesses would be to become active members of the Chamber without question! Join as soon as you are finished reading this article and allow the staff there to help you expand your networking base TODAY!!! ONE person at ONE mixer or event could be the ONE person who helps you achieve your company's goals.

# 5 Star Members

## Newest 5-Star Members Pinned

Our two newest 5-Star members were pinned at our January Sunset Business Mixer. Amber Startt of Dover Federal Credit Union and Patricia Rivera of Hook PR & Marketing were happy to be recognized and receive their pins!

The pursuit of 5-Star membership status is a great way to get your company engaged in what we, at the Chamber, have to offer and a wonderful way to be sure that you are making the most of your Chamber membership. As a result of this pro-

gram, you will see how your Chamber membership can effectively work for you and your business.

For more information on our 5-Star program, be sure and check out the article in this issue of the Chamber Connections called "We want to See You on the Map!" To sign up and to hear more details about the program call (302)734-7513 and ask to speak with someone in our membership department. We look forward to seeing you obtain your 5-Star status!



Taylor Bowen, CDCC Retention Specialist, and Patricia Rivera, Hook PR & Marketing



Taylor Bowen, CDCC Retention Specialist, and Amber Startt, Dover Federal Credit Union

**Young Professionals Social**

join other young professionals (ages 21-35) for a bi-monthly networking and educational experience. each session will focus on a different topic related to workplace development and overcoming challenges young professionals face.

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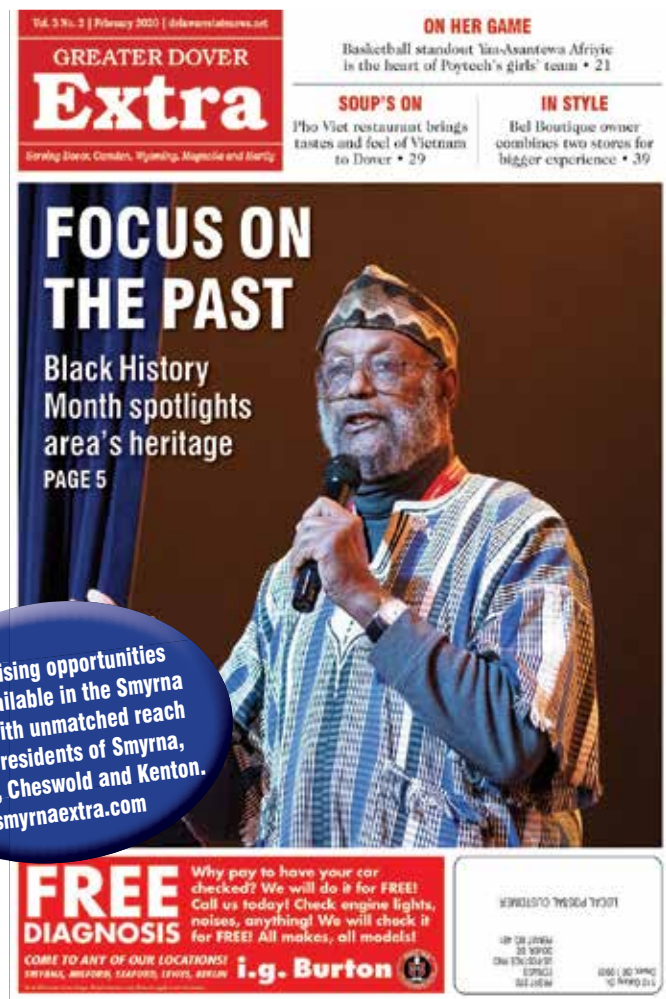
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American Legion Post 14 & Station 64 .....	7
American Spirit Federal Credit Union .....	19
Artesian Water Company, Inc. ....	20
George Bailey.....	2
Barkley Heating & Air, LLC .....	1
BBSI .....	48
Becker Morgan Group, Inc. ....	27
Buffalo Wild Wings/High 5 Hospitality, LLC .....	4
Choices for Community Living - Delaware .....	14
Comfort Inn & Suites Dover .....	12
Comfort Suites - Dover .....	4
Alex Contant.....	5
Courtland Manor, Inc. ....	41
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Delaware Breast Cancer Coalition, Inc. ....	16
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Delaware Department of Insurance .....	4
The Delaware State Fair, Inc. ....	21
Delmarva Benefit Group.....	5
Diamond State Party Rental.....	29
Dover Mall LLC .....	10
Dover Symphony Orchestra .....	16
Dowding Group .....	5
Dream Coaching .....	1
Energy Leadership, LLC .....	1
Fairfield Inn & Suites .....	19
Fairway Independent Mortgage Corporation.....	2
First State CPA's .....	10
Frontline Inspections.....	1
Grand Canyon University .....	1
Harrington Raceway & Casino, Inc. ....	24
Al Hause .....	8
Holden Dodge, Inc. ....	37
Holiday Inn .....	10
Humana - Kimberly Hopper .....	1
Humana - Lisa Parker .....	1
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Ingleside Homes Inc. ....	2
Janney Montgomery Scott LLC .....	7
Mary F. Kaltreider .....	10

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