

# Chamber Connections

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www.cdcc.net

## 19th Annual Virtual Legislative Luncheon A Celebration of The Delaware Way

One of the most intriguing phenomena here in Delaware is the process by which the First State is governed. The way that the business of government is accomplished in Delaware is so unique that the process is often called "The Delaware Way." In this little corner of the mid-Atlantic, the people who represent the state's citizens are the same people that live in our neighborhoods, shop at our grocery stores, send their kids to our schools, and understand why Delaware is such an amazing place to live, work, and play. Delaware's legislators work diligently to know and under-



stand the priorities of the citizenry. Legislators welcome the participation of the state's residents and invite every person to be part of the conversation. The CDCC is please to present the perfect opportunity for one of

those conversations!  
 This year's Legislative Luncheon brought to you by BIG Investment Services, promises to be a great opportunity to hear about all the latest in terms of what is happening at the 151st session of the General Assembly. This virtual event will give attendees an opportunity to meet Central Delaware's senators and representatives and learn about current pieces of legislation that are under consideration. The event will be held on March 11th via ZOOM, beginning at 9 am. The

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## The Master's Tournament... in Miniature!



Imagine for a moment... impeccably manicured greens and fairways, blooming azaleas at every turn, a gentle Georgian breeze, melodious bird sounds floating above the silence of the hushed crowd... no cell phones, no distractions... just you, swinging your newly polished clubs, and that dimpled white ball making its descent and heading straight for the cup. Picture yourself as the crowd cheers, the television crews roll in, and you are awarded the coveted green jacket. It's fun to imagine!

While most of us will never play in, let alone win, the famous Master's Tournament, leave it to your CDCC to figure out a way to host an event where you CAN win the Masters - THE Chamber Mini Masters! THE Chamber Mini Masters Golf Tournament will be held on

Wednesday, April 28th, at Tre Sorelle Dolce Ice Cream & Mini Golf, beginning at 4 pm, in conjunction with the April Sunset Business Mixer.

Since Delaware is about 30 times smaller than Georgia (the home of the original Masters Tournament), it only stands to reason that our version of the famous golf outing would be done in miniature! That's right - THE Chamber Mini Masters is a putt-putt version of the famous golf classic, in which teams of four will compete on Tre Sorelle's 18-hole mini golf course. 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 sever-

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## VIRTUAL Connections and Fun March's Sunset Business Mixer



It's time to re-connect with fellow business leaders! March's virtual Sunset Business Mixer promises to give everyone an opportunity to their business stories with other business owners and hear all about what business colleagues are up to. Mark your calendar today and plan to attend the CDCC's March Sunset Business Mixer - VIRTUALLY! This popular event will be held on Wednesday, March 31st, begin-

ning at 5 pm via ZOOM, and will be brought to you, courtesy of Special Touch Card Creations.

Special Touch Card Creations offers handmade, personalized cards for any occasion. Owner and Creative Card Designer, Esther Rich spends time understanding clients' specific card-giving occasion and what exactly it is they would like to say. She takes the words from a customer's heart and turns them into a one-of-kind sentiment intended to touch the heart of the receiver. Esther guarantees that each customer will receive dedicated personal attention with a genuine desire to ensure that the experience is easy,



Your One-of-a-Kind Greeting

convenient, and satisfying. In addition, she offers personalized mailing services on all orders.

The Sunset Business Mixer is the Chamber's premiere networking opportunity. As always, the CDCC's number one priority is YOU, our members. We are dedicated to

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# Judy's Journal



PRESIDENT - JUDY DIOGO

## Moving Forward

I am sure you have heard the familiar saying “change is the only constant and it is the only thing you can count on.” We have witnessed that in the past month as we experienced many changes: vaccination numbers are increasing, hospitalization numbers are decreasing, negative COVID-19 test results are increasing, and our businesses are now open at 50% of their fire capacity.

Do we have a long way to go? Yes. Are we finally gaining some momentum as we move forward? Absolutely, yes!

Moving forward is something your CDCC understands and as you can see through the contents of this newspaper. We have been diligently practicing the art of moving forward since last March. We have re-formatted our in-person events and meetings to virtual experiences via ZOOM, while for others, we have created a hybrid scenario offering both in-person and virtual access. We have continued to provide updated information to our members regarding “all things COVID-19” through new daily publications. We have created new programs to assist

you, our members, in finding funding, PPE products, and resources.

Speaking of moving forward, that is exactly what you, our CDCC Members, have done since last March. You have done a stellar job throughout this entire pandemic. For every hoop or hurdle placed in the way, you jumped through and continued down the path to recovery. You pivoted like spinning tops. You magnificently reached new heights of innovation and creativity. You consistently did everything that was required – and MORE. Like we have come to see time and time again, you were and always will be the backbone of our communities.

As your Chamber we want to thank each of you for your resilience, your persistence, your passion, and your sheer will as businesses to carry on no matter what.

None of us knows the exact date when we will be back to our normal business operations, but one thing we do know at the CDCC is that, when that time comes for us to move forward, our members will be leading the way – and that’s what we call “business as usual!!!”

## Calendar of Events

Due to COVID-19 gathering restrictions, some of our events have become virtual, others will be hybrid offering both in-person and virtual access. For activities where a location is not listed, please call the CDCC Office at (302)734-7513 for specific information.

- |  |  |
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| <p><b>March</b></p> <p><b>Monday, March 1st</b><br/>CDCC Executive Committee Meeting<br/>8:00 - 10:00am</p> <p><b>Thursday, March 4th</b><br/>Leadership Central Delaware<br/>8:00 - 5:00pm,<br/>Education Day</p> <p><b>Thursday, March 4th</b><br/>Kent County Open for Business<br/>8:30 - 10:00am,<br/>Kent County Levy Court (cancelled)</p> <p><b>Tuesday, March 9th</b><br/>CDCC Board Meeting<br/>7:30 - 8:30am</p> <p><b>Tuesday, March 9th</b><br/>Young Professionals Social<br/>12:00 - 1:00pm</p> <p><b>Wednesday, March 10th</b><br/>Coffee Coaching<br/>8:00 - 9:00am</p> <p><b>Wednesday, March 10th</b><br/>Marketing Committee Meeting<br/>10:00 - 11:00am</p> <p><b>Thursday, March 11th</b><br/>Member Orientation<br/>8:30 - 10:00am</p> <p><b>Thursday, March 11th</b><br/>19th Annual Virtual Legislative Luncheon<br/>11:00am - 1:30pm, via Zoom</p> <p><b>Tuesday, March 16th</b><br/>LCD Steering Committee Meeting<br/>12:00pm - 1:00pm</p> <p><b>Wednesday, March 31st</b><br/>Ambassador Committee Meeting<br/>9:00am, via Zoom</p> <p><b>Wednesday, March 31st</b><br/>Sunset Business Mixer - Virtual<br/>5:00pm - 7:00pm, via Zoom</p> <p><b>TBD</b><br/>LCD Class of 2022 Invitational<br/>5:00pm - 7:00pm<br/>POSTPONED until June</p> | <p><b>April</b></p> <p><b>Thursday, April 1st</b><br/>Leadership Central Delaware<br/>8:00am - 5:00pm,<br/>Health and Human Services Day</p> <p><b>Thursday, April 1st</b><br/>Kent County Open for Business<br/>8:30 - 10:00am,<br/>Kent County Levy Court (tentative)</p> <p><b>Friday, April 2nd</b><br/>Good Friday<br/>Office Closed</p> <p><b>TBD Military Affaire</b><br/>5:30 - 7:30pm,<br/>Dover Air Force Base POSTPONED</p> <p><b>Thursday, April 8th</b><br/>Member Orientation<br/>12:00 - 1:30pm</p> <p><b>Tuesday, April 13th</b><br/>CDCC Board Meeting<br/>7:30 - 8:30am</p> <p><b>Wednesday, April 14th</b><br/>Coffee Coaching<br/>8:00 - 9:00am</p> <p><b>Wednesday, April 14th</b><br/>Marketing Committee Meeting<br/>10:00 - 11:00am</p> <p><b>Tuesday, April 20th</b><br/>LCD Steering Committee Meeting<br/>12:00 - 1:00pm</p> <p><b>Wednesday, April 28th</b><br/>Ambassador Committee Meeting<br/>3:30pm,<br/>Tre Sorelle Dolce Ice Cream &amp; Mini Golf</p> <p><b>Wednesday, April 28th</b><br/>The Chamber Mini Masters / Sunset Business Mixer<br/>4:00pm - 7:00pm,<br/>Tre Sorelle Dolce Ice Cream &amp; Mini Golf</p> |
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Thank you to the CDCC Cornerstone Members!

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 - Kraft Heinz

# Kraft Heinz Dover and the Community



As the 5th largest Food and Beverage Company in the world, Kraft Heinz understands the importance of the role it plays on the global stage. Our impacts span far and wide and cross regions, races and ranks. Kraft Heinz recognizes the criticality of being a part of each community with which it interacts to inspire environments of meaningful innovation and diverse ideas.

One of our Core Values as a company is that “We demand diversity”. Within North America, to live out this value, Business Resource Groups (BRGs) have been created to “foster diversity, inclusion and belonging for all employees”. Current BRGs include:

- Black
- Asian Pacific American
- Latinx Hispanic (Sabor)
- LGBTQ+
- Veterans
- Women

These BRGs are intended for those that personally identify with a group or are an ally. All employees are welcomed and encouraged to join at least one BRG.

Kraft Heinz Dover’s new Employee Relations Manager, Naomi McCall is part of 3 – Women’s, Black and Latinx Hispanic (Sabor). She explained that as a member of Human Resources, it’s important to be involved and stay connected to different groups of employees that she serves and supports. But she also wanted to have a “connection personally to how to be a better partner and ally” and saw the BRGs as a great opportunity. To her, BRGs are a great way to know what is going on in all corners at the company since there is involvement at the Plants, Sales locations and in Corporate Headquarters.

The fact that Kraft Heinz sponsors and supports these BRGs and champions diversity shows it is “not just an employer, not just a company but is actually active in the community. It shows Kraft Heinz wants to be engaged and that’s a great thing,” says Naomi.

Though Covid-19 restrictions have changed some of the events and outreach opportunities, leaders within BRGs and the plants are still actively participating. The Women’s BRG hosts virtual Zumba classes; the Black BRG has partnered with United Negro College Fund to match contributions to scholarship funds; and Sabor has hosted company-wide professional development sessions.

Locally, the Dover Plant has continued to partner with Communities in School – Delaware and sponsor

Flurry of Giving during the holidays and Back to School drives. We work closely with the Food Bank of Delaware also through volunteering opportunities and product donations. We had the chance to host our Management Off-site at the Newark Food Bank location in November.

The team focus lately has been to find meaningful ways to invest in our own workforce community through

product giveaways and employee engagement to maintain our status as an employer of choice within Delaware. Because at the end of the day, without our own employees, we cannot satisfy our vision of becoming the best food company to grow a better world.

To learn more about Kraft Heinz, please visit [www.kraftheinzcompany.com](http://www.kraftheinzcompany.com).



**Naomi McCall**  
Employee Relations Manager



A visit to the Delaware Food Bank



Holiday Dinner 2020



A Flurry of Giving over the Holidays

## Cornerstone Member - Chesapeake Utilities

# Spring is Just Around the Corner – Plan Your Outside Projects

March is a threshold month. When the spring equinox arrives, in March 2021, the days will continue to be longer as the memory of ice and snow melt away. The promise of warmer weather is around the corner and so are those outdoor projects.

Planning your project is important in order to be efficient, cost-effective and safe. If excavation is a part of your planning, remember to first call 811. Know what is below before you put a shovel or backhoe into the ground.

Regardless of where the digging will take place or how deep the shovel or mechanized equipment will excavate, the state's one-call system should be notified in advance. Miss Utility, for "Miss" the Utility, is the name commonly used to refer to the Utilities Service Protection Center of Delmarva, Inc. (USPCD). The Delaware code (Title 26, Chapter 8) established USPCD as the approved notification center for Delaware. USPCD is also certified by the Maryland Public Service Commission to be the "one-call system" for the Eastern Shore of Maryland.

Miss Utility of Delmarva is a free service for both the professional excavator and homeowner and is entirely funded by its member underground facility owners, like Chesapeake Utilities. Chesapeake Utilities is an active participant in the leadership of Miss Utility of Delmarva. The Company's Supervisor of Line Locating, Steve Keyser, is vice president of the board for Miss Utility of Delmarva and manages all damage prevention training and outreach to promote safety and awareness.

"It is important for everyone who is planning a project that includes digging, to call 811. Anytime you alter the surface of the ground, it is



Steve Keyser, Line Locator Supervisor

considered excavation. This includes driving pins, rods, and fence posts in the ground. There are exceptions in Delaware for agriculture and some roadway patching, but it is better to be safe than sorry," said Steve Keyser.

Call 811 or 800-282-8555 (Delaware) or 800-441-8355 (Eastern Shore of Maryland) to create your dig ticket. This process will notify the affected utility owners of your work and will provide them with the opportunity to locate any buried lines and pipes. Also, you may process your ticket via the internet at, [www.missutilitydelmarva.com](http://www.missutilitydelmarva.com) or on the free mobile app.

Homeowners doing small projects like installing a fence or mailbox or planting a tree may believe they are safe to dig within the boundaries of their property. However, this is not true. Utility companies have buried gas, electric, and communica-



APWA UNIFORM COLOR CODES	
	RED: Electric power lines, cables, conduit and lighting cables
	ORANGE: Communications, alarm or signal lines, cables or conduit, traffic loops
	YELLOW: Gas, oil, steam, petroleum, gaseous materials
	BLUE: Potable water
	PURPLE: Reclaimed water, irrigation, slurry lines
	GREEN: Sewers and drain lines
	WHITE: Outlining dig site
	PINK: Temporary survey marks

The marks are approximate. Dig carefully near them.

tion lines on both public and private properties. Calling Miss Utility of Delmarva will get these utility service lines located. Private lines such as invisible dog fences, sprinkler systems or propane lines will not be located by the utility companies. The property owner should contact a private contract locating company to mark these private lines to avoid costly repairs due to excavation damage.

Contractors are required by state law to notify Miss Utility of Delmarva in advance of excavation or demolition. The notified utility members will respond to the notice or ticket by marking their underground facilities with paint according to the American Public Works Association (APWA) Uniform Color Code system.

Professional excavators and homeowners should respect the marked facility tolerance zone. No mechanized equipment is permit-

ted within 24 inches of the marked line(s). Safe hand digging is allowed within the 24-inch area.

If a natural gas line is struck, Chesapeake Utilities quickly responds with professional representatives to assess the damage and community impact, creating a safe zone for the public while inspecting the damage and repair. Safety is Chesapeake Utilities' number one priority.

Planning work to ensure a safe and successful project should be everyone's number one priority. Call 811 before you dig. Safety is a responsibility shared by everyone.

## Member News

# The United Way Encourages Everyone to Do More *and* Dine More!

For 75 years, the United Way of Delaware (UWDE) has been working to help individuals and families realize their greatest human potential. UWDE is engaged in long-term programs designed to eliminate the root causes of the First State's most pressing social problems. The mission of the UWDE is to maximize the community's resources to improve the quality of life for all Delawareans. To that end, the folks at the United Way are interested in connecting with as many community partners as possible as they work to establish positive solutions that will endure the test of time.

Do More 24 (DM24) is an initiative of the United Way and Spur Impact aimed at helping nonprofit organizations increase capacity and engage new donors. The annual event takes place during a 24-hour period. This year's DM24 is scheduled to begin on Thursday, March 4th at 6 pm and continue through Friday, March 5th at 6 pm. The vision for DM24 is to make it a fun and easy way for the entire Delaware community to impact philanthropy and be inspired to donate to nonprofits serving Delaware. This 24-hour virtual fundraising event raised nearly \$400,000 last year — this year, organizers seek to raise even more!



This year, organizers have added an intriguing twist to the event. In an effort to acknowledge the hardships that the pandemic brought to our state's restaurants, Dine More 24 is a new spin-off of the Do More 24 campaign that promises to assist restaurants as well as nonprofits. Participating restaurants, including several CDCC members and local favorites in Central Delaware, have been partnered with sponsoring organizations or businesses. Patrons will be invited to dine at the registered restaurants knowing that a portion of their cost for the evening will be designated as a gift for the nonprofits. The sponsoring organizations and businesses will cover the cost of those gifts so that participation will in no way diminish the restaurants' income. Hopefully, this new initiative will drive more business into the restaurants, increasing revenue, while it continues to raise money for the nonprofits! For details about participating restaurants and sponsoring organizations, visit the Dine

More 24 Facebook page at [www.facebook.com/events/472930893724875](http://www.facebook.com/events/472930893724875).

More than 300 nonprofits that serve the state of Delaware have registered on the event website: [www.DoMore24Delaware.org](http://www.DoMore24Delaware.org) to participate. In addition to being beneficiaries of the campaign, they will be competing for more than \$100,000 of prizes during the 24-hour event. Everyone is invited to follow along on social media by searching the hashtag #DoMore24DE or by watching the 24-hour livestream at [www.DoMore24Delaware.org](http://www.DoMore24Delaware.org). The livestream promises to be an informative, entertaining, fun mix of virtual fundraising and an old-fashioned telethon! You won't want to miss it!

Let's join together across the First State during the first week in March and do our best to share the love with our state's nonprofit organizations and our local restaurants. As we know, we can accomplish far more together than we could ever do on our own. This effort will be an opportunity to celebrate our Delaware community!

For more information, visit [www.uwde.org](http://www.uwde.org), [spurimpact.org](http://spurimpact.org), and [www.DoMore24Delaware.org](http://www.DoMore24Delaware.org).

# Mixer

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keeping you connected and educated on all the latest in our community – even when gathering in person is not possible. In this time of gathering restrictions, limited capacities, and potential health concerns, it is more important than ever that we continue to engage with one another and learn from one another!

The Sunset Business Mixer is

one of the many benefits that accompany your CDCC membership. Mixers provide a great opportunity for CDCC members and their guests to spend time together at the end of a work-day in a casual setting (can be SUPER casual when it's a ZOOM!), while meeting other business owners, sharing information, and collecting qualified leads. The Mixers occur 10 times during the year. While a virtual experience does not lend itself to sharing business cards, be prepared to share your contact information in the ZOOM chat so that

others can connect with you later! To participate, simply go online and set up a ZOOM account on your phone or computer (if you don't already have one). This will work best if you have an active microphone and camera. Log in and use Meeting ID #814 6075 7592 to enter the meeting. Be sure to bring your own snacks and beverages of choice and get ready to participate in thoughtful discussion, check in with one another, reconnect with business colleagues, and enjoy the opportunity to be together in an easy, virtual way.

To register for this event, please contact the CDCC office at 302-734-7513 or via email at [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net). You can also sign up through the website, [www.cdcc.net](http://www.cdcc.net) by clicking on the Events Calendar. We look forward to catching up with you as we reconnect virtually and also learn more about Special Touch Card Creations and what they bring to Central Delaware, on Wednesday, March 31st, on ZOOM for the March Sunset Business Mixer!

# Tournament

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al categories and the overall tournament winner will receive the coveted Chamber 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 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 would like to market your business by helping to sponsor the event. There will be opportunities available for hole sponsors, a hole-in-one sponsor, prize sponsors, award sponsor, as well as beverage and snack sponsors. You won't want to miss this chance to play or to share your company's swag as a Mini Masters sponsor! And,



of course, there will be plenty of room for spectators as well!

The CDCC would like to extend its thanks to the sponsors who have already signed up to help: Dover Federal Credit Union, Humana, Merry Maids, and Pike Creek Mortgage Services, Inc.

This Masters in Miniature experience will serve as the Spring fundraiser for the Chamber. All proceeds from the evening's activity will benefit the Central Delaware Chamber of Commerce and will be spent supporting and sustaining the many programs that help you and your business 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](http://www.cdcc.net). We look forward to teeing off with you at THE Chamber Mini Masters in April!



**Wednesday, April 28, 2021**  
4- 7 pm  
(in conjunction with our April Sunset Business Mixer)

**Tre Sorelle Dolce Ice Cream & Mini Golf**  
27 S. Railroad Street  
Wyoming, Delaware

**Prizes and a Trophy will be Awarded!!!**

## Sponsorships Available

- \$1000 Tournament Sponsors
- \$400 Hole Sponsors with a team of 4 Golfers
- \$200 Hole Sponsors
- \$500 Hole-in-One Sponsor (1 Available)
- \$250 Awards Sponsors
- \$250 Score Board Sponsors
- \$250 Beverage Cooler Sponsor (1 Available)
- \$250 Snacks Sponsors

**CALL TODAY!**

Thank you, Sponsors! (as of 2/19/21)



A cool way to

- market your business...
- build your team...
- experience camaraderie and company pride in the heat of competition...
- put your well-honed putt putt skills to good use... AND...
- **WIN THE (Mini) MASTERS!**

For more information, call the CDCC Office at (302)734-7513 or email [cfriese@cdcc.net](mailto:cfriese@cdcc.net).

# Luncheon

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cost to attend is \$12.

During the event, members of the Legislative Affairs Committee will pose pertinent questions to the gathered lawmakers regarding the issues that make up the CDCC's legislative agenda such as minimum wage, the legalization of recreational marijuana, paid family leave, renewable energy, and the training and re-development of the area's workforce. In addition, COVID-19 related issues will likely be discussed. This event will give our business community a chance to hear from each legislator and learn more about their stance on these issues. For legislators, this event will give them the opportunity to understand which issues are most important to their business constituents. The discussion will be kept to the issues that promise to have the most impact on business in Central Delaware. This event traditionally leads to subsequent conversations in which law-

makers could hear first-hand about the impact legislation will have on their business constituents.

We would like to thank our sponsors who have helped to make this event possible (as of 2/19/21): our Signature Sponsor – BIG Investment Services; our Platinum Sponsors & Cornerstone Members: Axia Management, Century Engineering, 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/Benefits Connection, Artesian Water Company, Inc., C.S. Kidner Associates/Capitol Strategies, Comcast, Delaware State News, Delaware Association of Realtors, Delaware Municipal Electric Corporation, Del-One Federal Credit Union, Dover Downs Hotel & Casino, Dover International Speedway, Fifer's Farm Store, George & Lynch, Inc., Highmark Blue Cross Blue Shield Delaware, McGuinness Commercial Real Estate, Pepsi Bottling Ventures of Delmarva, Shore United Bank, 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](mailto:adminassistant@cdcc.net). ZOOM Codes will be emailed

to participants a couple days before the event. We look forward to seeing you at 9 am on ZOOM on March 11th, as together we tackle the important legislative issues facing businesses in Central Delaware – The Delaware Way!

# Show Up and Speak Up – Every Voice Counts

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 2021 coming together via ZOOM to virtually learn how business is done at Legislative Hall, hear from elected officials and those who work with them, and learn about the impact of Government and Politics on the area's business community. Class members also had the opportunity to examine the leadership traits of vision, competence, and the ability to teach and be taught through the lens of government and politics.

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, and Rep. Daniel B. Short, House Minority Leader and co-chair of the House Small Business Caucus, took the class through the process of lawmaking. They 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 all voices count, and every voice must be heard.

Kidner and Short also shared a bit about the affect that the COVID-19 pandemic has had on legislation and the work of the General Assembly. Legislative Hall has largely been closed since March of 2020, and the business of government has continued through virtual platforms. While meeting virtually is better than not meeting at all, these platforms do have some shortcomings that can disrupt the process of lawmaking.

Both gentlemen spoke about the uniqueness of governing here in Delaware. More than most other states, legislators' physical presence plays a large role in the business of government. Face-to-face, person-to-person encounters are the foundation of lawmaking in the first state. The inflection of one's voice, the look on one's face, and the body language employed by representatives and senators alike, subtleties often not conveyed through ZOOM and Facetime, can make an impactful difference when crafting legislation. With absence of in-person conversations, the absence of the energetic "buzz" that typically inspires and motivates those gathered at Leg Hall.

Next on the agenda was a member of the Governor's cabinet and Director of the Office of Management and Budget, Cerron Cade. Cerron and his team are charged with the management of all the state's assets including facilities, land, and financial resources. Cerron shared with the class members the "nuts and bolts" of putting together the state's budget and referred to Delaware as a very business-friendly state. He illustrated the various aspects of budget creation and shared the process and timeline for completing this important task. He illustrated the fact that vision plays a key role in his position – it is important to first see clearly what needs

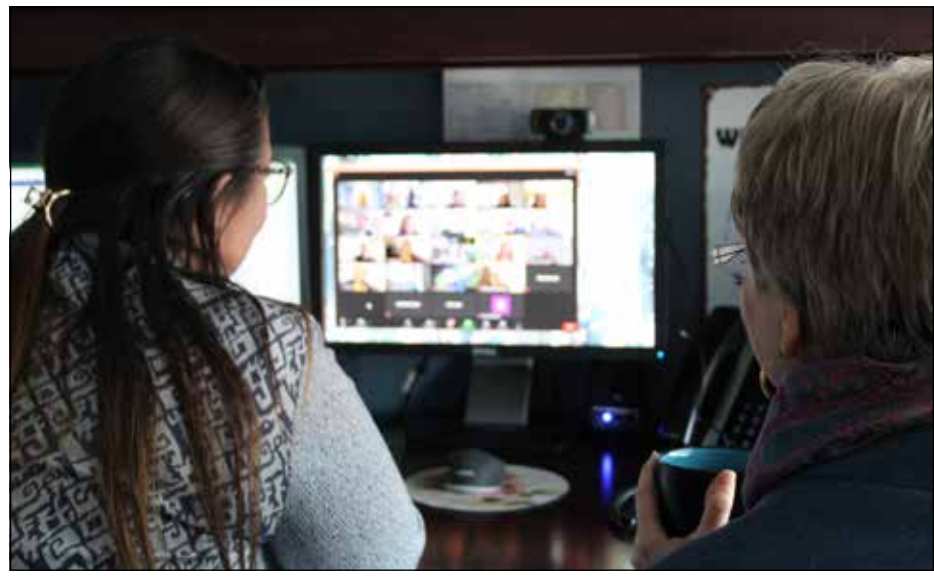


to be accomplished, then with that picture in mind, create a path to completion.

Class members were involved in two roundtable discussions regarding hot topics that currently face the General Assembly: Paid Family Leave and the Legalization of Marijuana. Representative Sean Lynn, 31st District, and Christina Lessard of Lessard Builders led the discussion and provided insight on how mandated leave would affect businesses and how mandated leave would affect the State. Legislation has not yet been introduced on this issue. Janie Libby, retired HR specialist for Dover Downs Hotel & Casino and LCD Steering Committee Chair, and Representative Jeff Spiegelman, 11th District worked together to provide information regarding the legalization of 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. It was interesting for class members to consider the position of lawmakers as they represent their constituents. Rep. Spiegelman spoke about the struggle of speaking for a district in which the population is evenly divided. All participants showed the importance of learning and being able to teach others the intricacies of controversial topics. The ability to teach and be taught plays a large role in the development of competence.

The role of the Central Delaware Chamber of Commerce was eloquently explained by the Chamber's president and one of two CDCC lobbyists, Judy Diogo. Judy talked about the need for the chamber to



Heather McTheny, CDCC Director of LCD, and Judy Diogo, CDCC President, welcome the Class of 2021 to Government and Politics Day.



The members of LCD Class of 2021 are always eager to reconnect!

monitor the activity of the General Assembly and track bills that have the potential 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.

Judy also emphasized the need for Delawareans to engage in the process of legislation and let their voices be heard. She underscored the idea that any resident at almost any time can walk up the front steps of Legislative Hall, enter through its massive doors, and be heard... really heard. This is a privilege not as easily afforded to the citizens of any other state in the country and encouraged class members as citizens of the First State to take advantage of it. Delaware regards every voice

See LCD — Page 7

Sponsors confirmed as of 10.22.20

## Thank you to our Sponsors!



The Class of 2021 remained engaged and contributed much to the discussion – even virtually!

# LCD

Continued From Page 6

as important. Government & Politics Day ended as 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. During the discussion, Mayor Christiansen aptly described Dover as “a place big enough to be a city, but small enough to enjoy the close-knit feeling of a town.” 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 wonderful opportunity to reflect on the role of business leaders in the process and to consider when and how to make their voices heard. They valued the face-to-face contact with the lawmakers and enjoyed their part in the day’s many discussions. While the class members were unable to experience Government & Politics Day in the traditional way, they learned much from the panel opportunity. They will be given the opportunity to attend next year’s Government and Politics Day with the Class of 2022. As we all know, flexibility is an important leadership trait and kudos to the Class of 2021 for their patience and their flexibility as we have had to restructure a portion of their leadership year. In a very unique way, even this will help to shape their leadership portfolios in a way that will benefit us all.



Rep. Danny Short, House Minority Leader and Co-Chair of the House Small Business Caucus



Scott Kidner of C.S. Kidner Associates, CDCC Lobbyist and Chair of the CDCC Legislative Affairs Committee

# The Next 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, check out the CDCC’s Leadership Central Delaware program and become part of Central Delaware’s next generation of leaders! The Central Delaware Chamber of Commerce (CDCC) is beginning to make plans for the annual LCD Invitational Reception. This reception creates a platform where LCD alumni come together to share with prospective members of the next LCD class information about this paramount leadership development experience. The Invitational Reception will be held in late Spring – stay tuned for the exact date, time, and location, but it’s not too soon to start thinking about your place in this essential program for emerging leaders. Since its inception, Leadership Central Delaware (LCD), the diamond program of the CDCC, having graduated more than 450 individu-



als, 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 ded-

icated to making Central Delaware THE place to live, work, and play. 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. Recent graduate, Vince Setnar, Class of 2020 remarked, “My experience with LCD has exceeded my wildest expectations...” 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 (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. Plan now to attend this FREE Invitational Reception to learn more about LCD and to meet your potential classmates. Class sizes are limited – participants are chosen through an interview process. To learn more about Leadership Central Delaware, visit [www.cdcc.net/education/lcd/](http://www.cdcc.net/education/lcd/). For more information, please contact Heather McTheny at the CDCC Office (302)734-7513 or [lcd@cdcc.net](mailto:lcd@cdcc.net). It’s time to start building Central Delaware’s next generation of leaders!

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# Member News

**Free books for children!**  
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[delawarelibraries.org/imagination](http://delawarelibraries.org/imagination)

Let's read more!

## Reading Leads to Healthy People

The team at Bayhealth Hospital, Kent Campus, is excited to join an incredible effort that promises to contribute to the health of the “whole” child. Earlier this year, Bayhealth became a partner in the world-renowned Dolly Parton Imagination Library program! The hospital has partnered with Dover and Milford Public Libraries so that all babies born there can be immediately registered for the book gifting program and begin to foster a habit and a love for reading as soon as they take their first breath.

Dolly Parton began the Imagination Library in 1995. Originally intended for the people of her home county in Tennessee, the program has grown and is available across the United States and in several counties worldwide. The country singer and philanthropist was inspired by her father, Robert Lee Parton, Sr., to begin the program. Mr. Parton never had the opportunity to attend school and he never learned to read. He was involved in the organization from 1995 until he died in 2000. It is said that he particularly loved hearing the local children refer to Dolly as “The Book Lady!”

“When I was growing up in the hills of East Tennessee, I knew my dreams would come true. I know there are children in your community with their own dreams. They dream of becoming a doctor or an inventor or a minister. Who knows, maybe there is a little girl whose dream is to be a writer and singer,” notes Ms. Parton on the Imagination Library website. “The seeds of these dreams are often found in books and the seeds you help plant in your community can grow across the world.”

The Imagination Library, which comes at no cost to the Hospital, the Libraries, or the recipients, provides children with one special selected book every month until they reach their 5th birthday. This translates into a family library of 60 quality books by the end of the program! These books can be read and re-read and even passed on to other children!

Families at Bayhealth may be registered for the program when they come to give birth and will receive their first book when they are discharged. The partner libraries are charged with acquiring the book and delivering it to the hospital. After that, the books are received through the mail. The program is also offered to any patient of Bayhealth Pediatrics under the age of 5, even if they were not born at the hospital.

“From a pediatric standpoint, the birth of a baby seems to be the ideal time to introduce reading and make an impact on a family,” commented Dr. Colleen Allorto, Bayhealth Pediatrician. “We know that babies hear and recognize voices, even in vitro. It’s never too soon to start reading to a child.”

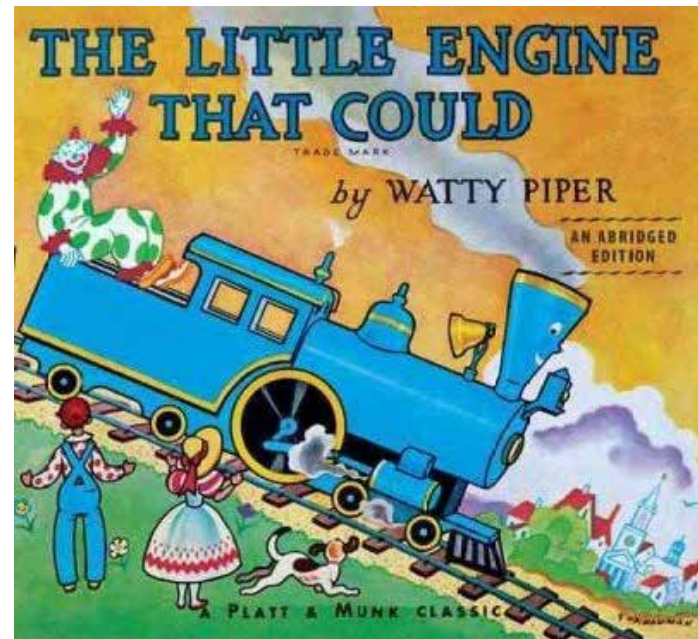
“Reading,” she continued, “helps children and parents develop a strong bond that is formed when time is spent together. In addition, the skills learned through reading help to establish a foundation of success for the life that is being built.”

The first book that children receive through the program is Watty Piper’s classic *The Little Engine that Could*. Dolly Parton chose this specific book because it is her favorite, but also because she believes it to be inspirational and motivational. She often refers to herself as “the little engine that did.”

“The Little Engine that Could is a great book to start with,” remarked Dr. Allorto, “because, even though young babies won’t understand it all, it will eventually, at some level, convey the message that anything is possible!”



Dr. Colleen Allorto, Bayhealth Pediatrician



Bayhealth strives to assist children and families as they achieve not just health, but wholeness. “At the end of the day,” remarked Dr. Allorto, “there is more to health care than just physical health care. Reading is an activity that leads to healthy people.”

For more information, visit [www.imaginationlibrary.com](http://www.imaginationlibrary.com), or contact the Delaware Division of Libraries, the state’s program manager, at [www.libraries.delaware.gov](http://www.libraries.delaware.gov).



## Member News

# RideShare Delaware, a Program of DART, Announces Name Change and Rebrands as Delaware Commute Solutions (DECS)

RideShare Delaware announces rebranding as Delaware Commute Solutions. The RideShare Delaware program, first introduced in 1997, is rebranding with a new name, logo, and website. Over the years, the program has evolved to provide commute options outside of just ridesharing or carpooling. Since then, the name 'rideshare' has also evolved and become synonymous with one segment of ride hailing in the transportation sector. The rebrand to Delaware Commute Solutions (DECS) more accurately represents the program's essence and offerings to reflect all modes of clean commuting. The overall goal of the program since its inception - to reduce the amount of single occupancy vehicles and reduce congestion on Delaware roadways, thus improving the air quality - remains the same.

John Sisson, DART's Chief Executive Officer stated, "the rebranding to Delaware Commute Solutions aligns with DART's continued commitment to provide the highest quality efficient and environmentally friendly transportation options to people traveling in Delaware."

The Delaware Commute Solutions program is funded with a combination of Federal Congestion, Mitigation, & Air Quality (CMAQ) and State dollars. The program provides a vast array of transportation solutions and benefits to Delaware employers and commuters for using alternative modes of transportation that is not driving alone. These clean commuting options include transit (bus and train), tele-



working, biking, walking, carpooling and van-pooling. Anyone who lives, works, or attends higher education in Delaware can sign up for the program and receive free member benefits for recording their clean commutes. When participants record their clean commuting trips on the free app or website, the data collected shows the vehicle miles reduced and carbon dioxide emissions prevented. Participants can download the free DECS app through Android or iPhone to become members, find matches, record clean commutes and redeem points for rewards.

Incentives and benefits for Delaware Commute Solutions members include a tailored personal commute plan, rewards for recording a clean commute, Guaranteed Ride Home

reimbursements (in the cases of unexpected events), special promotions and monthly drawings. Employer partner benefits include on-site or virtual outreach events, federal tax benefits, transportation surveys, vanpool formations, telework policy review and development, etc. - at no cost to the employer or employee. Delaware Commute Solutions manages DART's re-launched Get a Job/Get a Ride program that provides eligible new employees a free 30-day bus pass to get to and from work.

For questions, please contact [general@delawarecommutesolutions.org](mailto:general@delawarecommutesolutions.org), visit [www.DelawareCommuteSolutions.org](http://www.DelawareCommuteSolutions.org) or call 888-RIDE-MATCH.

Over 13,200 individuals read the award-winning Dover Air Force Base

## AIRLIFTER



Dover Air Force Base is home to the 436th Airlift Wing (Eagle Wing) and the reserve 512th Airlift Wing (Liberty Wing), and hosts both the C-5M and C-17 Globemaster III cargo planes. Economic impact is estimated to be \$466 million, which includes salaries, retiree pay, local contracts, and local area expenditures within a 50-mile radius of the base. The DAFB workforce consists of 3,900 active duty, 1,500 reservists and 1,000 civilians and supports 5,100 family members.

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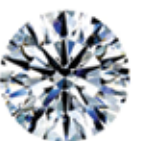
Readership number based on 6,000 copies distributed with 2.2 readers per copy. Overall winner of the 2017 U.S. Air Force Media contest as well as 2018 MDDC (Maryland, Delaware, District of Columbia) Press Association news page design first-place prize winner.



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## Member News

# Celebrating Five Years of Making Sweet Memories

*“People will forget what you said. People will forget what you did. But people will never forget how you made them feel.”*

*- Maya Angelou*



This year, 2021, is a big year for Dean and Stephenie Tatman and the team at Dolcé Bakery & Coffee Shop in Milford. January 29th marked 5 years of ownership for the Tatman's. Dean and Stephenie, long-time Harrington residents, often dreamed of owning a bakery on their frequent trips to Dolcé as customers. This was a dream intended for a time later in life, perhaps a retirement adventure.

Five years ago, long before retirement and just two years before the birth of their son, Dolcé went up for sale and the Tatmans turned their dream into a reality. They bought the business and split the duties: Stephenie, a State employee, is responsible for the accounting, social media, and marketing, while Dean, along with the bakery's team, takes care of the rest, overseeing the day-to-day operations of the business, ensuring quality baking and brewing. The past five years have been a wonderful whirlwind of activity, growth, relationships, and service!

The Tatman's, who have always wanted Dolcé to be part of something bigger than themselves, thought long and hard about the best way to mark their first five years of ownership and celebrate their business. “We know the struggles that everyone has faced in this past year – it's been so hard,” commented Stephenie. “It just seemed wrong to celebrate in a way that was self-serving. The time just isn't right for that kind of celebration.”

Throughout the pandemic, they have worked hard to protect their team and their customers. They found new and safer ways to serve the community. As they have engaged with their customers, they have become aware of a deep desire to help people, to “give back,” on the part of many. Unfortunately, many didn't know quite how to help and don't have the connections that would enable them to make a difference.

As the anniversary celebration and the community's longing to help and support collided, Dolcé's “Caring for the Community” cam-

paign was born! Through this effort, the customers at Dolcé will be given an opportunity to support local small business, while helping the community. The team at Dolcé will serve as the facilitator, the conduit through which the acts of kindness will take place. For this campaign, four beneficiaries have been targeted: The Milford Community Pantry, Bayhealth/Nemours – Sussex Campus, First Responders, and Educators in the Milford School District.

As funds are donated and directed, the Tatman's and their team will reach out to their contacts to best determine what form the help will take. Sometimes it will mean delivering more nutritious offerings like banana bread and blueberry bread, sometimes a coffee and pastry or breakfast sandwich surprise delivery will be the best answer. The idea is to deliver an individualized wholesome treat wrapped in love and gratitude. “We are really interested in customizing the deliveries in order to make them the most helpful for the recipients,” remarked Stephenie. “We want our beneficiaries to know who we are and when we're coming. We want to build a relationship with them so that they will trust that we are doing everything in the safest way possible, following all the COVID-19 protocols.”

Anyone can participate in this effort by making a donation to the campaign. Customers are encouraged to add any amount to their tab at checkout. Others call the bakery and make their donations. To donate online, simply go to [www.dolcebakery.com](http://www.dolcebakery.com) – at the top of the home page, click on “Place an Online Order Here.” Once you've reached the online ordering page, click on “Caring for Our Community” and choose the amount and beneficiary you'd like to support. While the Tatman's have suggested that \$10 is a good amount to cover the cost of a wholesome meal, donations of any amount are welcome.

“Everybody's been hit hard this



Stephanie and Dean Tatman, owners, Dolcé Bakery & Coffee Shop

year,” said Stephenie. “We have felt a tremendous amount of love and support from people. In Milford, we are one of the hubs. If we can use this campaign to bring people together for the common good, I am all about that!”

The “Caring for Our Community” campaign does not have a firm expiration date. Currently, it's designed to coincide with the 5-year anniversary, but the desire is to continue it as long as possible. “Now that the mechanism is in place, we'd like to keep it going,” indicated Stephenie. “Depending on the needs, we may change the beneficiaries, but we'd love the program to continue indefinitely.”

Dean and Stephenie have felt very blessed. Early last year, they were the recipients of an EDGE Grant. The EDGE Grant, a program provided by the Delaware Division of Small Business, enabled the couple to purchase much-needed equipment for the business and helped them to expand their catering and wedding banquet services. In addition, Dolcé was approached by the Silicato family and will be opening a second location inside

a medical facility 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 pandemic has slowed the building's construction, but it is thought that the facility will open by late Spring or early Summer of this year.

The Tatman's feel extremely grateful for the support, encouragement, assistance, and affirmation that they have received from their customers and the community at large. “It's a good feeling to feel so supported,” commented Stephenie. “And that's what we want for others. When this is all said and done, we want the recipients to remember how this effort made them feel.”

To learn more about Dolcé Bakery & Coffee Shop or to make a donation to “Caring for Our Community,” please visit [www.dolcebakery.com](http://www.dolcebakery.com). Please join the Central Delaware Chamber of Commerce in congratulating Dean, Stephenie, and the team at Dolcé on their 5th Anniversary of ownership!



## Member News

# Delaware EARNs: An Innovative Retirement Savings Solution

AARP is constantly on the lookout for ways to assist people as they reach their retirement years. The organization's mission is focused on the idea of empowering people as they choose how they live as they age. To that end, the folks at AARP are ready to advocate, provide information, offer discounts, and take actions on issues pertinent to enhancing the quality of life. Founded in 1958 by retired educator, Ethel Percy Andrus, AARP has established a long history of fighting for and equipping individuals to lead their best life.

Delaware has one of the most vibrant small business communities in the country, with 98% of businesses in the state having 100 employees or less. Small businesses also employ over half of the workforce in Delaware. Yet, The AARP Public Policy Institute reports that about 66% of Delaware's small business employees do not have access to a retirement option at work. At this rate, half of all households are at risk of not being able to handle everyday expenses – like medicine, utilities, and rent – in their later years.

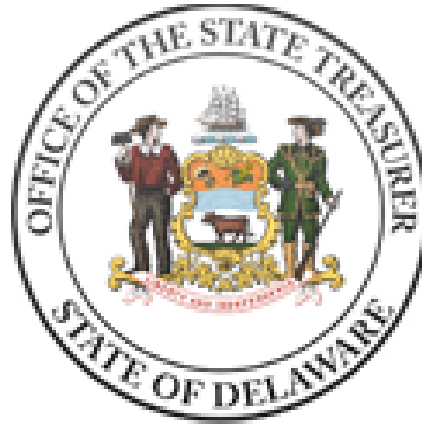
A recent survey of workers aged 35 and older indicated a high level of concern among workers regarding the prospect of saving for retirement. These workers were not only concerned about their own ability to set aside money for their later years, but they were also worried that their children and grandchildren would not be able to save enough money to sustain them in their later years. The majority surveyed indicated that they would be interested in a way to save for retirement at their workplace. The results also showed that the overwhelming majority would take advantage of a workplace savings program if they had access to one. Survey results clearly indicated that people are more likely to participate in a workplace savings account than they are to take steps to save for retirement on their own. In



fact, people are 15 times more likely to save when they can do so out of their regular paycheck at work, and 20 times more likely if that savings is automatic.

The folks at AARP believe that providing small businesses with a retirement savings option facilitated by the state is one way to help solve this dilemma. Sometimes called Work & Save, these state-facilitated retirement programs provide small businesses with a no-cost, plug-and-play retirement option that helps their employees to grow the savings they need to take control of their future.

In addition to helping workers, offering such a program would benefit businesses. Adding access to this option to the existing package of benefits and company perks offered by small and medium-sized businesses would help business leaders demonstrate concern for their employees' futures. Offering access to such a savings opportunity may even serve to assist them as they compete with their larger counterparts for top talent. Giving employees access to a workplace savings program would go a long way in relieving their concerns about their ability to remain self-sufficient in their retirement years. Having access to this new retirement savings option allows these employers to recruit and retain em-



ployees, without taking on the time and expense of administering these programs themselves.

Delaware Treasurer Colleen Davis and her team are currently working to propose a new state-facilitated option called "Delaware EARNs" (Delaware Expanding Access for Retirement and Necessary Savings). Delaware EARNs follows a very simple design, consistent with other Work & Save programs. The program would enable businesses with five or more workers to offer employees access to automatic payroll deductions into an Individual Retirement Account (IRA). The accounts are sponsored through a public-private partnership administered by the state and managed by the private-sector. The program is portable, so workers can take their savings with them when they leave a job. For small business owners who want to provide for their employees, but cannot afford to offer a retirement savings option, Delaware EARNs is a viable no-cost, no-risk option.

AARP Delaware is advocating in collaboration with the Office of the State Treasurer for the implementation of Delaware EARNs. Programs like this have recently been enacted in several states with great success and have seen growth even during the pandemic. These programs have

helped small businesses across the country – Delaware EARNs endeavors to bring that kind of assistance to small businesses here in Delaware, too.

AARP Delaware is advocating in collaboration with the State Treasurer's Office for the implementation of Delaware EARNs. Programs like this have recently been enacted in several states with great success and have seen growth even during the pandemic. These programs have helped small businesses across the country – Delaware EARNs promises to bring that kind of assistance to small businesses here in Delaware, too.

If you are interested in learning more about Delaware EARNs or want to use your voice as a business owner to help make this program a reality, please email [deaarp@aarp.org](mailto:deaarp@aarp.org) for more information.

In addition to their work with Delaware EARNs, the folks at AARP are pleased to announce the recent launch of their Small Business Resource Center for the 50+ ([www.smallbizrc.org](http://www.smallbizrc.org)). This platform provides resources to aspiring entrepreneurs and established business owners. Older entrepreneurs can find support, resources, and practical guidance as they start, manage, and grow their businesses. Along with the Resource Center, AARP also offers a Small Business Caring Guide ([www.smallbusinesscaringguide.org](http://www.smallbusinesscaringguide.org)) which focusses on helping small businesses create caregiver friendly workplaces. In the face of the pandemic, there has been a significant increase in attempted fraud, especially affecting the nation's senior citizens. AARP has worked to develop a Fraud Watch Network ([www.aarp.org/money/scams-fraud/](http://www.aarp.org/money/scams-fraud/)) giving members access to a talented team of fraud fighters who work to protect seniors and their loved ones.

For more information on any of these resources, visit [www.aarp.org](http://www.aarp.org).

# Making Virtual Connections at the February Mixer

On Wednesday evening, February 24th, the CDCC team hosted its monthly Sunset Business Mixer via ZOOM. The virtual event, brought to you by Excel Business Systems, gave members an opportunity to connect even though an in-person gathering was not possible. Once again, the importance of remaining engaged was demonstrated as many members hopped on the ZOOM in an effort to remain in touch with business colleagues and friends. Everyone "ZOOMed in" with their own snacks and beverages of choice and joined in a lively exchange of conversation.

Our virtual gathering gave participants an opportunity to connect, exchange information, and gain qualified leads right from their own computer screens! Our evening's sponsor, Excel Business Systems, provided a brief virtual tour and shared with the assembled virtual crowd some of their state-of-the-art equipment. Later in the evening, an Excel trivia game based on what was shared became part of the fun as questions were answered and winners were named! This activity proved to be a fun way to learn about our fellow business member while enjoying a little lighthearted



The CDCC Staff was happy to welcome everyone to the mixer!

competition. Thanks to the team at Excel for their creative approach to the event!

The evening provided a great chance to catch up with each other and talk about both the good and the bad brought by the pandemic and what life may look like when we get back to some kind of "normal." Many shared what they are doing to keep their businesses strong and ideas were shared across the board about how to get back up and running in a safe and effective way.

Everyone at the mixer had an opportunity to speak to the gathering and share information about their business and what they do. Contact information was shared in the chat to enable future networking. Several



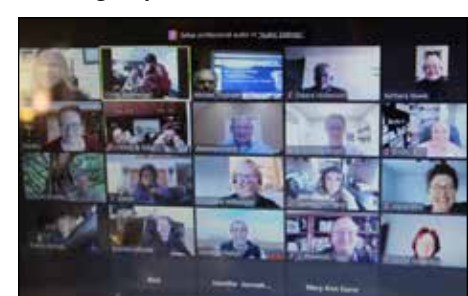
Dee Cairo of Excel Business Systems led the group in a fun Excel trivia contest!

door prizes were drawn that brought smiles to many faces. We were also excited to do our regular drawing for the Member of the Month. We are please to announce that the CDCC's next Member of the Month will be Special Touch Card Creations.

Our CDCC team continues to work diligently to serve you, our members... we are learning a lot about patience, flexibility, and the art of the punt! We have opted for reworking events rather than cancelling in order to maintain our strong connections and provide a platform for constant networking. We were very excited to connect at February's Virtual Mixer and we look forward to seeing you again in person, hopefully soon! Until then, know



Mike Stypinski of Excel Business Systems demonstrated the interactive white board for the group.



It was so good to see everyone's smiling face!!!

that we are here for you and we are happy to serve you.

To contact us, please call the CDCC Office at (302)734-7513. Stay safe and healthy – and continue to stay connected with us and with each other!



As the time approaches for the City of Dover's regular municipal elections, the Central Delaware Chamber of Commerce is happy to introduce the people who will potentially serve as your voice in city government. Regular City of Dover Municipal elections are held in odd-numbered years on the third Tuesday in April. The Mayor and nine Council Members are elected to four-year staggered terms on a non-partisan basis. Two members are elected from each of the four Council districts; the ninth member of Council and the Mayor are elected at large.

This year's regular and special City of Dover municipal elections will be held on Tuesday, April 20, 2021 between the hours of 7 am and 8 pm. The polling places will be announced closer to the date of the elections.

## David L. Anderson 4th District

**1. Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)**

- 1 - Safety
- 2 - Business Development (permitting, zoning, etc.)
- 3 - Infrastructure Development (roadways, broadband, electric/water/sewer upgrades)
- 4 - Parking

All of these are important issues and inter-related. Without safety no one invests, without business development, infrastructure does not follow, and success there necessitates better parking. Other issues like homelessness and youth services matter as well to the quality of life.

**2. What is your number one objective as a returning or new City Councilperson?**

Restoring community policing and making sure Dover has the most business friendly reputation in central Delaware. I have also helped start infrastructure projects to improve McKee Rd, College Rd, Kenton Road, Garrison track connection to SR. 1, and Kings Hwy/ U. S. 13 intersection upgrade. I want to see those followed through. They are vital to continued economic growth and safety.

**3. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?**

I helped initiate the diversity and inclusion strategic framework. I want to ensure it is properly implemented. I support better and more broad-based recruitment, inclusive contracting and community policing.



David L. Anderson

**4. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?**

I am not so inclined in this environment. If it is necessary to fund policing, I want to keep it minimal and focused.

## Tricia K. Arndt 3rd District

**Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)**

- 1 - Safety
- 2 - Parking
- 3 - Business Development (permitting, zoning, etc.)
- 4 - Infrastructure Development (roadways, broadband, electric/water/sewer upgrades)

Infrastructure Development and Business Development are two sides to one coin-- Economic Development. We need the infrastructure in place to attract new business, and the processes in place to retain, grow, and permit existing and new business. Safety is an overarching concern that should be integrated into all aspects of planning- such as ensuring safe pedestrian and bicycle access in transportation projects, and improved lighting and other crime deterrents in commercial and residential projects. Most of the City has ample parking with a few exceptions that need to be addressed on a case-by-case basis.

**2. What is your number one objective as a returning or new City Councilperson?**

I have always been driven to serve my community and truly believe in Dover's possibility. I look forward to working with other members of Council, City government, residents, and business owners to strategize and implement ideas to capitalize on what's working, to improve what could be better, and to reach our full potential as our State's capital.

**3. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?**

There is much work to do with regards to equity, diversity, and inclusion, but it's encouraging that the topic is finally at the forefront of many initiatives. We, as a society, are having difficult conversations about race and equality; efforts are underway to revitalize struggling neighborhoods in Dover; and our police department is holding community forums to improve relations. I support these efforts and hope to contribute to a more inclusive and transparent government.

**4. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?**

Obviously, this will be my first budget cycle as a member of Council. With the economic decline and lost revenue, I expect the task to be quite challenging. I will do my best to strike the right balance between the services provided and the cost for those services.

## Andre M. Boggerty Candidate at Large

**Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)**

- 1 - Safety
- 2 - Business Development (permitting, zoning, etc.)
- 3 - Parking
- 4 - Infrastructure Development (roadways, broadband, electric/water/sewer upgrades)

**1. What is your number one objective as a returning or new City Councilperson?**

My primary objective is to receive input from constituents regarding their concerns. Bring those concerns to the council and city leaders so we may develop strategies to resolve or provide meaningful response(s) to stakeholders. I plan on having Coffee with Your Councilman throughout the city on a quarterly basis.

**2. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?**

The development and promotion of affinity groups within our city would serve as a great tool to address specific issues. I would also enhance the promotion of events such as Dover Days to bring the community together. Additionally, I would use the Coffee with Your Councilman forums to hear concerns as addressed in #2. Lastly, I would attempt to effectively disseminate various resources and opportunities such as food-bank locations, employment opportunities and college/trade school fairs.

**3. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?**

No. Absolutely not.

## William F. Hare 2nd District Council President

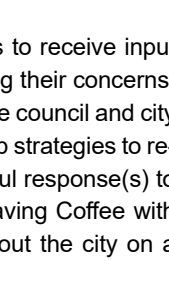
**Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)**

- 1 - Safety
- 2 - Infrastructure - Development (roadways, broadband, electric/water/sewer upgrades)

Infrastructure improvements must re-



Andre M. Boggerty



William F. Hare

main towards the top of our list. To provide clean water, support growing areas, we need the infrastructure to get updated and evolve as quickly as our community is.

**3 - Business Development (permitting, zoning, etc.)**

This is important and when all is handled properly it should automatically improve the parking in Dover. Making sure that new business allow ample parking for their businesses in the initial process will help. Outside of the parking issues, we have to consider the impacts of not allowing some things to happen more timely than they do and what businesses have we lost due to a cumbersome process? Although some improvements have been made over the years, there is still more we can do.

**4 - Parking**

This is an important issue and there are parking mtgs taking place with the DDP and other business owners. I think their ability to come up with solutions are going to be viable.

These are the merchants who are directly impacted by parking the most. I feel confident in the abilities of the business owners to present some great solutions.

**2. What is your number one objective as a returning or new City Councilperson?**

To continue making Dover a safe and inclusive place where all people want to be. Where folks feel safe and want to spend time with their families at events, our parks and just simply enjoying Dover. We need to be sure all people are incorporated into this. If we can all work together for the greater good, we can accomplish a lot.

**3. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?**

The City Council has the results from our Diversity and Inclusion study, and we have an update coming before us to see where we are with hiring practices and reaching out to various entities to expand our area of recruitment to potential employees in the minority population. Also, what has been done to educate our current employees about understanding and appreciating the diversity in the current workforce. I feel we will know more about whether good practices are being followed after the update.

**4. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?**

Last thing anyone wants to do is raise taxes or fees. However, we have to be sure that the income received covers the expenses. (A good example was when landfill costs went up and recycling fees by our contractor - it was costing us out of the general fund just to perform those 2 services). We have to look at the costs and weigh the benefits - the city has done a good job of scaling back on any excess, so we will have to see where we stand in our financial forecast. This pandemic may have thrown a wrench in where we are versus where we anticipated being, and the last thing I would want is to have to raise anything that would cost our taxpayers.

## Michael W. Lewis Candidate at Large

Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)



Michael W. Lewis

- 1 - Infrastructure Development (roadways, broadband, electric/water/sewer upgrades)
- 2 - Safety
- 3 - Business Development (permitting, zoning, etc)
- 4 - Parking

All of the above topics are secondary to doing everything we can to fight, defeat and move beyond the COVID-19 pandemic, which touches all city residents and businesses in one way or another. Fortunately, we have the ability to tackle more than one challenge at a time. Everyone benefits from updated infrastructure projects and increasing public safety, and I look forward to learning more about the latest business development (both downtown and along U.S. 13) and parking areas planned for the near future.

### 2. What is your number one objective as a returning or new City Councilperson?

Moving forward with steady leadership and accomplishing positive change for the city in a fiscally responsible manner. It sounds simple enough, but how often do we see nonsense issues (both nationally and locally) get in the way of actual progress and growth? During my time in local media I saw instances of town government meetings in Kent County (not Dover) be bogged down in personality conflicts and one time end early for a Monday Night Football kickoff. I'm looking forward to rolling up my sleeves, doing the homework and actually getting things done.

### 3. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?

Kent County has the highest percentage of African-American residents (more than 27 percent) of any county in Delaware. As the economic headquarters for the county, Dover needs to be a welcoming community for all residents, where businesses at all levels can prosper and everyone pulls together for the common good. I support any initiative that helps keep our business/economic engine moving forward, rewards creativity, and encourages residents to both respect one another and care for the community that we all share.

### 4. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?

With everyone feeling the impact of the COVID-19 pandemic, including the business community, I would anticipate council attempting to do everything in its power to avoid approving tax or fee increases in the coming fiscal year. While it is impossible to predict future challenges or reactions to hypothetical situations, my first instinct is that this year, more than most, needs to be as fiscally prudent as possible, given the sacrifices our residents and business owners have already made in the past 12 months.

## LaVaughn McCutchen Candidate at Large

1. Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)



LaVaughn McCutchen

- 1 - Safety
- 2 - Infrastructure Development (roadways, broadband, electric/water/sewer upgrades)
- 3 - Business Development (permitting, zoning, etc.)
- 4 - Parking

### 2. What is your number one objective as a returning or new City Councilperson?

The reason why I am running is to serve my constituents of the City of Dover. To listen to and address the on-going issues of the city. And increase quality of the government for all of Dover De.

### 3. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?

There are number of things I would support that have been recommended by our great residents of the city which consist of the city building and maintaining a healthy relationship and partnerships with colleges and universities, and organizations. Also create a Diversity and Inclusion council that is made up of many demographics, functions, and levels, with a senior person of the City of Dover police department as head of said council.

### 4. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?

No, I would not raise taxes unless absolutely necessary. Also, I would speak to my constituents to see how they feel about a tax raise themselves. Many may not be able to afford it also, we have no idea how the curve of the pandemic will be within the next fiscal year.

## Fred A. Neil 3rd District

1. Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)



Fred A. Neil

- 1 - Safety
- 2 - Parking
- 3 - Business Development (permitting, zoning, etc)
- 4 - Infrastructure Development (roadways, broadband, electric/water/sewer upgrades)

The survey rankings don't mean anything because Public Safety and Infrastructure are a big part of the foundation to creating a robust economic development program for Dover. The City Council has already made a significant investment in the expansion in the Police Department. Planning Director Dave Hugg has changed the culture of his Department lessening barriers to new businesses. Our

new City Manager has been brought in for his acumen in the Business Development.

That leaves Parking, a prime downtown concern. As a member of DDP, I served on the Parking committee. The City Council passed an ordinance permitting DDP wide latitude on resolving Parking issues on their own.

### 2. What is your number one objective as a returning or new City Councilperson?

I ran for re-election because I want to keep the City on track of being a well-run, modern city, rebuilding our infrastructure after the recession set back that started in 2008, embracing new technology, with an eye to spending the taxpayers' money carefully, with compassion for those who need help, within what is allowed by the City Charter.

### 3. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?

The City Council has the results from our Diversity study. We have done a lousy job of recruiting competent minorities to fill the ranks of our openings. A recent controversial salary study may help, but I believe we will need our HR Department to find the key to recruiting or find someone who can.

### 4. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?

This question is like asking, when did I stop beating my spouse? The pandemic has financially, severely hurt virtually every person and business with a few exceptions, such as owners of Leased Land Communities which is recession proof. When will the Chamber do something about making that fair?

The City Council will soon start deliberating on the Fiscal '22 Budget. Unlike the Federal Government, the City Council can't print money. We can't bolster your Survey ranking of A and D to help with C if our study of the budget indicates we need to raise money. I can only promise that I am aware of what we have all been through during this continuing pandemic, and I will use my best judgement in keeping the cost to our taxpayers the same, or as low as possible, if fees or tax increases are required to be raised.

## Gerald L. Rocha, Sr. 1st District

1. Please rate the following issues in their order of importance for the City of Dover: (1 – the MOST important; 4 the LEAST important)



Gerald L. Rocha, Sr.

- 1 - Safety
- 2 - Business Development (permitting, zoning, etc)
- 3 - Parking
- 4 - Infrastructure Development (roadways, broadband, electric/water/sewer upgrades)

### 2. What is your number one objective as a returning or new City Councilperson?

Safety for our citizens in the downtown area and vicinity and working with Dover PD to help carry out a successful Community Policing strategy.

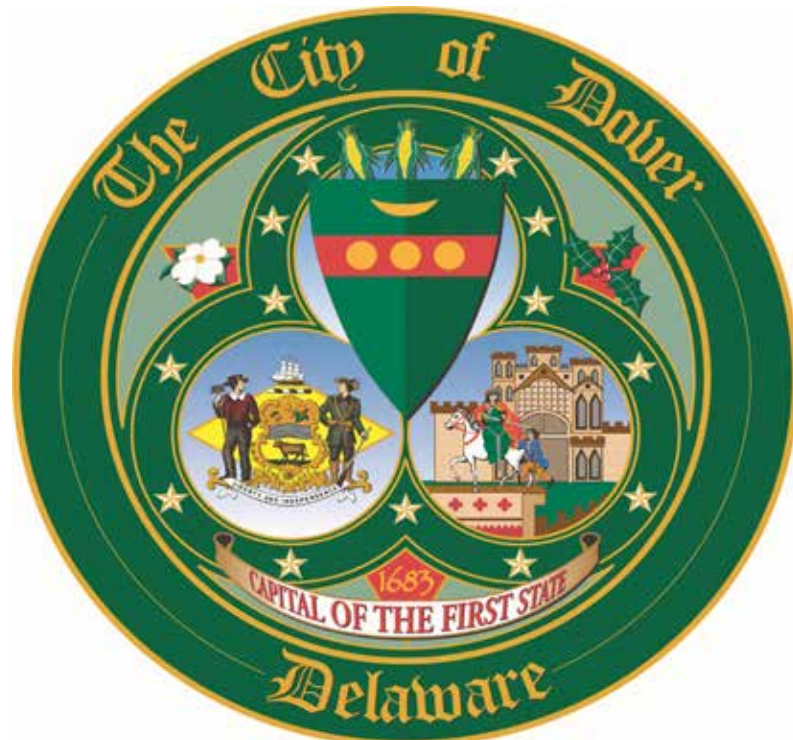
### 3. What initiatives would you support to address racial, social and/or ethnic disparities in Dover?

I am working to support the improvement of diversity & inclusion within our City Government and in our communities in Delaware as a member of United Way's Delaware Racial Justice Collaborative (DJRC). Also, as a member of the Transparency & Accountability Committee of the State's Law Enforcement & Accountability Task Force, I am working with committee members to make recommendations to our state leaders to foster fairness, accountability and transparency regarding police use of force.

### 4. Within the next fiscal year, would you support raising taxes or fees on businesses, properties, water, sewer or electric?

Over the next fiscal year, I believe the proper term to use is balance. As a taxpayer, I would not want to put any further strain on tax paying citizens and on the other hand, would not want to burden our businesses either. As a city official, I would recommend optimizing our revenue and taking a hard look at our existing revenue streams and current assets. Try to find a balance that is beneficial to all parties and at the same time, being fiscally responsible in the budget decisions for the upcoming fiscal year.

For more information about City of Dover Elections, visit [www.cityofdover.com/elections](http://www.cityofdover.com/elections).



## Member News

# Harrington Raceway Celebrates 75 Years of Harness Racing

Built in 1946, Harrington Raceway is the oldest continuously operating harness racing track in the United States. Harness racing made its debut in Harrington, Delaware, in 1920 at the Kent and Sussex County Fair. In those days, racing at the fair was customary. Supported largely by strong interest from agricultural communities, cheering fans gathered at county and community fairgrounds to watch their favorite equine celebrities as they raced to the finish line. With the legalization of pari-mutuel racing, tracks were built, including Harrington Raceway (first known as the Kent and Sussex Raceway) and for the past 75 years, fans have come to Harrington's half-mile oval to celebrate one of Delaware's oldest sports on the grounds of the Delaware State Fair.

Karen Craft, Director of Facilities, began her career at the raceway 40 years ago as a part-time worker. For the past 25 years, she has worked full time overseeing the barns and the training center. Karen has taken great pleasure in getting to know horses, trainers, and drivers as they have come and gone. Her explanation of the heart of the sport was simple: "It's all about the gait."

"There are two types of racers," Karen continued. "Trotters, whose legs move in diagonal pairs - meaning that the right front and left hind legs move together, and Pacers, whose front and hind legs on each side move together, known as a two-beat lateral gait." A horse who breaks stride is disqualified from the race. A horse's gait is thought to be hereditary, but in some cases can be learned and certainly perfected. Racehorses are between 2 and 14 years of age and are separated into racing classes to keep the sport fair and competitive. There are typically 12 - 15 races per night and standardbred horses may race every 4 - 5 days, but most race in a 7 to 10-day cycle. A racehorse's career usually lasts about 10 years. "They can work until they turn 15," explained Karen. "The day they turn 15 is the day they retire."

Another distinguishing factor of harness racing is the use of the sulky. The sulky has been defined as a two-wheeled horse-drawn vehicle with one seat. Folklore tells us that the name "sulky" was chosen because the drivers prefer to be alone, indicating that they must be sullen or "sulking." The term "driver," another unique feature of the sport, is used rather than "jockey" or "rider." Drivers must be athletic, using their muscles to stay in the seat, and must develop a system of signals used to communicate when the horse should speed up or remain steady.

The racing season at Harrington (HRI) is scheduled in two "meets," Spring and Autumn. The Spring meet begins in April and ends at the beginning of July, the Fall meet begins in August and runs through late October. The break in meets is largely intended to accommodate the Delaware State Fair. One day of racing is held during the Fair on Governor's Day. This is a very popular racing day with some of the largest purses of the year.

In terms of significant changes over the years, Ms. Craft shared that the track was renovated in 2003. A reconfiguration of the track was completed, resulting in wider turns. The maintenance of a harness racing track requires careful attention and consistent work. The many layers of a track are essential to cushion the horses' feet. Continuous watering in the summer and harrowing are essential to track health, as well as high quality stone dust - Harrington uses their own signature mixture called "track mix."

A 21-year veteran and former horse owner,



Jim Boese, Chief of Operations of Live Racing, cited another big change. When legislation (Horse Racing Redevelopment Act) was passed to allow the placement of slot machines at the racetracks, the casino was added to the complex at Harrington, which gave the industry an enormous boost. "With the addition of the Casino in 1996, the purses increased substantially," commented Jim. "These changes motivated people to move to Delaware and increased the need for more training centers." Jim shared that the addition of slot machines at raceways around the country has been a game changer.

Karen echoed Jim's sentiment regarding the addition of the Casino. When slots were added to the mix and generated additional income, a new paddock was built, new barns were added, and many components of the facility were upgraded and improved.

Even with changes that naturally come with time, one thing is sure to remain constant. The essence of harness racing is not likely to change. "In the face of good times and bad, the race remains the same," remarked Karen. "The people in the industry work to perfect it and try to make constant improvements, but the race always remains the same."

"It's been a privilege to see some of harness racing's most prestigious horses train and/or race here over the years, in addition to many of the sport's top drivers and trainers," commented Matt Sparacino, Harrington's P.R. Director and Assistant General Manager of Racing. "It gives you a sense of pride when you see our local stars shine on a national level and that's happened on numerous occasions in our history. Harness racing is a treasured part of our agricultural roots. In 1956, Harrington-owned horse, Adios Harry was on the cover of the Sports Illustrated, with the headline, 'World's Fastest Pacer!'"

Harrington has been fortunate to have some of North America's top horses train or race at their facility, including two Harrington-based horses that raced their way to national honors of the year! In 2004, Rainbow Blue was the top horse in North America and Harrington Raceway was her training base, and in 2015, the continent's top horse, Wiggle It Jiggleit, raced and trained at Harrington Raceway. Both Rainbow Blue and Wiggle It Jiggleit, were trained by Harrington's George Teague Jr. "I think it is amazing that when you look up Harrington, Delaware on Wikipedia, the famous residents that are listed aren't people," Sparacino added, "they are horses!" Though stabled at a different facility, Harrington also had a national horse of the year in 2019, when Jim and Jo Ann Looney-King's Shartin N won the award, thus giving the small town a trio of national horse of the year winners in a 16-year span.

With Delaware's two harness racing tracks, at Harrington and at Dover International Speedway, and the state's thoroughbred track at Delaware Park, racing is an industry that has a significant impact on Delaware's economy. Horse racing contributes approximately \$182 million to the economy and supports about 1,540 jobs. In addition, when examining the contribution of racing to the economy, one must not overlook the "multiplier effect," that is, the addi-



Governor Carney and others during the Governor's Cup 2018 with Blazing Bobby Sox



Foiled Again, Winner of the 2012 Bobby Quillen Memorial and Racing's all-time leading money winner produced a nearly \$9 million career!

tional revenue brought in by related industries (ie. Farming, feed, equine health care, tack and equipment, etc.).

"Harness Racing in Delaware is a major economic driver for the entire state. The money earned gets put back into the State's economy over and over again as it is spent in racing related businesses," commented Senator David L. Wilson, District 18. "When one stops to realize the money that is spent in the state on feed, hay, other supplies, veterinarian examinations and equine medical needs, trailers, fuel, and much more, we begin to understand the significant impact of the racing industry."

"I wish the folks at Harrington Raceway all the best," add Sen. Wilson, "and thank them for all the success that they've brought to the First State over the past 75 years."

Another veteran to the harness racing scene at Harrington Raceway, Diana Carrillo, Director of Simulcast and Sportsbook, has greatly enjoyed her time at Harrington. Diana, who came to Harrington in 1996, says that HRI is a great company. "It's a really good place to work," commented Diana, "They take really good care of their employees." A former horse owner herself, Diana enjoys the atmosphere at the raceway and the camaraderie of the horsemen and the customers.

As Harrington's 75th Anniversary celebration begins and history is recalled, it is equally important to look to the future. Harness racing has deep roots in the culture of the First State. As the current generation of "horse people" begin to think about retirement, a new generation is on the move and the future of harness racing looks bright. "I truly believe that harness racing at Harrington Raceway will be around for a long time to come," remarked Carrillo. The loyalty and enthusiasm of all those involved - from the horsemen to the horses to the customers to the staff at HRI - seem to provide a solid foundation for an incredible future!

For more information about Harrington Raceway, please visit [www.harringtonraceway.com](http://www.harringtonraceway.com). Please join the Central Delaware Chamber of Commerce in congratulating our friends at Harrington Raceway on their 75th Anniversary of Harness Racing! Thank you for what you bring to Central Delaware - we wish you all the best for a bright racing future!



The 2015 top horse in North America: Wiggle It Jiggleit



# *Good morning!*

Start your day with the  
Delaware State News daily newsletter:  
*Daybreak.*



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**DELAWARE STATE NEWS**

The Capital Daily

# Member News

## Let the Games Begin... Again!

“What I see now with the DE Turf is the realization of a vision that we had when the complex project was being developed,” remarked Bill Strickland, Chairman of the DE Turf’s Board of Directors. “In 2021, with the large number of tournaments and events coming to the DE Turf, we are very much the significant economic catalyst and community asset that we envisioned.”

As the 2021 season of play begins with a lacrosse tournament on March 6th, there is a great deal of excitement in the air. The sports complex’s calendar is quickly filling up, preparation is underway, and programs are being added and expanded to the DE Turf’s portfolio of activity! The attitude is one of hope and determination – and the outlook is extremely positive as play once again begins.

For the folks at the DE Turf, like with most businesses in Central Delaware, 2020 was a year of challenge. After an amazing opening event in February, the economic shut-down caused by the pandemic translated into four months of no income for the complex. Parking lots were empty, fields were unused – participation in contact sports came to a screeching halt, helping to stop the spread of COVID-19. In July, the complex reopened for play, but the presence of Delaware on and off the Tri State Quarantine list made for a great deal of uncertainty regarding the DE Turf’s ability to welcome out-of-state players.

Throughout the rest of the 2020 season, the folks at the DE Turf remained flexible, operating within the COVID-19 guidelines and restrictions. “In many ways, the quarantine list controlled the entire business,” commented Angie Eliason, DE Turf’s Executive Director. “But overall,” she added, “the impact was minor. We ended the year in a great position. We created some new leagues for kids and we were in a good place financially.”

Angie came to the DE Turf last year and, because of her strong network of contacts and her tenacity, she has taken the schedule at the sports complex to the next level. She has created new relationships and has negotiated contracts with some of the most competitive organizations in the country to come to the Turf. Many of these first-time visitors have made a more permanent commitment than just one tournament and have contracted with the Turf for the next three years.

As the team at the Turf kicks off the 2021 season, there are tournaments scheduled for nearly every weekend from March 6 through the first weekend in December. “At this point,” commented Eliason, “we are about 98% booked.”

Board Chair, Mr. Strickland, has nothing but admiration for the work that Ms. Eliason has done so far. “At the end of 2019, we spent countless hours evaluating the complex and determined that a seasoned operator would be needed to allow the complex to reach its maximum potential. Angie Eliason is that seasoned operator and

more. She has brought a wealth of experience, contacts, and new innovative ideas to the facility. With her at the helm our best days are in front us.”

As the sports complex resumes activities, all participants are required to follow the safety guidelines mandated during this time of the pandemic. The complex has compiled a Delaware Department of Health approved Health & Safety Guidebook. This Guidebook outlines protocols for frequent handwashing, installation of signage and social distancing stickers, and the like. A Health and Safety Manager has also been put into place to ensure that protocols in the Guidebook are implemented and enforced. Currently, the pavilion has been closed to the public, as well as the Grandstand, and face masks are required to be worn by all who enter the property.

Much growth has happened at and around the DE Turf in the past year. Many leagues for children as well as adults have been added to the program. The list of sponsoring businesses has become longer, and the infrastructure around the facility has begun to take on a new life. There are two new hotels slated for construction nearby and a medical facility adjacent to the complex that will offer services related to sports injuries and sports medicine.

As we look to the DE Turf’s future, maintaining what has been built will be key. According to Eliason, “Our future is bright and exciting! As we move forward, it will be important to maintain the relationships that have been built. And it will be imperative that we do our best to maintain our first-class facility.”

Here’s how Bill Strickland describes it: “The competitive advantage that we have in the sports tourism marketplace continues to be our location, 12 artificial turf fields and lights. We are unique in that we can guarantee the participants will get their tournament games in regardless of the weather.”

As amazing as the DE Turf is for sports aficionados of all ages, there is much more to what the Turf brings to Central Delaware. The mission of the DE TURF Sports Complex is to serve as an economic engine for Central Delaware by providing a first-class sports destination venue that attracts sports tourism to the area, as well as services our local community needs for youth to play, learn, compete, and grow.

Just as the oft-quoted line from the movie “Field of Dreams” promises: “If you build it, they will come,” they are indeed coming! Players, parents, spectators, sponsors, related businesses... are all coming to Central Delaware. As the DE Turf Sports Complex grows, so does the economy and attraction of Central Delaware.

For more information about the DE Turf, visit their website at [www.deturf.com](http://www.deturf.com).



Angie Eliason, Executive Director  
DE Turf Sports Complex



## Facility Map

**LEGEND**  

- Concessions
- Restrooms
- First Aid
- Del-One Pavilion
- You are here
- Sidewalk
- Administrative Building
- Overflow Parking
- Entry Points

1 Wesley

2 M&T Bank

3 Bayhealth

4 Tri State Orthopaedics

5 Premier

6 Premier

7 AXIA

8 Delaware

9 Highmark

10 Highmark

11

12 i.g. Burton

ATM and Pavilion provided by:

Del-One



# Ambassador's Corner



The CDCC stays on fire! That's right, in the midst of all the COVID-19 chaos, the CDCC continues to help bring exposure and awareness to all members. That's just one reason why Splash Designworks loves the CDCC so much!

We've been able to see a lot of positive changes in the marketing of many businesses in Delaware. The past year plus, we've boosted our video production and social media services through the roof, and it's been awesome! Our newest client is ALL Delaware counties of The Women's Journal for social media marketing & creatives: Sussex, Kent, and New Castle – as well as Chester County and Delaware County in Pennsylvania.

If you think about it, 90% of most U.S. businesses and potential customers (a.k.a. consumers) were already online – but when COVID-19 hit, it literally forced over 95% of everyone to be online, which surged Social Media, online digital-marketing and a push for brand awareness.

That's what we do. We are a creative design, branding, marketing, social media, video promo and radio ad production business. We help propel

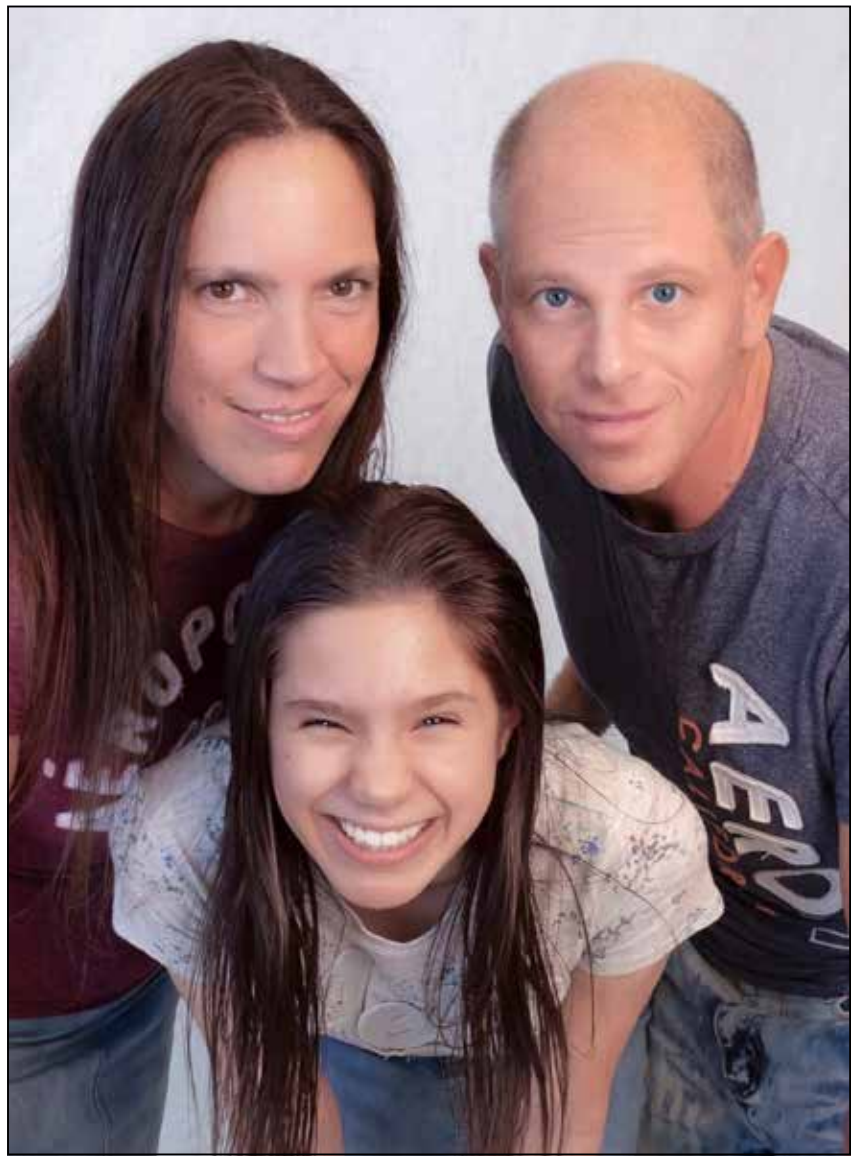
your brand or create or even re-create your brand to today's standards.

Have you ever noticed when speakers use ancient (twenty-year-old) headshots for their profiles and bios? You know that's their old pic! Many businesses still use 3+ year old websites, an old logo they got off Google or VistaPrint, or worse! This year, 2021, is the perfect time to update your entire brand for your business or organization. We were excited when we produced the updated logo for the DE Turf, and they get it! We must continue to update and upgrade so potential customers see you as "on the move."

And staying "on the move" is what CDCC is all about!

So, when it comes to propelling your business for design, marketing and social media, Splash Designworks has you covered. But when it comes to networking, building relationships, connecting paths and purposes to benefit everyone, CDCC is the place to be!

The next time you see us at a mixer, even if I forget my Ambassador pin, come and say, "Hi!" Let's talk about your business and what the CDCC can do for you!



## Member of the Month

**Name:** Jennifer Saltarelli and Vicki Muzyk  
**Title:** Community Relations Manager(s)  
**Business:** Dover Place Senior Assisted Living and Memory Care  
**Address:** 1203 Walker Road, Dover, De 19904  
**Phone:** 302-735-8800; Jennifer's mobile 302-535-9362;  
 Vicki's mobile 302-612-1206  
**Website:** <https://www.enlivant.com/communities/delaware/dover-place>  
**Email:** [jsaltarelli@enlivant.com](mailto:jsaltarelli@enlivant.com), [vmuzyk@enlivant.com](mailto:vmuzyk@enlivant.com)



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

Dover Place is an Assisted Living senior community.

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

Vicki and Jen work with seniors and families looking to move into an assisted living community. They speak to them on their specific needs to determine how they can best assist.

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

We have a highly specialized Memory Care unit. Both Assisted Living and Memory care living at Dover Place include very personalized and specialized plans of care based on the individual. Our goal is for Dover Place to be your home to age in place with comfort, safety and to enrich our residents' life through meaningful relationships and vibrant communities.

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

We continue to strive for excellence in our approach to our residents' support needs. We are hopeful that 2021 will be a year that we normalize and can have more freedom for our residents, families, and partners in care.

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

The Chamber gives us a great opportunity to connect with other businesses and to get to know those in the community who want to help seniors and those who need assisted living.

We know that partnerships in the community are incredibly important to foster and CCDC gives us a forum to connect.

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

Create unique ways to connect and to partner: Getting to know each other, learning about community business offerings, and being open to information are key for a healthy and supported community.





Look for these EXTRAS in the paper!

Marketing Opportunities Available in these upcoming special sections:



Fashion • Home • Beauty • Health  
Fitness • Finances • Community and More!  
Sunday, April 18

# OUTSIDE THE OVAL 2021

the Race Fans' Guide to Delaware, race-related events at Dover International Speedway and behind-the-scenes photos  
Friday, April 30



summer edition features restaurants and beach communities  
Sunday, May 23

In case you missed them, you can find these special sections online at [delawarestatenews.net/specialsections](http://delawarestatenews.net/specialsections)

JOE!

- Citywide Black History Celebration
- Game On
- Bay to the Beach
- Live Love Laugh Wedding Guide



For information on advertising in any of these special sections, contact us at 302-741-8200 or [adsupport@newszap.com](mailto:adsupport@newszap.com).

## New Member Spotlights



### Meet ABI Security Group and Gordon D. Bowers

Serving Delaware since 2006, Atlantic Bureau of Investigations (ABI) is a consummate and highly motivated investigation and security company dedicated to uncovering the truth by drawing on extensive practical experience, ongoing training, and highly innovative thinking to resolve cases quickly and accurately. The team at ABI is pleased to assist clients with a variety of investigative and security needs.

ABI is proud to employ investigators at the top of their profession. Whether engaging in civil, criminal, or domestic investigations, the team at ABI works each case as if their reputation depends on it. In addition to executive protection, anti-burglary services, and hurricane window film, ABI also offers forensic auditing and forensic computer services, both highly technical services executed by a remarkable, world class team. The team at ABI prides itself on their collaborative communication. They are continually focused on building relationships and developing well-trained, top-performing teams to serve their valued customers.

Hailing from Kent County, Gordon Bowers is ABI's owner and chief investigator. With more than 12 years of law enforcement experience providing expert investigative support to major crimes, hostage negotiation, tactical control, and recruit training, Gordon brings a wealth of knowledge and



Gordon Bowers  
Owner/Chief Investigator

skill to each assignment. For two years, he led static security efforts and ethics investigation services for the Security Operations Center (SOC), LLC contracted to the U. S. Military in Iraq. While working as a Major Crimes Investigator, Gordon worked diligently to achieve a 95% case closure rate and a 99.9% conviction rating!

Within a lifelong affinity for the gym, Gordon loves to spend time staying fit, both mentally and physically. He credits his father for his old-fashioned work ethic. He works hard to pay special attention to those who work for him and does everything he can to inspire them to develop a strong work ethic as well.

Gordon is excited to be part of the Central Delaware Chamber of Commerce. He is eager to make connections, engage in networking, and help other members to know and understand all that ABI has to offer. He wants people to be familiar with the high-quality services ABI provides so that when the need arises, they'll know who to call. Gordon believes there is no other firm that will match the efforts of the folks at ABI in providing the evidence needed to solve each case.

To learn more about ABI, visit their website at [www.abisecuritygroup.com](http://www.abisecuritygroup.com). Please join the Central Delaware Chamber of Commerce in welcoming Gordon and his team at ABI into membership!



April Hanlin  
Forensic CPA

### editor's note:

Lorraine Dagley and Hanz On CPR ([www.hanzoncpr.com](http://www.hanzoncpr.com)) was featured as a new member in our February issue. Please note her corrected contact information:

[lorraine@hanzoncpr.com](mailto:lorraine@hanzoncpr.com).

## New Member Spotlights

# Meet Legal Shield and Jason King



about high hourly costs. The team at Legal Shield is eager to match clients with the best choice in an attorney, according to their needs. Legal Shield is happy to work with individuals and families as well as small businesses.

For personal needs, Legal Shield can help with estate planning, landlord issues, renters and real estate, traffic and accidents and much more. Small Business leaders can turn to Legal Shield on matters of debt collection, contracts, licenses, business licenses, etc. In addition, the experts at Legal Shield are happy to help with the formation of new businesses.

Jason King is an independent associate through Legal Shield. His specialty is working with small businesses. He is eager to protect the

rights of individuals as well as business owners and is happy to assist them as they navigate their way through the rigors of litigation.

Jason is excited to be part of the Central Delaware Chamber of Commerce! He is interested in the plethora of networking possibilities that Chamber membership provides. He is eager to meet business colleagues and make connections that will benefit everyone. He is looking forward to Chamber events as these will give him time to really get to know people.

For more information about Legal Shield, visit [www.jasonkang89.wearelegalshield.com](http://www.jasonkang89.wearelegalshield.com). Please join the CDCC in welcoming Jason and Legal Shield into our membership!

For more than 48 years, Legal Shield has provided access to affordable legal services. They pride themselves on offering the most compre-

hensive coverage available. Legal Shield gives clients the ability to speak to an attorney on any personal legal matter without having to worry

# Meet Tom Smith and the Delaware Shoppes

A business specializing in goods handcrafted by Delawareans and items that showcase Delaware – that is the concept behind the iconic Delaware Shoppes. The business actually began in 1989 as “Delaware Made” in the historic John Bullen house, built in the late 1700’s, on South State Street. The shop eventually moved to Loockerman Street and has now found its home – part retail, part visitor center, part art gallery – at 325 S. State Street, the site of the original Golden Fleece Tavern, near the Green in downtown Dover. “This is the coolest place of all,” remarked manager, Tom Smith. “This is where it all began!” The Delaware Shoppes shares the building with Park Green Galleries – the businesses are owned by resident artist, Taylor Collins, and operated in cooperation with each other.

The Delaware Shoppes’ location is steeped in history. Originally built by a hatter in the 1730’s, the site was eventually transformed into a tavern and inn, and then was torn down and transformed into the Capital Hotel in 1829. The hotel was closed in the 1920’s and was eventually bought and renovated to its present state by the Ridgely family. In 1787, then the Golden Fleece Tavern, its location in the heart of Dover’s historic district hosted the famous gathering of 30 men who were the first to ratify the Constitution of the United States, making Delaware “The First State.”

Hailing from Bridgeville, Tom Smith, original owner of Delaware Made, has remained a strong part of the business for more than 40 years. Tom described his growing up years as “delightful” and referred to his hometown as “Mayberry.” He received his Associates degree in Liberal Arts from Wesley College and, with his eye on a career in the American Diplomatic Core, pursued an educational path in Latin American History and Political Science at the University of Mexico in Santa Fe.

Tom was intrigued by the culture in Santa Fe and loved taking advantage of the art scene and all the area



had to offer. Upon graduation from the university, his intended career path took a sharp turn and he found himself immersed in the hospitality industry at The Four Seasons Motor Inn, a premiere destination in Albuquerque. From bellman to hotel desk clerk, and eventually, to hotel assistant manager, Tom enjoyed his life in the hotel business. He loved watching the people come and go, enjoyed their stories, and learned the importance of quality customer service. “The Four Seasons was a place where the rich and famous stayed,” commented Tom. “I once got to stand next to former President Jimmy Carter.”

In 1980, Tom was called back to Delaware to care for his aging father. Upon his return to the mid-Atlantic, Tom went to work here in the hotel scene here in Dover. Eventually, he decided to pursue another kind of hospitality and opened Delaware Made (now the Delaware Shoppes). Tom thoroughly enjoys his work. He loves meeting the people who come into the store and constantly learns from their stories. “Right now, we’re experiencing a bump in international visitors,” he remarked, “and they’re all so interesting!”

Tom loves to give back to the community and is a big supporter of the arts and culture. He serves on committees with the Downtown Dover Partnership and does his best to sponsor events when he can. Tom is



a true believer in all that the downtown area has to offer and encourages Central Delaware residents to show off the assets of their hometown. “Bring visitors!” he said. “History, The Green, shops and activities – bring your friends and take advantage of all there is to do and see!”

The Delaware Shoppes and Park

Green Galleries are currently open Tuesday through Saturday, from 10 am – 4 pm. To learn more about The Delaware Shoppes, call (302) 674-1787 or visit [www.delawareshops.com](http://www.delawareshops.com). Please join the Central Delaware Chamber of Commerce in welcoming the Delaware Shoppes and Tom Smith into our membership!

## New Member Spotlights

# Meet Taino Studios and Justin Williams



Taino Studios



BOOK & ART STORE

Taino Studios is a bookstore and art gallery. Taino's mission is to provide the Dover community with access to culturally inclusive educational resources and intellectual material. With an educational background in studio art and social work and born out of a concern for unchecked racism and discrimination, Mr. Williams wanted to open a business where literature and art would serve as a platform for thoughtful discussion about inherent social dilemmas for black and brown people. He is excited about his new location only a few blocks from Wesley, which has recently been purchased by Delaware State University, his alma mater.

Taino studios is pleased to offer new and used books, specializing in rare books and books written by persons of color. Justin is pleased to offer several services to the community as well: photoshoots, figure drawing lessons, blog and article writing, and mobile sip and paints. Taino also plans to host a variety of affordable and free workshops.

As a young freshman at Delaware State University, Justin got to know the beauty of downtown Dover. The architecture, the energy of Loockerman Street, and the creativity of the Biggs Museum served as an inspiration and were an integral part of his schooling and artistic endeavors. Originally from Baltimore County in Maryland, Justin was no stranger to the "downtown" scene. Baltimore's Barnes & Noble, the Baltimore Museum of Art, and the Reginald F. Lewis Museum were some of his favorite places to go during high school. Justin is thrilled to open his shop in downtown Dover in close proximity to the museums and within walking distance for area college students.

Justin is excited to be part of the CDCC! He looks forward to building his network with other small business owners. He is thrilled about building relationships with others who share the experience of being on the journey of entrepreneurship.

To learn more about Justin and Taino Studios, visit his website at [www.artbytaino.com](http://www.artbytaino.com) or give him a call at (443) 379-1986. Please join the Central Delaware Chamber of Commerce in welcoming Justin Williams and Taino Studios into our membership!

# Meet Tracy Palmer and Tracy Palmer Ministries, Inc.

Tracy Palmer Ministries, Inc. centers around its mission to uplift, encourage, empower, educate, and to help the people of God find Him in the various stages of their lives. Tracy Palmer Ministries, Inc. serves people who are seeking spiritual, professional, and personal growth through motivation, awareness, and mentoring. This ministry assists people as they grow in their faith, discover their purpose, and make a difference in the community.

Minister Tracy Palmer is the founder and CEO of Tracy Palmer Ministries, Inc., and the owner of the Sharing is Caring Food Pantry and Clothing Closet. Minister Tracy serves as a mentor, a listening ear, and prayer warrior for people who seek advice and wisdom. She is passionate about her call to ministry and to people and finds her work inspiring as she encourages, empowers, and uplifts those who God sends in her direction.

In addition, Minister Tracy has been feeding the homeless for the past 17 years. She cooks for the community during the holidays, coordinates Adopt-a-Family and Holiday Drives, hosts food drives and Easter egg hunts and other community events throughout the year. She is a wonderful resource to the community. She is an entrepreneur, the author of *Surviving with Purpose*, and co-author of Amazon's #1 best-selling book, *Girl, Get Up and Win*. Minister Palmer also serves as the Community Outreach Chair for the Central Delaware NAACP, as well as the secretary for Women in NAACP (WIN).

Minister Palmer became a licensed Minister under the leadership of her Presiding Prelate Bishop Brian D. Moore of Life Center Fellowship Church in Charleston, and the Late Pastor, Overseer Mark D. Harmon of Father's Kingdom/Victory Church here in Dover. Originally from Edenton, North Carolina,



Minister Tracy grew up on the Eastern Shore. She is a wife, mother of four, and Nana to five grandchildren. Minister Palmer enjoys talking about the goodness of Jesus and all he has done for her and her family. She loves traveling, visiting her family in North Carolina, spending quality time with her family and friends, cooking, and writing. She loves to roller skate and listen to music. Tracy is also featured in two movies: "Strong Black Coffee" and "A Fight for the Good Guy," in which her eldest son plays the leading role.

Tracy is happy to be a member of the CDCC because Tracy Palmer Ministries, Inc. is a community-oriented organization. She felt the need to get involved with a resourceful community organization that could assist in different areas such as sending referrals, new business contacts, and more importantly to meet and network with other business owners in Central Delaware. She strongly believes in the "Each one Teach One" philosophy and the idea of spreading knowledge for the betterment of the community. Minister Palmer has a servant's heart – and is eager to help the community in any way possible!

To learn more about Tracy Palmer Ministries, visit her website at [https://www.tracy-](https://www.tracy-palmerministries.org/)



[palmerministries.org/](http://palmerministries.org/), call (302) 744-8356, or email [info@tracypalmerministries.org](mailto:info@tracypalmerministries.org). Please join the Central Delaware Chamber of Commerce as we welcome Tracy Palmer and Tracy Palmer Ministries, Inc. into our membership!



The Central Delaware Chamber of Commerce is excited to include a new monthly feature for 2021 in the Chamber Connections. "Member Milestones" is designed to recognize, congratulate, and highlight the recently renewed member with the most years of membership in our organization. We truly appreciate the commitment and support of our members as we continue to serve as the essential resource for the development of businesses in Central Delaware. We couldn't do it without you!

# Member Milestones

## Kraft Heinz

Congratulations to the folks at the Kraft Heinz Company! With eight \$1 billion+ brands, the Kraft Heinz Company is the third-largest food and beverage company in North America and the fifth largest food and beverage company in the world! The Kraft Heinz Company prides itself on providing high quality, great taste, and nutrition for all eating occasions at home, in restaurants, or on the go.

At Kraft Heinz, everything is done with the company's purpose in mind: "Let's make life delicious!" The team at Kraft Heinz is dedicated and passionate about bringing their customers products that they know, love, and trust. Kraft Heinz, always interested in growth, places a high priority on caring for the environment and communities where they are located.

The Kraft Heinz Company is a proud member of the Central Delaware Chamber of Commerce. The company is celebrating 49 years of Chamber membership! Thank you, Kraft Heinz, for your commitment to excellence and your diligence in feeding the world... deliciously!



## CDCC joins Caruso Homes for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Caruso Homes on February 25th at 4 pm. The ceremony was held at their location, 3263 Bay Rd. In Milford. Chamber members, ambassadors, and staff members joined the team at Caruso Homes as they celebrated the opening of the Delaware Division of Caruso Homes!

At the heart of every Caruso Home is the company's "We Care" attitude - a commitment to uncompromising quality and exceptional customer service. They believe that every homebuyer is unique and deserves a home built to suit their needs. The company modestly found its start in 1986, building custom homes for people unwilling to settle for "standard." Since then, discerning homebuyers throughout the Washington, D.C., Baltimore, MD and Raleigh, NC markets have counted on Caruso to provide them with superior quality of craftsmanship in new home construction and design. After several months of preparation by John Gallo, Caruso's Division Manager, an office has been located, potential building sites and lots have been identified, and a team has been built. And now, the experts at Caruso Homes are excited to bring their "We Care" attitude and their dedication to quality and customer service to Delaware and the Eastern Shore of Maryland.

Caruso's highly professional staff is excited to help customers build the home of their dreams here in the beautiful and scenic First State! They are eager to help people enjoy the benefits of this area away from the hustle and bustle with close proximity to tax-free shopping, quality dining, and outdoor recreation. They believe that with its centrality to major cities including Baltimore, Philadelphia, and Washington, D.C., its award-winning beaches, and prestigious schools, Delaware is really the place



to be! Whether families are seeking homes with just two bedrooms or five, two bathrooms or six, built on their own lot or a new one, Caruso Homes offers a range of new construction plans to suit any family's needs and budget.

Caruso Homes is proud to be a part of the Central Delaware Community. Their signature "We Care" attitude extends far beyond their homebuyers, employees, and trade partners to the communities in which they build. Through volunteering and charitable giving, they are committed to supporting and strengthening the areas where they are working to improve people's lives and make the world a better place. Here in Delaware, while they haven't been able to begin giving back just yet, they have started to reach out to local organizations

such as the Food Bank of Delaware and Central Delaware Habitat for Humanity (CDHFH) to discuss ways Caruso Homes can help support their Missions. They are planning to commit the Delaware Caruso team to one volunteer shift a month at either CDHFH or the Food Bank, as well as explore ways that Caruso Homes can generate financial support. They hope to begin their volunteer commitments as early as the Spring of 2021.

To learn more about Caruso Homes and what they have to offer, call (302) 535-1596. You can also visit them on the web at [www.carusohomes.com](http://www.carusohomes.com). Please join the Central Delaware Chamber of Commerce in congratulating Caruso Homes on the opening of their new Delaware Division!



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# Thank You for Your Renewal!

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KraftHeinz Company .....	49
Dover Post Co.....	45
Willis Chevrolet, Inc.....	43
Courtland Manor, Inc.....	42
Delaware Division of Small Business.....	40
Holden Dodge, Inc.....	38
POLYTECH School District.....	35
512th Airlift Wing.....	31
McGinnis Commercial Real Estate Co.....	31
Becker Morgan Group, Inc.....	28
Landmark Science and Engineering.....	28
Patterson Schwartz.....	27
City of Harrington.....	26
Town of Smyrna.....	25
Luther Towers of Dover.....	24
The Delaware State Fair, Inc.....	23
Sayers Jewelers & Gemologists Inc.....	22
Artesian Water Company, Inc.....	21
A & H Uniforms.....	18
Cadia Rehabilitation Capitol.....	18
AAA Midatlantic.....	17
Delaware Breast Cancer Coalition, Inc.....	17
Incorporating Services, Ltd.....	17
APG Media of Chesapeake (Adam's Publication Group).....	16
Noble's Pond.....	15
Comfort Inn & Suites Dover.....	13
Dan Mikkelson.....	13
PARASEC - PARACORP Inc.....	12
First State CPAs.....	11
Fordham & Dominion Brewing Co.....	11
Mary F. Kaltreider.....	11
Service Unlimited, Inc.....	11
Auntie Anne's Soft Pretzels.....	9
Edward Jones Investments - Christopher Smith, CFP.....	9
Keystone Funding.....	9
KCI Technologies, Inc.....	8
Kent County Republican Committee.....	8
Eagle Nail & Tool Supply of Milford LLC.....	7
PPG Paints.....	7
Benton Lynn Law, P.A.....	6
Boeing.....	6
Dowding Group.....	6
Read Aloud Delaware.....	6
Transamerica Agency Network.....	6
Comfort Suites - Dover.....	5
Delaware Choral Society.....	4
Wesley United Methodist Church.....	4
George Bailey.....	3
D.R. Horton.....	3
Grey Fox Grille.....	3
Ingleside Homes Inc.....	3
OnQ Financial.....	3
Post Acute Medical.....	3
PS Surety Consulting, LLC.....	3
The Golden Fleece Tavern.....	3
Energy Leadership, LLC.....	2
Humana - Lisa Parker.....	2
NextHome Preferred.....	2
Tidemark Federal Credit Union - Milford Branch.....	2
Atlantic Home Loans.....	1
Decorating Den Interiors.....	1
Digital Whale.....	1
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Independent Metal Strap Co., Inc.....	1
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Sherwin-Williams - Smyrna.....	1
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## New Members

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CW Weddings & Event Planning LLC Ms. Cassandra White 8 The Green, Suite 8081 Dover, DE 19901 302-446-3809	New U Nutrition Mr. Colton Vautard 4598 S DuPont Hwy Camden, DE 19934 302-535-8649
Delaware Submarine Association Inc. Mr. Gary Wallick 268 East Bradys Lane Dover, DE 19901 302-270-9161	Spanglish Foods, Inc. Mrs. Loida Hopkins P.O. Box 541 Camden-Wyoming, DE 19934 302-336-8243
Legal Shield - King Mr. Jason King 2537 Judith Rd Hartly, DE 19953 302-538-1961	Taino Studios Mr. Justin Williams 4 The Green Dover, DE 19901 443-379-1986

# Coffee On Us!

## Sponsored by La Baguette & Catering

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

## La Baguette Bakery & Catering



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

The winner of the February "Coffee on Us" contest was Joie Morgan, of A to Z Insurance, who correctly named the Delaware Shoppes on State Street in downtown Dover. Congratulations and way to go! Thanks for playing!

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



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