

Chamber Connections

An Evening of Excellence

The Annual CDCC Awards for Excellence Celebration

Thursday, September 24th
5 - 7:30 pm
Pizzadili Winery
1683 Peach Basket Road, Felton, DE

Tickets are \$30 and will include heavy hors d'oeuvres, an array of European-style desserts, and a split of Pizzadili wine. A full cash bar will be available.

The Central Delaware Chamber of Commerce is very pleased to announce that the Awards for Excellence Celebration will be held on Thursday, September 24th from 5 - 7:30 pm. This year's event, brought to you by Connell, Carey, and Associates - Merrill Lynch of Dover, will be held at The Pizzadili Winery at 1683 Peach Bottom Rd. in Felton, Delaware. This event, a highlight of the CDCC year, will provide an opportunity to present annual awards and graduate the Leadership Central Delaware (LCD) Class of 2020. The CDCC is always happy for an opportunity to recognize and reward the excellence that marks Central Delaware's business community!

This long-awaited event promises to be an exciting evening of celebration as we applaud the excellence of our CDCC membership. The culmination of the awards ceremony will be our announcement of the CDCC Small Business of the Year, Large Em-

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The CDCC Holiday Gift Auction – A Celebration of Community

Central Delaware is an amazing place to live, work, and play. The heart of our community beats in a strong and vibrant way. When good things happen here, everyone joins in celebration - when challenges arise people come together to support and encourage. Your CDCC is excited to announce that the theme of this year's Holiday Gift Auction is all about loving your community. It's time to mark your calendars for the last Wednesday of October and to start thinking about one of the CDCC's biggest events of the year!

In another new first for the CDCC, this year's CDCC Holiday Gift Auction will be held virtually! From October 16th - October 22nd, shoppers will be invited to browse

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A Sweet Time at La Baguette Bakery & Catering



Ready to re-connect with fellow business leaders? Interested in conversations over delicious snacks and drinks? Ready to share your business story with other business owners in our area? If you answered "yes" to any of these questions, mark your calendar today and plan to attend the CDCC's September Sunset Business

Mixer! This popular event will be held on Wednesday, September 30th, from 5 - 7 pm, at La Baguette Bakery & Catering on 323 S. Governor's Avenue in downtown Dover. This will be an outdoors, tented event on the bakery's parking lot.

After many years of pondering about having their own store front enabling them to bake their fine French breads and pastries for all to enjoy, Chef Ludovic and Anita Bezy's dream came true at La Baguette! From beautiful pastries, cruffins and other baked goods to delicious sandwiches and quiches, to fresh breads, the team at La Baguette stands ready to share their French flair with Central Delaware. Whether shopping in person or online, whether searching for baked



goods, deli items, or an amazing caterer, La Baguette has something for everyone. Fresh baked daily on site, La Baguette Bakery & Catering promises to deliver "beautiful food, exquisite taste."

The leading networking opportunity offered by the Chamber, the Sunset Business Mixer is one of the many ben-

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www.cdcc.net

Judy's Journal



PRESIDENT - JUDY DIOGO

Let's Talk Health

There are times, when what is happening in the world, can certainly cause one to question. Here we sit, at the end of the summer, still in Phase 2 of the COVID-19 situation... I imagine that I am not the only person asking the question: what is really going on here? While health seems to be at the crux of this predicament, I am also very certain that I am not the only person thinking that there absolutely must be other factors affecting this situation and keeping us from moving forward.

Even though doubt and questioning cause the solutions to appear to be no more than a cloudy blur, there is one thing that, to me, is crystal clear: The CDCC will not stop pushing to get our businesses back open to their full capacity!

We have been in this fight since the end of March. We have and will continue to present the case of our businesses to the Governor's office – and we are not going to stop!

The message we have received from the authorities in State government is that their decisions are solely based on the health of our State. But how are we defining health? There are many aspects of health and, if we are truly basing everything on this, all facets need to be included.

If we are talking about physical health, as in not having the virus, it appears that Delaware is on a strong and rapid healing trend. At the time of this writing, August 16th, we have 29 people in the hospital in our entire State. That's right – 29. Out of 973,764 residents in the state of Delaware, 29 does not, in my mind, create a health threat to our State.

If, however, we do not move into Phase 3 very soon, the health of our

State is going to plummet! Part of having a healthy State is maintaining a healthy economy. If we do not get our businesses open and open very soon, we will have another critical health crisis on our hands!

We must remember to consider that closing businesses is personal. When our businesses close, many people are affected: families, friends and neighbors who work for those businesses OR who work for a business that services that business OR who is a vendor for that business could all find themselves without a job. To whom will all these people turn for help? How will they keep themselves and their families healthy? And what about all those programs that businesses support in our State for those residents who are underserved or underemployed? Who is going to be able to support these programs? Closing businesses will cause a slippery downward spiral that will lead not to health, but to critical illness.

The health of our State is more than just physical health. People need to be able to support their families. They need food, shelter, and health care. All these things, for most of us, are dependent our employment. We pay for these needs with the paychecks we receive from working... at businesses... that are open.

So, while our State officials are focused on the "health" of our Delaware, the CDCC will continue to drive the message that they must include all aspects of health, they must look at the complete "health" picture. The "health" of our economy is CRITICAL to the "health" of our state! They are not separate. They are one in the same.

Calendar of Events

September 2020

Thursday, September 3rd

Kent County Open For Business
TBA

Monday, September 7th

Labor Day
Office Closed

Tuesday, September 8th

CDCC Board Meeting
7:30am, via ZOOM

Tuesday, September 8th

Marketing Committee Meeting
9am,
CDCC Board Room and via ZOOM

Tuesday, September 8th

Young Professionals Social
12:00pm-1:00pm,
CDCC Board Room and via ZOOM

Wednesday, September 9th

Coffee Coaching
8:00am,
CDCC Board Room and via ZOOM

Thursday, September 10th

Member Orientation
8:30am,
CDCC Board Room and via ZOOM

Tuesday, September 15th

LCD Steering Committee Meeting
12:00pm,
CDCC Board Room and via ZOOM

Thursday-Friday, September 17th & 18th

LCD Class of 2021 Opening Retreat
8am,
Brighton Suites Hotel in Rehoboth

Thursday, September 24th

Awards for Excellence Dinner
5 – 7:30pm,
Pizzadili Winery

Wednesday, September 30th

Ambassador Meeting
4:30pm,
TBA

Wednesday, September 30th

Sunset Business Mixer
5pm-7pm,
La Baguette Bakery & Catering

October 2020

Thursday, October 1st

Leadership Central Delaware
8am-5pm,
Agricultural Day

Thursday, October 1st

Kent County is Open For Business
TBA

Thursday, October 8th

Member Orientation
12:00pm-2:00pm,
CDCC Board Room and via ZOOM

Tuesday, October 13th

CDCC Board Meeting
7:30am,
via ZOOM

Tuesday, October 13th

Marketing Committee Meeting
9:00am,
CDCC Board Room and via ZOOM

Wednesday, October 14th

Coffee Coaching
8:00am,
CDCC Board Room and via ZOOM

Tuesday, October 20th

LCD Steering Committee Meeting
12:00pm,
CDCC Board Room and via ZOOM

Friday, October 23rd -

Friday, October 30th
Holiday Gift Auction Online Via
Bidding Starts: 12 Noon;
Bidding Ends: 6:00pm

Wednesday, October 28th

Holiday Gift Auction - Live Auction
6:30pm-7:30pm,
Live Auction Live Stream via

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

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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 - Harrington Raceway



A New Season of Harness Racing Begins at Harrington Raceway

Live racing at Harrington Raceway will return after a short summer hiatus on August 17. There are 27 live racing days in the summer/fall schedule on Delaware's half-mile racetrack. Although things looked a little different as the 74th season of live racing commenced in June without spectators due to COVID-19 and will remain so at press time, patrons can still watch (via simulcast) and wager in Murphy's Race and Sports Book - the track's on-site simulcast and sports book facility located on the 2nd floor of the M&T Bank Grandstand, which is currently operating under a limited capacity.

Live racing was scheduled to start in April, but was delayed until June 15 due to COVID-19. Many of Dela-



ware's top 3-year-olds were showcased in the Delaware Standardbred Breeders Fund (DSBF) stakes, which culminated with four \$100,000 final events in July. The DSBF program promotes investment in state through its breeding program to local stallions. DSBF 2-year-old stakes races will highlight the fall season at Harrington - with elimination races beginning on September 21 and final events on October 7. The track's signature event of the season, the Bobby Quillen Memorial, is normally

held in September, but was canceled this year. To learn more about the DSBF, please visit <https://agriculture.delaware.gov/delaware-standardbred-breeders-fund/>.

Driver Allan Davis and trainer Joe Hundertpfund Jr. will look to secure respective titles this year as they each headed into the break on top in the standings, but with more than half the schedule remaining the titles are still up for grabs. Both aforementioned horsemen have previously won titles. The spring season featured a top flight driver colony that included recent Harness Racing Hall of Fame inductee Tim Tetrick, in addition to past track driving champs Davis, Art Stafford Jr., Victor Kirby, Ross Wolfenden and Mike Cole. Na-

tionally recognized names like Corey Callahan, who ranks among the top 10 drivers nationally in earnings the past several season and Tony Morgan, who has won over 15,000 races in his career were also regulars on the circuit, in addition to younger drivers like Montrell Teague, Jon Roberts and Russell Foster.

Harrington Raceway's schedule will begin on a Monday/Tuesday schedule through September 1, before racing Monday through Wednesday for the balance of the schedule through October 21. A live racing calendar can be downloaded at www.harringtonraceway.com/home.

Post time nightly is 4:30 p.m. Please visit the track's website for updates on the status of spectators.

Cornerstone Member - Kraft Heinz

Welcome to Dover, Dee!

The Kraft Heinz Dover Team would like to take the opportunity to introduce our new Plant Manager, Dee Gibbs, to the Chamber. Dee joined the team in the beginning of July from our sister Kraft Heinz plant in Champaign, Illinois. He felt the Dover role was a big opportunity and over the course of this month he is setting the plant up for success. Coming into a new role and a new plant, it is critical to find the immediate needs, work on the short-term goals, and set the foundation for long-term initiatives. He is focusing on defining those objectives and calling out the wins.

Dee comes with over 30 years of experience in predominantly Food Manufacturing. Being a plant manager is all about knowing how the other functions work so one can manage them effectively together. Simply put, it is just like being a point guard; you distribute the ball to your teammates and coordinate the court and make sure the ball gets in the basket. Dee worked his way through safety, materials management, production and every function to understand the nuances of each role until 17 years ago he had the opportunity to move into a Plant Manager role. He is proud to say he hit every rung on the ladder and didn't skip a single one on his way to the top.

Kraft Heinz



Dover brings a different set of challenges and Dee is excited to mold and develop Dover into what it's truly capable of. He recognizes that respect is key while driving for change but he also expects a lot from his team; he makes it clear "it's not okay to consistently miss foul shots when the game is on the line".

Something else that comes with being the leader of the plant is the confidence that all employees place in the Plant Manager. Dee takes safety very seriously because he understands that families entrust their loved ones to him each day they come to work. "They expect them to go home in the same condition they arrived. When



that's not the case, I've failed and we need to be sure that doesn't happen," says Dee.

Another element about which he is passionate is fostering talent, new and established. Dover has a large pool of talent and developing people to grow in their jobs sets up the individual and the team better for the future. Kraft Heinz Dover has a multitude of opportunities within the plant that allow anyone to pursue an entire career here. The key is to engage employees to fully grasp their roles and responsibilities and excel in them so they can move onto the next challenge in their career path at Dover or any other plant.

What keeps people in Dover is

the wide variety of products we produce that are American classics. When asked what were some of his favorite products Dover makes, Dee responded, "It's like déjà vu! Every day we make the items that I was raised on. I grew up on Kool Aid packets. It makes you realize how important manufacturing food is, especially during a pandemic. We are making delicious things that are also affordable to the average American Family."

With Dee at the helm, Kraft Heinz Dover will continue each and every day to provide your favorite items and we look forward to seeing where Dee leads us!

Meet & Greet – Let the Leadership Games Begin!

An evening filled with smiles... and fist bumps... and stories... and sharing... and anticipation... a new year of learning and leading has begun for Leadership Central Delaware (LCD)! The members of the new Class of 2021, along with many LCD alumni, gathered for the program's annual Meet & Greet on Thursday, August 20th. As has become LCD's tradition, all our guests were treated to the amazing hospitality of Dean and Terry Blaha (Class of 2004) and their lovely back yard oasis. A myriad of snacks and beverages greeted the guests as new class members and alumni mingled and shared in the excitement of another new year for Leadership Central Delaware.

This annual event is a time for sharing information with the new class about what this exciting year of adventure is all about. The class members enjoyed meeting each other for the first time, including the people who would be their roommates at the opening retreat in September. Many of them spent time getting to know each other and some even set up lunch dates and other times to meet prior to the official launch of this year's program.

Over the next ten months, this group of emerging leaders will develop into a strong support system for each other as they face the challenges that come with evolving into the leaders they aspire to be. They will grow together as a unit as they experience lessons and activities presented by some of the most effective leaders in Central Delaware.



"We love to host this meet & greet every year because LCD has made such a difference in our lives – we are happy to give back in this way," commented Dean Blaha. Many alumni were on hand for this initial meeting of the Class of 2021. With all the new safety protocols in place, Dean and Terry made everyone feel very welcome and at home!

During the evening, the new class members received program information from members of the CDCC staff and the LCD steering committee. President Judy Diogo shared her excitement with them and encouraged them to "take advantage of every single thing the program has to offer." She added, "Meet everyone tonight and begin a new friendship... in many ways, this group will be like a new family!" Janie Libby, LCD steering committee chair, Class of 2012, spoke of her admiration and support for this, the Chamber's Diamond Program. She added, "Keep your eyes open for ways that you can make our community better by

giving back." Heather McTheny, CDCC Director of LCD and member of the Class of 2019, shared her enthusiasm with the group as she outlined what they might expect on the horizon. "I can't wait to see you again in September at Opening Retreat – as cliché as it might sound, this is an experience that will change you forever!" Nina Jenkins, steering committee member and Class of 2019, added her support by sharing a scrapbook of her class's leadership journey through LCD.

As the class members talked with their fellow classmates and alumni, their initial nervousness about being involved in something new faded into the dusk of the evening. The gathering, which commenced with many introductions and much "small talk" ended with laughter and excitement about what is to come. The next time that the Class of 2021 is together again will be at their Opening Retreat in September. The Opening Retreat serves as a time to begin to build relationships and lay the groundwork for all that is to come over the next ten months. Members of the Class of 2020 recently remarked that the Opening Retreat was not only a highlight of their leadership year, it was a life-changing experience.

As usual, the annual LCD Meet & Greet event, which began as a "get-to-know-you" party, came to a close in a way that was, in many ways, reminiscent of a family reunion. We can't wait to see how this promising year unfolds for the Class of 2021!



Thank you, Dean & Terry, for your amazing hospitality.



The Class of 2019 is in the house!



Masking up and social distancing did not prevent new connections from being made.



Nina Jenkins shares memories of her LCD experience.



Judy Diogo, CDCC President, thanks Terry and Dean for hosting again this year.



Members of the Class of 2021 listen intently to the information about their new adventure.



Members of the Class of 2021 and supporting alumni get to know each other.



New connections are made – and new friendships begun.



LCD Director, Heather McTheny, and Janie Libby, LCD Steering Committee Chair, share their excitement over the new class.

At this, the beginning of a brand-new year of training Central Delaware's next generation of leaders, we would like to take a moment to extend a heartfelt thank you to YOU, our amazing 2020 - 2021 sponsors! We know that the year to come will be filled to the brim with experiences, conversations, and skill building activities that are sure to enhance the portfolios of our participants. This program truly does generate a positive impact on our area's business community – and the community at large. Thank you, sponsors, for understanding and investing in this, our diamond program!



We are "LCD Strong!"



The "Cool Corona Kids" of 2020 were well represented.



Class of 2020 Experiences a Refueling Mission in a C-17



The Class of 2020 poses in the belly of a C-17... in the air!



Class members had the opportunity to watch as the C-17 and the tanker connected for a refueling mission.

The Class of 2020 Takes a Look Back

On Friday, July 24th, the Class of 2020 was officially reunited for the first time since the pandemic forced the Leadership Central Delaware (LCD) program to go virtual at the beginning of April. The group gathered for the day at Harvest Ridge Winery in Marydel for their Closing Retreat. The Leadership Year begins and ends with a retreat, offering a time for reflection, team building, instruction, and goal setting. The Opening and Closing Retreats are, if you will, the book ends of the program and serve to frame an entire year's worth of activities.

As class members arrived at the Retreat, it was clear that this group had formed some strong bonds throughout their LCD year. There were many smiles, lots of laughter, and many moments of catching up with each other. As their relationships grew throughout the year, they were able to be there to encourage, console, support, and celebrate with each other as they lived through the ups and downs of what everyone will eventually refer to as the year of COVID-19. These "Cool Corona Kids" will forever share the memories of this momentous year!

Alan Kovitz kicked off the day for the Class of 2020 by introducing his Leadership Mastery program. Alan is a certified business coach whose company, Elevations Unlimited, specializes in leadership development. Alan works with a process that enables emerging leaders to uncover areas that need improvement, as well as assisting them in discovering their unique strengths. Alan's 14-week program (9 60-minute in-person group meetings followed by 5 individual coaching sessions done on the phone) invites individuals on a personal and professional journey towards living leadership by concentrating on three elements: attitude development, intrapersonal skills, and goal setting & achievement.

Audrey Ellen Brodie, president of Energy Leadership, shared another Leadership Mastery option with the Class of 2020. A recent graduate of the Institute for Professional Excellence in Coaching, Audrey has been involved in a variety of coaching experiences for over 30 years, assisting people in



Congratulations, Class of 2020!

becoming the best version of themselves. Audrey helps participants harness the power of positive thinking and energy focus to achieve personal and professional goals. Audrey's 6-week program (3 hours per session) will assist students in understanding energy levels, developing dynamic communication, building a motivated and inspired team, creative problem solving, achieving goals, and managing their time.

Another key part of the day involved remembering and reflecting on the various leadership days throughout the year and unpacking the lessons that were learned. The class was led in a review of the year by Dina Vendetti, LCD Class of 2004. Class members were given opportunities to reflect on what they learned from their involvement in the activities, the Community Impact Projects, the book (It's Your Ship), and their interactions with leaders throughout Kent County. As the group shared their thoughts and feelings, it was clear that their experiences throughout the year had served to lay a strong and sturdy foundation of leadership skills for each member of the class. As they spoke, their passion for leadership was evident, as was their gratitude for the gift of the relationships that were forged.

The members of the Class of 2020 were asked to complete two important tasks at their retreat. During their work on the Community Impact Projects, the class raised more money than was needed, resulting in a surplus of funding. The class was asked to decide how the remaining dollars should be spent. In an effort to impact as many people as possible, the class members chose to divide the surplus in three ways: part would go

to the Central Delaware Housing Collaborative to purchase items for the house they helped renovate, part would go to provide a partial scholarship for someone who wanted to experience LCD, and part would go to help the Class of 2021 begin their fund raising for their own Community Impact Project.

The other task presented to the class was to choose two people to represent the Class of 2020 on the LCD Steering committee. After some discussion and a vote, Dawne Nickerson, Chief of Community Engagement at Dover Air Force Base, and Stephanie Poet, Tasting Room Manager at Harvest Ridge Winery, were chosen to represent the class. They will join the committee at their August meeting and will become part of the force that continues to shape and guide the ever-evolving Diamond Program of the CDCC.

It was amazing to witness the cohesive collaboration and camaraderie of the Class of 2020. In their own words, they had become a "Family." We look forward to tracking the progress of the members of this class as they impact their businesses and their community in an amazing, positive way!

Even as we placed the Closing Retreat "book end" on this year's class, plans were already in the works for the year to come. The LCD Steering Committee will be spending time in the next few months sifting through the feedback received from the Class of 2020 and making changes and improvements to this incredible program. For more information about Leadership Central Delaware, or to become involved as a sponsor, class participant, or donor, please contact Heather McTheny at the CDCC Office.



Brenan and John are happy to see each other in person.



Audrey Ellen Brodie, Energy Leadership



Alan Kovitz, Elevations Unlimited



A reunion of smiles!



Back together, at a distance.



Steph and Ed spend a moment catching up.



Class Members learn about opportunities to master their skills.



Class memories bring a giggle!



Class Members thought deeply about what their experience meant.

Special CDCC Feature

Supporting the Heartbeat of Central Delaware



Businesses are the heartbeat of Central Delaware. Supporting the business community is imperative in a place like this. Encouraging business owners and shopping locally must always be a high priority. Finding ways to ensure the health and well-being of businesses results in finding ways to ensure the health and well-being of the entire region - a region comprised of family members, neighbors, and friends. For residents of Central Delaware, maintaining the healthy heartbeat of business is personal.

That is why the Central Delaware Chamber of Commerce (CDCC) is pleased to serve as THE essential resource for the development of businesses in Central Delaware, doing whatever it takes to assist them as they grow - because, after all, their growth is imperative to the growth of Delaware's economy. The CDCC is a hub for information, a resource for educational, networking, and marketing opportunities, and an advocate for the business community legislatively. The CDCC is all about making connections that

will provide the resources needed for businesses to grow and thrive.

In March of this year, as COVID-19 began to ravage the country, Delaware was not exempt from its affects. Late that month, the Governor called for all citizens to shelter in place, virtually creating a complete shutdown. People were in lock down, cars were not on the roads, supplies became scarce, and businesses closed... for how long no one knew. More than four months later, the situation has changed little and thousands upon thousands of dollars are disappearing every single day from our business community - which translates into thousands of dollars disappearing from the pockets of all us and our families and friends. This loss of revenue is not just corporate - for Central Delawareans, it's deeply personal. As the tenuous loosening of restrictions allows businesses to slowly inch their way back to recovery, some are opening, some are waiting to open, and many are wondering if they will ever open again.

Throughout the pandemic, the CDCC has remained in touch with its approximately 850 members. The CDCC has worked hard to connect members with the information they so desperately need to keep their businesses alive. The staff is listening, learning, brainstorming, advising, encouraging and remaining consistent in its support of its members at a time that seems dangerously discouraging and inconsistent. A large percentage of the CDCC's memberships is comprised of small businesses with just 50 or fewer employees. They are leaning on the CDCC and counting on the chamber to assist them with marketing, networking, and finding the resources they need to keep going.

Much like many of its member businesses, the CDCC and many other small-town chambers, have not sailed through the pandemic unscathed. The CDCC is largely an event-driven organization. Large gatherings and activities generate a generous portion of the chamber's income. Stay-at-home orders and event restrictions have wreaked havoc on the schedule... and the budget for the year. In spite of the availability of payment plans and extended deadlines, some members have indicated that they can no longer afford to pay their annual dues and some have discontinued their sponsorships.

If local chambers begin to struggle and risk failure, small businesses across the entire country will struggle as a result. In a recent study, an Atlanta-based consulting firm, the Shapiro Group uncovered some telling statistics about the value of chambers of commerce. They noted in their study that chamber membership increases consumer awareness by 73%. They also reported that the likelihood of a consumer choosing to do business with a company in-



creases by 80% if that consumer knows the company belongs to a chamber. The findings are clear: the credibility provided by chamber membership helps businesses remain in business.

The Central Delaware Chamber of Commerce plans to continue to rework its event schedule and explore other ways of connecting with members. The CDCC intends to continue to serve as the essential resource for the development for businesses in Central Delaware. CDCC members are relying on the fact that their memberships will assist them in getting back to business as usual. The CDCC will do whatever it takes to fight for the business community and protect its rights, but continued funding is needed.

Federal COVID-19 relief efforts that have greatly assisted residents and other businesses as they have navigated the murky waters of the pandemic have not, in general, been helpful to chambers of commerce. While many nonprofits have received help from the Paycheck Protection Program (PPP), chambers are not eligible to receive funding from the federal government's forgivable loan program because of their 501(c)(6) tax designation. These ineligible chambers are hopeful that some provision will be made for them as Congress works to create an upcoming Phase 4 COVID-19 relief bill.

Efforts have been underway to continuously bring this issue to lawmakers. A certain reluctance to include 501(c)(6) organizations stems from the fact that other, much larger, organizations (like professional football leagues) share this designation. Some have suggested that placing certain restrictions on loans (such as size of recipients) could narrow the field enough that the lending would not become damaging or unwieldy.

To ensure that the Central Delaware community continues to thrive and to assist the CDCC in supporting local business, consider contacting your congressmen on behalf of the chamber and urge them to help. Find ways to speak well of your chamber and the services they provide. Consider making a contribution to support the CDCC. In the quest to keep businesses in business, make it personal. Together we will keep going - together we will find strength. That is, after all, how things are done here in the First State.

Sayers

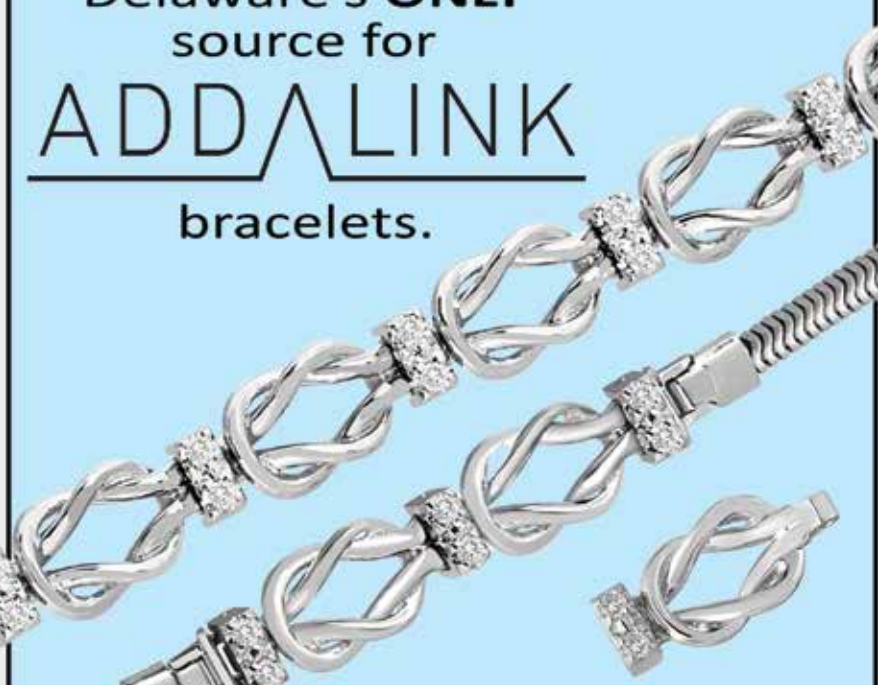
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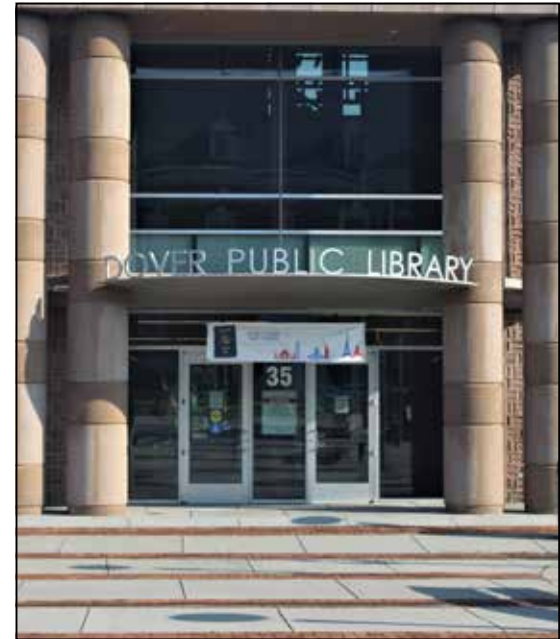
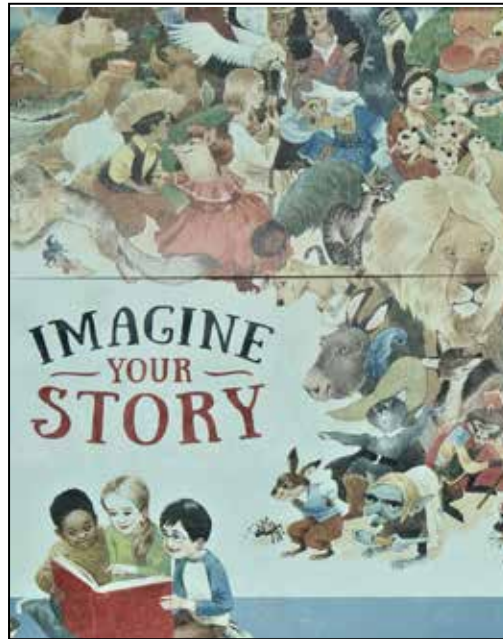
19 S. Main Street, Smyrna DE 19977

Special Feature

Imagine Your Story



Brian Sylvester, Dover's new Library Director



As visitors approach the front entrance to the Dover Public Library, they may notice a poster hanging in the Children's Department that reads "Imagine Your Story." Imagining your story is the first step in creating a vision, in picturing a new idea or strategy in your mind's eye, and that is exactly what is happening as Brian Sylvester begins his work as Dover's new Library Director. As he took the reigns on July 20th, the library began a new chapter of connecting people to a variety of resources that are sure to inspire a lifetime of discovery.

Hailing from the New England area, Brian grew up in Maine. He is a graduate of Rutgers's University, where he received training as a reference librarian. His first position was at the Thomaston Public Library in Thomaston, Maine. Thomaston's head librarian left the position just as the library was beginning a major renovation. Brian was hired as the project manager. "They must have liked something about what I did because, when the project was over, I was hired as head librarian," remembered Mr. Sylvester. Four years later, in search of a bigger city, more people, and more activity, he accepted a head librarian position in Rochester, New Hampshire, where he remained for eight years.

When asked what prompted his move to the mid-Atlantic, Mr. Sylvester indicated that it was just time for a change. When he heard that Dover was hiring, he did his research on the area. He was excited about the city's proximity to Philadelphia, Baltimore, and Washington, D.C. In addition, his move to Central Delaware brings him a little closer to family members living in Texas. Once he had an opportunity to see the Dover Public Library's amazing state-of-the-art facility, the deal was sealed! Brian and his canine companion, Hank, made their way to the heart of Delaware, happy to make this their new home.

During a conversation about the strong points of the Dover Public Library, Mr. Sylvester named the Children's Room with its plethora of amazing resources and incredible story tellers. He also mentioned the "Maker Space" which houses equipment (such as a 3D printer) that enable students to create items and take them home. Another high point of the Library is its amazing Green Roof, which provides a home for beautiful, eco-friendly vegeta-

tion.

Coinciding with Brian's arrival, the Dover Public Library also welcomed a new Assistant Director, Meegs Johnson, whose shared a "first day on the new job" with Brian. The Adult Services and Youth Services divisions of the library report to Mr. Sylvester, while the Technical Services and Circulation report to Ms. Johnson. Both arriving during the pandemic and just before Hurricane Isaias, the new administrative team is anxious to experience the regular day-to-day operations when the Library re-opens to the public.

Brian Sylvester is eager to get to know the Dover community and is interested in finding ways to partner with its residents and businesses. While working in New England, he was an active Rotarian and did some work with other civic organizations. He is excited about the collaboration that exists in this region among libraries and looks forward to being an active participant in that kind of collegial exchange of ideas.

The Dover Public Library currently remains closed for now. The staff is anxiously awaiting the publication of guidance for the re-opening of libraries authored by the Delaware Division of Libraries, which is currently under review. The City Council Committee on Parks, Recreation, and Community Enhancement will re-visit plans to re-open the Library at their next meeting on September 15th. It seems prudent that when the Library does re-open, it will be gradually, providing visitors with opportunities to peruse the collection and utilize the computers. Meetings and gatherings are likely to be the last activities to be added back into the schedule.

While the Library has not been open to the public, it has not been inactive. A number of projects, both inside and out, were initiated during its closure that will improve customers' experiences. Additional fencing was installed on the property and some painting was completed in high use areas of the building. The staff has been busy completed some "deep weeding" (a process in which books are examined and use is monitored to determine if they should remain part of the library's collection or be repurposed) - as a result, the stacks were rearranged and shortened, creating a space that can be more easily monitored by workers and security cameras.

Until the Library re-opens, patrons can check out and return their favorite materials through the library's curbside program. Curbside services are available Tuesday through Friday, 10 am - 1 pm and 3 - 6 pm. Staff members are available to answer the phone Monday through Friday, 9 am - 6 pm and Saturdays from 10 am - 4 pm. In addition, virtual programs and online resources are available at www.doverpubliclibrary.org.

In the days and weeks to come, the Library's administrative team and the staff of 32 library workers will be completely focused on how

to re-open safely. They are anxious for the day when they can allow the public back inside the beautiful building that has so much to offer. Once that happens and things return to some sort of normal, time and energy will be spent visioning and planning what will happen next, what will be written on the new pages of the Library's story, as it continues to provide materials that inform, educate, and entertain.

Please join the Central Delaware Chamber of Commerce in welcoming Brian Sylvester, Library Director, and Meegs Johnson, Assistant Director, to Dover!

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A Marvelous Evening Under the Tent hosted by Dover Federal Credit Union



Taking temperatures to ensure safety

On Wednesday evening, July 29th, the team at Dover Federal Credit Union welcomed Chamber members and guests to an outdoor gathering on the grounds of their headquarters next to Silver Lake. In this shade of the tent, participants enjoyed an evening of networking, sharing business cards, gaining qualified leads, and catching up with colleagues over delicious refreshments. Fun summer tunes shared by a local DJ served to enhance the lovely summer atmosphere in the beautiful setting.

Sue Yocum, Dover Federal's Community Relations Officer, welcomed everyone and introduced DFCU's staff members, including President Chaz Rzewnicki and Marketing Manager, Tyler Kuhn. She also shared information with the group about the incredible programs currently being sponsored by the credit union which were motivated by the company's 62nd anniversary. In celebration of their long history, DFCU is offering low interest rates on refinancing boats and automobiles and more. Feel free to call them at (302)678-8000 or visit their website at www.doverfcu.com.

Also, as part of the evening's festivities, several members were excited to win drawings for amazing door prizes. Affinity Energy Management was named the Member of the Month for September. Nina Jenkins, of Harrington Raceway & Casino, was excited to receive her pin designating her as our newest 5-Star member. It was an evening filled with making contacts and renewing business relationships... and big fun!

Thank you to the folks at Dover Federal Credit Union for their generous hospitality in hosting us. And thank you to all who were able to attend! We look forward to being with you again soon!



Music by a local DJ certainly enhanced the evening's ambiance.



The McNeils share a smile.



Silver Lake was the perfect backdrop for the evening's event.



Nina Jenkins, the CDCC's newest 5-star member, receives her pin from membership Director, Heather McTheny.



Follow the safety protocols made it possible to gather!



LCD Class of 2019 - reunited!



Danielle sports the newest company swag!



Sue Yocum welcomes the crowd and shares information about Dover Federal Credit Union



Dawne can't hide her smile after winning the gift card from Sayer's Jewelers & Gemologists!



Cindy Friese, CDCC, and Chaz Rzewnicki, DFCU, share a chat between temperature checks.



Okay everyone – SMILE!



Steve Artz allows his smile to peek out from under his mask just for the picture.



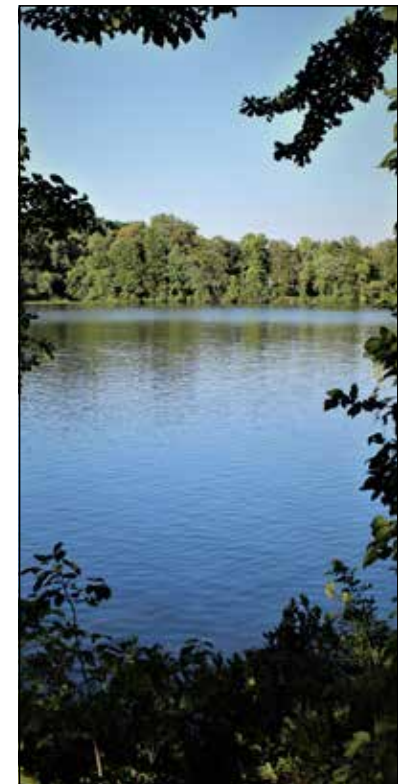
“Steele-ing” a moment by the lake!



Conversation and connections are the hallmarks of a good mixer.



The team at DFCU serve refreshments to their guests.



A wonderful event beside the lake – looks like a picture!

Auction

Continued From Page 1

through over 150 items that have been donated by local member businesses. The auction will open for bidding on October 23rd and shoppers may bid through October 30th. While a virtual event does not bring us all together as a group, it does provide some advantages. Going online with this event will expand our reach, which will increase the marketing potential for those businesses that donate items. Just think – people from all over will know who you are and what your business has to offer! In addition, people will have longer to shop! We hope that Chamber members will consider hosting small gatherings in their homes and/or businesses where people can come together and have fun shopping and bidding on items.

In addition to our silent auction, we hope to bring bidders a live-streamed live auction as a big part of this popular fundraiser.

The CDCC is pleased to bring back Mr. Steve Harrell, auctioneer extraordinaire, who will work hard to award items to the highest bidders. Bidders often plot ahead of time about how to spend their bids and sometimes team up with other



bidders to share experiences. This lively portion of the event is always much anticipated and a lot of fun!

Our auction items are donated to us by a variety of local member businesses. The items are always of a high quality and give our shoppers an opportunity to purchase unique items for themselves or for the people on their holiday shopping lists. A wide range of items – from food to jewelry to clothing to experiences – provide a vast array

of purchasing possibilities for our guests. This event is one of the ways we can support our member business – it gives us an opportunity to highlight their goods and services! Businesses responsible for donating items receive special recognition with their names printed on a variety publicity pieces leading up to the event, recognition through social media, and a listing on the CDCC website. We are currently seeking auction items. If you would like to donate an item, please contact us as soon as possible. Donating items is a great way to gain exposure for your business with the shopping public!

The Holiday Gift Auction is an event you will not want to miss! Just imagine how easy your holiday shopping will be! You will be able to support our local business community, while doing your Christmas shopping – without ever leaving your house! You will certainly want to be a part of the CDCC’s first virtual auction, and you might also consider making a donation to the event. Plans are still unfolding... keep your eyes peeled for more information, including instructions for how to participate, as details are confirmed. We look forward to bringing you this outstanding annual event!

Mixer

Continued From Page 1

efits that accompany your 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, while meeting other business owners and collecting qualified leads. The Mixers occur 10 times during the year. Be sure to bring your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month!

Please note that, for in-person events, appropriate safety precautions will be in place to ensure the well-being of everyone. Guests will be asked to complete a brief health screening, including a temperature check (must be 99.5 or below), before entering. Attendance will be limited so that appropriate social distancing can be practiced. Masks are required.

To register for this event, please contact the CDCC office at 302-734-7513 or via email at adminassistant@cdcc.net. You can also sign up through the website, www.cdcc.net by clicking on the Events Calendar. We hope to see you on Wednesday, September 30th at La Baguette Bakery & Catering in Dover for the Sunset Business Mixer!

Member News



The Aircraft maintenance hangar was designed by Michael Baker International and will be built by Archer-Western.



Sen. Tom Carper shared his remarks of support for the project.

Dover Air Force Base Breaks Ground for a New Maintenance Hangar

On July 31st, Dover Air Force Base (DAFB) hosted a ground-breaking ceremony for a new \$41.2 million maintenance hangar. This ground-breaking marked the end of a 20-year planning and waiting process. The hangar is scheduled to be completed by December 2021.

While the rain-soaked morning was not the most comfortable for guests attending the event, it actually provided the perfect setting for illustrating the importance of the new hangar, which will be big enough to house the Air Force's largest aircraft, the C-5 Galaxy. The construction of this new hangar, the first built at DAFB since 1983, will mean the end of servicing the planes outdoors in all kinds of weather!

The fully enclosed fuel cell hangar will not only keep technicians dry, but will be designed with the ability to regulate the temperature and with appropriate ventilation which will allow technicians to make repairs to fuel intake systems. Safety measures planned for the hangar are state-of-the-art and will ensure the well-being of those working on the aircraft. Accord-



The C-5 and the C-17 will be completely enclosed in the new facility.

ing to Lt. Col. David Park, of the U. S. Army Corps of Engineers, the hangar should not need any renovations for 25 years – and will likely serve its purpose for 50 years.

The event was attended by several special guests. All three members of the congressional delegation were represented at the ceremony and shared greetings and congratulations in support of the new project. Speakers also included Col. Matthew Jones, 436th Airlift Wing Commander, and David Marchioro, senior vice presi-

dent of Walsh Construction and Archer-Western. The project was designed by Michael Baker International and will be built by Archer-Western.

The construction of the new hangar will result in an increase in productivity, no longer losing days of maintenance due to inclement weather. The new hangar will provide a new way to support the work of the aircraft – and ultimately the men and women who serve at DAFB.



Sen. Chris Coons, a member of the U.S. Senate Committee on Appropriation, was especially delighted that the project had come to fruition.



Col. Matthew Jones, 436th Airlift Wing Commander, was excited that the new \$41.2 million hangar would increase productivity by allowing technicians to work in any kind of weather.



Members of the Congressional Delegation, Personnel from DAFB, representatives from the U. S. Army Corps of Engineers, and guests from Michael Baker International and Archer-Western eagerly broke ground and toss the first shovels of soil, marking the beginning of construction.

Edward Jones
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Program of Work 2020 - 2021



COMMUNITY Chaz M. Rzewnicki Vice Chairman

Committees:
55+ Expo
Holiday Gift Auction

**Special Projects/Events/
Membership Activities:**
55+ Expo
Administrative Professionals
Contest
Awards for Excellence Dinner
Capital Holiday Celebration
Chamber Mini Masters
Golf Tournament
Christmas Party
Holiday Gift Auction
Home and Garden Show
Sunset Business Mixers

Collaborations:
Downtown Dover Partnership
Greater Kent Committee
Liaison
NCALL
Volunteers

1. 55+ Active Adult Expo. This annual trade show, attended by over 4,000 people, focuses on the growing 55 and over market and Caregivers of all ages and will be scheduled for April 2021.
 - a. Explore new ideas for informational seminars provided by corporate sponsors.
 - b. Seek more screenings to include blood pressure, diabetes, skin cancer, hearing, etc.
 - c. Continue to promote the event statewide and regionally through a media sponsor.
 - d. Coordinate packaging for overnight visitors with Dover Downs.
 - e. Grow the Caregivers Support

- Network.
- f. Explore new marketing initiatives.
 2. Administrative Professionals Contest. This contest is held in the spring to celebrate the "Best of the Best" Administrative Professionals in Kent County. After collecting nominations from their employers, the winners will be announced and presented with prizes on Administrative Professional's Day in April 2021.

3. Awards for Excellence Dinner. Hold this event in June 2021 to celebrate the Chamber's outstanding businesses and volunteers. The CDCC Chair will give the State of the Chamber Address, the Excellence in Business Award winners will be announced, the Leadership Central Delaware Class of 2021 Graduation is held, and awards and tributes are presented to CDCC partners and volunteers.

Due to the COVID-19 pandemic we will be holding two Awards for Excellence events this year. We rescheduled the 2020 Awards for Excellence Dinner for September 24th at Pizzadili Winery. We will be doing a reduced program with heavy hors d'oeuvres rather than a dinner to follow the current gathering guidelines.

4. Capital Holiday Celebration. Help coordinate a community event to kick off the holiday season in Downtown Dover on Loockerman Street with the City of Dover to include the traditional caroling and lighting of the City's Christmas tree on December 4, 2020. Collect canned foods and distribute to local pantries.

5. Chamber Mini Masters Golf

Tournament. This event will be held in conjunction with the Sunset Business Mixer on April 28, 2021. This new mini golf tournament is focused on networking and fun!

6. Christmas Party. This year's Annual Christmas party will be held at Roma Italian Restaurant on December 8, 2020. The purpose of this event is to host a fun evening of holiday cheer and networking for the CDCC members and their guests.

7. Holiday Gift Auction. Host the Auction to generate funds for Chamber projects while increasing the visibility of our members to encourage shopping locally. This year the event theme will be "Love Your Community". The Auction will take place virtually October 16 - 30, 2020. The live auction will be streamed live on October 28, 2020 from Maple Dale Country Club.

8. Home and Garden Show. This event will be held in February 2021 at Harrington Raceway & Casino in the Gold Room. This two-day expo-style trade show will showcase the goods and services of Central Delaware businesses with a special emphasis on home improvement and outdoor recreational needs.

9. Sunset Business Mixers. Continue to hold monthly membership Mixers at member businesses. Combine two Member 2 Member Expos with Mixers (one with our CDCC Showcase Mixer).

10. Calendar of Events. Continue to hold membership activities throughout FY '21, publishing the calendar of events in the Chamber Connections, Chamber E-News, Catchin' Up with the Community

E-News and on the CDCC website.

11. Downtown Dover Partnership. Continue to work with the Partnership to improve the climate of the downtown business district by creating jobs, broadening the area's tax base through redevelopment of commercial and residential properties, programs like Unlock the Block; maintaining downtown's historic presence, and promoting events.

12. Greater Kent Committee. Continue to partner with this committee to strengthen support for economic development initiatives for both the businesses and residents of Kent County.

13. Liaison. Continue working with the City of Dover, Kent County Levy Court, Delaware Division of Small Business & Tourism, Dover Air Force Base, and other local government entities. Establish working groups when needed to address specific issues and interests (i.e. City of Dover Budget Review Committee; City of Dover Ordinance Review Committee; City of Dover Electric Group; P4 Initiative)

14. NCALL. Continue collaborating on the Restoring Central Delaware and Unlock the Block programs.

15. Volunteers. Continue the utilization of about 200 volunteers for the various programs, projects and events of the Chamber.

a. Continue to work with the Retired Volunteer Seniors Program to do monthly mailings and assist us with the 55+ Expo by welcoming attendees and conducting surveys.





ECONOMIC DEVELOPMENT

Christina M. Lessard Vice Chairman

Committees:

Economic Development
Tourism
Transportation
Infrastructure Committee
AgriBusiness
Special Projects

Ongoing Projects:

Economic Forecast Breakfast
e3 Emerging Employee Expo
Vision 20/20/
Making Dover Prosper

1. Continue meeting with industry specific groups to address the needs of our members.

2. Meet regularly with current businesses to identify needs and work toward solutions.

3. Work closely with the Kent Economic Partnership (KEP) to advance the economic well-being of the citizens of Kent County by encouraging expansion of existing businesses and by attracting new business and industry. Continue to work on the development and marketing of the new Kent County Business Incubator - Emerging Enterprise Center. Continue working to reduce regulations and restrictions by participating in the Master Planning for the Kent County Comprehensive Land Plan.

4. Work closely with towns of Dover, Camden, Harrington, Milford and Smyrna, as well as other communities in Kent County, to assist with business issues whenever it is deemed necessary. To serve as a resource for municipalities and to establish committees when needed to address specific needs. (i.e. Budget Committee - City of Dover; Ordinance Review - City of Dover; Electric Committee - City of Dover; Land Use Plans).

5. Actively support efforts to establish and expand air cargo transportation development in Kent County by working with KEP, DelDOT, and the Delaware River & Bay Authority as well as with Dover Air Force Base to establish the Central Delaware Aviation Complex.

6. Partner with Kent County Levy Court, municipalities, Delaware Division of Small Business, and other agencies to attract new business to the area.

7. Work with area legislators to represent the interests of our members and monitor legislation which affects them at all levels of government (Federal, State, County, and Municipal).

8. Create partnerships with new entities to encourage growth and development of the area such as the Delaware Prosperity Partnership.

9. Continue to work with the Universities and Colleges (Delaware State University, Wilmington University, Delaware Technical Community College, Wesley College) to encourage Entrepreneurs coming to Kent County and to provide assistance for those already in business, as well as continually developing a skilled and well-trained workforce.

10. Continue to host and coordinate the Kent County Open for Business program on the first Thursday of every month at Kent County Levy Court. To continue our partnership with Delaware Center for Enterprise Development, DelDOT-DBE/OE, DNREC, Delaware Division of Small Business, Delaware Libraries Launcher Business Resources, Delaware Manufacturing Extension Partnership, Delaware Small Business Development Center, Delaware Technical Community College, Downtown Development District Grant Program, Downtown Dover Partnership, Office of Supplier Diversity (OSD) - Delaware Division of Small Business, Kent Economic Partnership, SCORE Delaware, True Access Capital, University of Delaware SBDC Procurement Tech-

nical Assistance Center, U.S. Small Business Administration, and USDA Rural Development, Business and Cooperative Programs to provide assistance to our members and/or those interested in starting a new business or growing an existing business.

11. Continue working with Kent County Tourism (T/A Kent County Delaware Convention & Visitors Bureau)

a. The Kent County Delaware Convention and Visitors Bureau's (KCDCVB) mission is to strengthen the county's economy by promoting Delaware's Quaint Villages' unique spirit and travel experiences to visitors as a year-round, overnight and "return visit" destination for meetings, group tour and leisure travel. This includes assisting with tourism product development and the creation of packaging and marketing opportunities that showcase Kent County's lodging industry, attractions, eateries, the arts, retail establishments as well as sports and recreation, while also supporting preservation and quality of life for all those living and working in Kent County.

b. Destination marketing geared toward meetings, conferences, and reunions as well as leisure travel.

c. Serves as Kent County's premier non-profit destination organization serving the meetings market, group tour, sports, and leisure travel.

d. Partners with business advocacy and tourism-related organizations such as CenDel Committee, Central Delaware Chamber of Commerce, Downtown Dover Partnership, and others.

12. Transportation Committee.

a. This group takes a comprehensive overview of transportation issues. They work to ensure that an adequate transportation infrastructure exists in Kent County to serve existing needs and to be able to accommodate growth.

b. Develop a listing of priority road projects in Kent County to be shared with DelDOT, Kent County Levy Court, Dover/Kent County MPO, Kent County Legislators, and

all Kent County municipalities.

c. Continue to work on an updating the transportation plan for Kent County to share with DelDOT, Kent County Levy Court, Dover/Kent County MPO, Kent County Legislators, and all municipalities.

d. Keep the membership informed on transportation issues.

e. Committee Representative to serve on the Delmarva Freight Panel

13. AgriBusiness. Continue to develop a closer working relationship with the agricultural community whenever possible, primarily through the Delaware Farm Bureau, USDA, and the Delaware Department of Agriculture.

14. Work with the Minority Business Association to encourage minority businesses in Kent County.

15. Host an Economic Forecast Breakfast in January 2021 to provide the leaders in the business community with an economic forecast for the upcoming year which will be presented by a selected specialist in the field. The forecast should be global and statewide, closing with a focus on Kent County.

16. e3 Emerging Employee Expo. Coordinate a rotating Job Fair program with our local colleges/universities to provide our members with an opportunity to showcase their business opportunities to the students. The goal is to keep our talented students here and grow our businesses with our trained workforce.

17. Vision 2020/Make Dover Prosper. A document created by the CDCC which outlines various initiatives to assist the City of Dover in creating a business friendly environment that encourages competition and establishes a frame work for the City to operate within to achieve these initiatives such as: creating a road map for customer service in all business related offices; streamlining licensing, permitting and inspection systems and practices; and to establish a working group to review information and materials including ordinances.



ORGANIZATIONAL
Jesse C. Keleher
Vice Chairman

- Committees:**
 Membership Services Accreditation Ambassador Association of Chambers of Commerce of Delaware Excellence in Business Awards Marketing Leadership Central Delaware Young Professional Group

- Ongoing Projects:**
 Central Delaware Resource Guide Chamber Connections Newspaper Dover/Kent County Map Member Benefits Publicity Seminars Technology

1. Membership: The Membership Services Department's goal is to recruit, engage, and retain New and Current Members through the utilization of the following programs:
 - a. 5 Star Journey Map retention programs for Current and New Members.
 - b. Newly updated Business Brags program to help promote members and increase membership retention.
 - c. Continuing hosting Member Orientations for both New Members and Current Members to keep them up to date on the value of being a Chamber member.
 - d. The Ambassador Committee to help achieve membership engagement and retention by communicating and mentoring to members.
 - e. CDCC On-Boarding will help increase engagement and retention by providing orientation meetings for larger companies at their location.
2. Accreditation Committee. Every five years this committee will review the U.S. Chamber of Commerce's accreditation process and application. Each section will be discussed, evaluated, completed, and the packet will be submitted. Next Accreditation is 2023.
3. Ambassador Committee. The goal of the Ambassador Committee is to welcome, engage, and retain new CDCC members. Ambassadors are assigned to new CDCC members as a mentor to help with this process and encourage them to become involved with the Chamber, its programs, and its existing members.
 - a. Continue 5 Star Ambassador Program.
 - b. Name Ambassador of the Year.
4. Association of Chambers of

Commerce of Delaware: Established in 1995, the CDCC coordinates meetings of the Association to enable all Chambers in the State of Delaware to participate in projects and legislation of mutual interest.

5. Excellence in Business Awards Committee:

Through membership nominations and voting, select the 2021 Small Business of the Year, Large Employer of the Year, and Young Professional of the Year.

6. Marketing Committee. Jennifer Sutter, Chair.

The committee purpose is to communicate the CDCC strengths and increase visibility within the community to current/new membership through a strategic marketing plan.

a. Provide public awareness of the Chamber and its members through promotional videos, print advertising, and events.

b. Develop marketing packages at discounted rates for new members and existing members.

c. Develop new marketing campaigns to attract new members.

d. Coordinate and implement the CDCC Showcase event to acquaint prospective members and current members with the benefits of being a member of the organization.

e. Review publications in all mediums to make sure messaging is clear and concise.

7. Leadership Central Delaware: Janie Libby, Chair.

The scope of the Leadership Central Delaware program continues to be expanded to increase the value for participants. The mission of the program is to connect emerging leaders through diverse networks while enhancing leadership skills and community knowledge resulting in increased value individually and professionally.

a. Seek individuals who would like to be more involved as leaders in the community.

b. Encourage the current class of Leadership Central Delaware to participate in at least one Community Impact Project during which they volunteer, donate funds, or donate supplies to a local non-profit organization.

c. Strengthen the LCD Alumni Association and expand the Mastery Level program to help graduates stay connected and to continue to enhance their leadership skills.

d. Encourage the LCD Alumni Classes to participate in Community Service Projects during which they volunteer or donate funds to a local non-profit organization.

e. Encourage LCD Alumni Classes to continue their service and leadership to the community by having them compete for the "Best in Class"



trophy which is presented at the Awards for Excellence Event.

8. Young Professionals of Central Delaware Networking Group.

The group purpose is to provide members between the ages of 21 - 35 with networking opportunities and workshops for professional development while focusing on action-oriented projects with measurable, meaningful results.

a. Promote the young professionals of Central Delaware and their businesses.

b. Build business relationships and networking resources.

c. Host Socials every other month and invite speakers to present on topics such as social media, leadership, time management, etc.

d. Support community initiatives that impact the greater good of the business community.

9. Central Delaware Resource Guide: Dina Vendetti, Editor

Publish and distribute 8,000 copies of the 2021 Central Delaware Resource Guide for distribution in July 2021. This publication will be printed in color and be available with advertising hyperlinks online. A CDCC membership directory will be included in the publication. This is the go-to resource for new and existing residents.

10. Chamber Connections: Dina Vendetti, Editor

Publish and distribute a monthly newspaper which provides information of importance to our members including educational programs, training classes, legislative updates, infrastructure developments, membership news, etc.

11. Dover/Kent County Map: Publish and distribute 10,000 copies of a local map supported by advertising in July 2021.

12. Membership Benefits: Offer Chamber members discounts on products and services. Benefits include free subscriptions to Delaware Today Magazine and Morning Star Business Report, health insurance, Chamber Club Card Savings Program discounts, CDCC Electric Cooperative Program with Affinity Energy, MyEyeDr and Eye Specialists of Delaware discounts, and discounted Delaware State News advertising as well as Dover Federal Credit Union and Del-One Federal Credit Union offering our members the financial benefits of belonging to a credit union. The CDCC also provides every member with the U.S. Chamber Federation benefits. INXPRESS provides CDCC Members with a 60% below list rates for DHL Air Express Service. There is no fee to sign up or to participate in the



discount program. INXPRESS will also provide FREE customer service to CDCC Members in regard to shipping including international shipping.

a. Continue to seek quality benefits to increase the value of Chamber membership.

13. Continue the health insurance program with Benefits Connection.

14. Continue the CDCC Electric Cooperative Program with Affinity Energy to provide companies with an alternative cost-effective electricity program.

15. E-News: Dina Vendetti, Editor

Distribute an informative weekly newsletter highlighting Chamber programs and events to the members through email every Monday.

16. Catchin' Up with the Community E-News: Dina Vendetti, Editor

Distribute an informative weekly newsletter with community news and updates to the members through email every Wednesday.

17. Business News & Company Kudos E-News: Dina Vendetti, Editor

Distribute an informative weekly newsletter with member press releases and company accolades to the members through email every Friday.

18. Continue publicizing and promoting our Chamber members and activities through print, radio, television, and social media outlets.

19. Radio Program: Continue weekly radio programs of interest to local businesses on TomFM, WDOV, and WRDX Radio.

20. Newspaper Articles: Submit a weekly column to Delaware State News for inclusion in the business section of the Monday edition.

Organizational

Continued From Page 13

21. Continue promoting the Member of the Month in the Chamber Connections and on the Chamber's website. (A business is selected from a drawing at each Sunset

Business Mixer for this designation.)

22. Continue providing automated calls to the membership prior to major events through TCN (Global Connect).

23. Seminars: Offer seminars covering topics that will be informative and useful to our members through

the Coffee Coaching Program.

24. Computer Website: Continue developing our website to provide easy access to information on the area and promotion of CDCC members. Provide members an opportunity to be accessed through the CDCC website through multiple avenues including hyperlinks, enhanced

listings, and promotional programs. Keep improving communication through social media sites.

25. Continue working towards the completion of the 2019-2021 Strategic Plan which gives guidance through critical goal categories and objectives which help plan the future course of the organization.

LEGISLATIVE C. Scott Kidner Vice Chairman

Committees:
Legislative Affairs
Federal
State
County
Municipal

Ongoing Projects:
Legislative Luncheon
Candidate Interviews
Capital Reception

1. A Legislative Affairs Committee is in place to monitor and establish Chamber positions on proposed federal, state and local legislation and regulations. The Chamber is being proactive by improving communications with our elected officials. We are lobbying effectively on actions that will impact the business climate. Future activities in 2021 we will actively monitor and lobby on are:

- (1) Minimum Wage
- (2) Legalization of Marijuana
- (3) RPS
- (4) Clean Water
- (5) Taxes - PIT

2. Work closely with House Small Business Caucus to provide input on business-related bills.



3. Continue to take measures to protect members and the business community from the enactment of specific impact fees and taxes.

4. Increase the awareness of Chamber members on proposed legislation at federal, state and local levels by providing information through "Legislative Alert" and "Call to Action" Emails.

5. Work closely with cities and the County to revise Comprehensive Land Use Plans.

6. Host an annual Legislative Luncheon event with elected officials to share views and information on issues affecting business and to provide direct, open communication be-



tween our members and legislators.

7. Host candidate interviews focused on business issues which will be published in the Chamber Connections newspaper and appear on our website prior to the election to help educate members.

8. Meet with Congressional Delegates to discuss Federal Legislation and Regulations that impact our member businesses.

9. Host the Capital Reception. This business-friendly orientation



will be held each winter to give elected officials the opportunity to get to know the Chamber and be educated on the issues of interest to the business community.



MILITARY AFFAIRS Evans Armantrading, Jr. Vice Chairman

Committees:
Military Affairs
Bluesuiters Golf Tournament
Committee

Ongoing Projects:
Abilene Award
Bluesuiters Golf Tournament
First State Community
Partnership (P4 Initiative)
Friends of Dover AFB
Military Affaire
State of the Base (MilCon)
Briefing
Hosting for the Holidays/
Adopt an Airman Program

1. A Military Affairs Committee is in place to continue to nurture the successful relationship/partnership between Dover Air Force Base and the Central Delaware Chamber of Commerce and its membership.

2. Continue to support the needs of Dover Air Force Base.

3. Monitor BRAC discussions and developments.

4. Distribute Chamber Club Cards, Central Delaware Resource Guide and Dover/Kent County Maps to new arrivals at Dover AFB to promote community support and discounts.

5. Continue sponsoring the Bluesuiters Golf Tournament, the State of the Base Briefing (MilCon), and the Military Affaire as annual events.



6. Submit a nomination package to the Abilene Chamber of Commerce in Texas based on documented achievements that support the relationship between Dover AFB and the community in the competition for the 2020 AMC Community Support Award.

7. Continue to support the First State Community Partnership (P4 Initiative) and serve on the Executive Council for the Initiative.

8. Continue to support the Friends of Dover Air Force Base.

9. Continue to distribute our military coins to visiting dignitaries to Dover AFB.

10. Continue to coordinate the Hosting for the Holidays/Adopt an Airman Program.



Member News

A Game of Finesse

Invented in 1965 in Bainbridge Island, Washington, Pickleball is a paddle ball sport which combines elements from tennis, table tennis (ping pong), and badminton. It has been said that “necessity is the mother of invention” and that is exactly how this fun, fast-moving game got its start. Picture a family badminton game with a lost shuttlecock... add a little ingenuity... a stray whiffle ball... a shortened net... improvised paddles made of plywood... and – voila! – the game of pickleball was born!

Played on a court measuring 20’ x 40’, a net hung at 36” on the ends – 34” in the middle, and a ball that resembles a whiffle ball, pickleball has become a growing phenomenon! The sport can be played indoors or outdoors, with singles or doubles. Paddles have been upgraded from the original plywood to other woods, graphite, or a composite. Players tend to choose paddles based on weight, grip, and shape. Indoor pickleballs typically have 26 holes, while outdoor pickleballs have 42 to compensate for wind.

While there are many intricacies to the game, there are just a few basic rules: Scoring – the game is played to 11 and must be won by 2. Points can only be scored by the serving team. Serve – The ball must be hit underhand from behind the baseline into the appropriate service box. Double bounce rule - when the ball is served the player on the receiving side must let the ball bounce once before hitting it. When the ball is returned to the serving side, the ball must bounce once before being hit. After the ball has bounced once on each side, the ball can be hit without bouncing from anywhere except the no volley zone. No Volley Zone – also called the “kitchen” is 7 feet from the net on each side. A player cannot hit a ball from inside the no volley zone unless the ball bounces first. Pickleball is not a game of “smashing” – it is a game of strategic placement and finesse.

And now, pickleball is making a huge splash here in Central Delaware! In 2019, Dr. Joel and Mrs. Di- Anne Halpern purchased the property once known as the Colonial Tennis Club on Kenton Road. Renovations



Courtside Pickleball & Tennis Club at 2117 Kenton Road

were made to the facility and Pickleball lines were added to the outdoor tennis courts. The Courtside Pickleball & Tennis Club opened at the end of October 2019 under the management of Becky Moody. This private club offers the newest courts in Kent County! On the beautiful property, one will find 6 tennis courts and 12 Pickleball courts complete with lighting for evening play. The beautiful two-story, air-conditioned clubhouse houses indoor bathroom and dressing facilities, a lovely club room with a television and Wi-Fi, and a balcony overlooking the courts. Courtside also uses a tag/FOB system entry allowing members to play any time of the day or night. Pickleball lessons are also available at Courtside under the tutelage of Becky Moody, as well as tennis lessons under the instruction of the club’s tennis pro, Jeff Pickering.

Courtside Pickleball & Tennis Club now has a membership of over 100! The membership is comprised of people of all ages and varying abilities who love the club’s atmosphere and the opportunity to play casually or in more serious league matches. Ann Rigby, the club’s 100th member, certainly enjoys her time on the courts. “I love Courtside Pickleball & Tennis Club and the all the fun pickleball people. I made the right choice in joining,” she remarked. The club is planning many upcoming pickleball and tennis tournament, leagues, matches, and community



The two-story clubhouse provides a great place to gather.



The courts are marked for pickleball and tennis – lights make evening play a reality.



A pickleball racquet and ball

events.

One final note... why is the sport called “Pickleball?” The sport reminded one of the original players of the Pickle Boat in crew, where oarsmen were chosen from the leftovers of other boats. A rumor has emerged that the inventors of the game named it after their dog, “Pickles,” but really what happened was quite the opposite – the dog was named after the game!

Courtside Pickleball & Tennis Club is located at 2117 Kenton Road in Dover. For more information on Courtside Pickleball & Tennis Club or to schedule a lesson, please call (302)470-0478. You can also visit their website at www.courtsidepickleballandtennis.com.



Becky Moody, Manager, Pickleball Instructor, & Selkirk Ambassador (Pickleball Equipment Company)



The clubhouse’s balcony provides the best seat in the house for spectators!

Awards

Continued From Page 1

Employer of the Year, and Young Professional of the Year for 2020. Each year, nominations are gathered from the members of the CDCC for these prestigious awards: Large Employer of the Year (for companies of more than 50 employees), Small Business of the Year (for companies of up to 50 employees), and Young Professional of the Year (for individuals between 21 and 35 years of age). The nominations are reviewed by a committee made up of previous award winners who select three nominees in each category. This is followed by a vote of the Chamber members that determines the winner. The Awards for Excellence Celebration is the CDCC’s opportunity to lift up all the nominees and announce the winners!

As the evening comes to a close,

the members of the LCD Class of 2020 will be presented with hard-earned diplomas and pins during their graduation ceremony. Soon to be entering its 20th year, Leadership Central Delaware, the Diamond Program of the Chamber, is a 10-month leadership development program that connects emerging leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased value, individually and professionally. One day per month, students focus on the various Economic Drivers of Kent County and spend a day engaging with the leaders of various industries, enjoying presentations and tours, and participating in hands-on learning experiences. Please consider joining us as we congratulate this year’s graduates and welcome them into our vibrant alumni association of over 450 members.

At this celebratory event, members and guests will have an opportunity to network, gain qualified leads, celebrate with this year’s nom-

inees and graduates, and toast the abundant excellence that is easily seen in Central Delaware’s business community. Tickets for this event will be \$30 and will include an array of heavy hors d’oeuvres, a selection of European desserts, and a split of Pizzadili wine. Wine for the evening will be provided by our wine sponsor, Faw Casson. A full cash bar will also be available.

The event will be held from 5 – 7:30 pm. Attendance for the celebration will be limited, so mark your calendars and register today! To register for this event and purchase tickets, please call the CDCC Office at (302)734-7513 or visit our website and register through the Calendar of Events.

We’d like to say a special thank you to our signature sponsor, Connell, Carey, and Associates – Merrill Lynch of Dover. Thank you also to our wine sponsor, Faw Casson, and to Dover Federal Credit Union and the Delaware State News for their support of this event.

To ensure the safety of all, appropriate safety protocols will be in place. Participants will be required to have their temperatures taken (must be 99.5 or lower to enter) and will be asked to complete a brief screening worksheet prior to entry. Face coverings are required and appropriate social distancing is expected. All refreshments will be served individually.

It is imperative that the members of the Central Delaware business community support each other’s successes. It has been said many times by many people that “when one wins, we all win!” There is so much good happening in Kent County that it is hard to choose a “best.” But by recognizing a “best,” we all are motivated to improve, to excel, to grow – and ultimately to contribute to the greater good of Central Delaware. We look forward to sharing this wonderful evening of celebration with you in September!

Member News

It's Time to "Manage" the Bucket List!

In the office of Donna Mitchell, Dover's City Manager, hangs a beautiful print depicting a slot canyon in the American Southwest, on Navajo land east of Page, Arizona. With its depth of 120 ft., Antelope Canyon has deep meaning for the outgoing City of Dover official who placed it on her "bucket list" some time ago. With a yearning to "see this great country," Donna will bid farewell to her position as the city's manager as of October 30th and begin her travels across America. The print hanging in her office was intentionally placed there to help her remain focused, to help her keep her eye on the ball, and to remind her of her goals.

Donna's long career of serving the residents of Dover began in 1978 when she joined the Dover Finance Department. She was pleased to spend the next 11 years working under the tutelage of former Dover Finance Director, Mike Karia. During her tenure there, she also completed her Bachelor's degree at Wilmington University. For the next 11 years, Donna worked at Playtex. During this time, she also went back to school and received her Master of Business Administration, also from Wilmington University, and was licensed as a certified public accountant. All these career and educational milestones are great accomplishments, but when one understands that Donna was also a working mom, they are even more impressive!

In 2000, Donna was given an opportunity to return to work for the City of Dover as the Director of Finance. When she interviewed for the job, she went in totally prepared, with charts and graphs, handouts, and plans for improvement. She remembers that former Mayor and City Councilman James Hutchison remarked that she was hired because "she showed that she really wanted that job."

In 2017, the City Manager's position became vacant and Mrs. Mitchell was asked to serve as the interim City Manager until a new one was appointed. After some consideration, the City Council decided that the perfect person for the job was right in front of them. Because of her long tenure with the City of Dover and her vast knowledge of how the city operates, Donna Mitchell was chosen to take the position. At that time, she pledged that she would serve in that position for three years, which would be followed by her retirement.

Looking back over her more than 30 years of service to the City of Dover, Donna's favorite part of the job has been the people. She has a great deal of respect for the many staff members with whom she has had opportunities to collaborate. She genuinely loves serving the City's residents. She appreciates her relationship with her offices many business partners. As a "working" manager, Donna has not had as much time as she would



Donna Mitchell, Dover's City Manager, is one step closer to Antelope Canyon!

have liked connecting with the community - but the chances she's had to meet the people she serves have been significant.

When asked about her biggest accomplishment, Mrs. Mitchell shared that, over her entire tenure with the City of Dover, she feels the most pride in the way her office has handled the budgeting process. Financial policies have been put into place that allow for some reserves, a "rainy day fund" of sorts, that can be tapped in the event of an emergency or a crisis. She has always taken a "big picture" approach to the city's finances and that has allowed for some flexibility in balancing the budget.

Mrs. Mitchell has continued to place a high priority on professional development and recently received a significant designation. She is now recognized as an International City/County Management Association Credentialed Manager. Even though this honor will be, as she described it, "short-lived," she felt that it was a valuable experience which helps to expand her network and make some really quality connections for the city.

As Donna closes out her career and her time as City Manager, she is busy finishing up a few last projects. She has been working on a project to bring new lights and fixtures to the downtown area. She reported that the proposals for the project have all been submitted and she is hopeful that the approvals will be granted soon, allowing for enough lead time to order the materials.

Donna has also been spending time helping the Assistant City Manager, Matt Harline, prepare to take over as Interim City Manager while the City Council conducts a search. According to Mrs. Mitchell, Matt largely created this year's budget for the city. She remarked that, while working on the document, Matt had commented that it would be Donna's last budget. "No," she corrected, "it will be your first!"

Over the span of her career, Donna has seen a lot. The City of Do-



Mrs. Mitchell's home away from home for over 30 years.

ver has experienced times of prosperity and times of great challenge. In both good times and desperate times, Donna has done her best to continue to do what is best for the city and its residents. As she looks back, she is very grateful for the support of her husband and her family. She is so thankful for their love and the patience they've shown her as she's juggled the demands of her career. Donna is now looking forward to having more time to spend with her family and is anxious to spoil her 3 grandchildren!

While we are all thrilled for Donna and her family as she enters her time of retirement, the City of Dover will miss her deeply. "I am over the moon happy for Donna seeing her dream of retirement becoming a reality," commented Judy Diogo, President, CDCC. "But I have to say this will be a loss to the City of Dover and the residents. Donna literally knows the City business inside out and upside down. There is no one I have ever worked with who can break things down the way Donna can when it comes to the business of the City. She is so knowledgeable, so dedicated and so genuine. She is an amazing individual and I will truly miss working with her." In closing, Diogo added, "If I had to sum up Donna in one word, it would be impressive!"

In preparation for retirement, Donna and her husband, Wayne, avid RV aficionados, purchased a new truck and a trailer. While they intend to maintain their residence here in Dover, they are planning to spend a great deal of time traveling. Their first adventure will be a three-week trip to Florida designed to give them a chance to disconnect, regroup, and plan their next adventures.

It is Donna's hope that in the Spring of 2021, she will be given the opportunity to cross a long-time goal off her bucket list with a trip to Arizona. Carved from the red sandstone for millennia by seasonal floods rains and wind, there is a canyon marked by the gorgeous sloping angles of its rocks, coupled with beautiful shifts of light - all creating a scene that cannot be fully explained with words. After a lifetime of working - from childhood chores, to a teenage job in a donut shop, to Playtex, to the City of Dover - realizing her dream of witnessing the beauty of Antelope Canyon with her own eyes will be a reward worth waiting for!

Please join the Central Delaware Chamber of Commerce in thanking Donna for her lifetime of public service and in congratulating her on her retirement! All we can say is: Thank you, Donna Mitchell for a job WELL DONE!

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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The State Capital Daily



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Come and Visit the Capital City Farmers Market!



Artist Jim Rehak at Paint Dover! 2019



Check out the fresh produce while the season lasts!



Find family friendly fun at First Fridays!



One of our favorite buskers

Safe & Fun... and Right in Your Own Back Yard!

If you are looking for activities for you and your family that are safe and fun, Downtown Dover is the place for you this Fall! Our beautiful Downtown shopping district and historic areas will be buzzing with activities throughout September and October. From boutique shopping, to great eateries, to educational tours, Downtown Dover is not just a place to "pass through," it's a great place to explore, a marvelous destination! Here are a few highlights for you to discover:

Capital City Farmers Market – Generally running on Wednesdays from 3 – 6pm, this open-air market in the center of Downtown offers seasonal fruits and vegetables, artisan/retail vendors, and weekly recipes. Plans are for the market to run through September and October – for information on exact dates, check out the market's Facebook page. Regular vendors include (but are not limited to) Black Swamp Farmstead, 302 Aquaponics, Endless Futures Farm, and Derby Mill Farms. <https://www.facebook.com/capitalcityfarmersmarket/> Come and join us at the market to enjoy fresh produce, local specialties, and great company!

First Friday Celebrations – On the



Last Year's overall Plein Air winner

first Friday of each month from 4 – 7 pm, people are invited to gather in the Downtown Shopping District for a family-friendly downtown Friday evening experience. First Fridays typically feature evening shopping hours at about 15 of the Downtown shops, food available for purchase from artisan vendors, and music provided by area buskers (street musicians).

The theme for September's event will be "Words & Music: An Evening of Poetic Fusion," featuring a virtual scavenger hunt, merchant promotions, live poetry and music, poetry swag bags, and a community poetry project. Poetry buskers will be featured for the first time as part of September's event!

In October, the Downtown Dover Partnership will feature the 2nd

Annual Paint Dover! event. Paint Dover! is a plein air (outdoor) painting event, including a competition and sales. The public is invited to watch artists paint throughout the day along Loockerman Street, State Street, and the Green. The event is open to amateur and professional artists, as well as college/high school students. For more information visit <https://Tinyurl.com/DoverArt>. For general information about First Fridays, visit <https://www.downtown-doverpartnership.com/ddp/first-friday/>. Take a moment now to mark September 4th and October 2nd on your calendars! You won't want to miss the fun!

Looking ahead to November, this First Friday event, held at the Schwartz, will give families an opportunity to enjoy the Christmas Cartoon Trio! This event, brought to you by Downtown Dover and Delaware State University, features a trio of excellent musicians. And who doesn't love "A Charlie Brown Christmas?!"

Downtown Window Contests – Our Downtown Dover merchants participate in seasonal window decorating contests throughout the year. These contests help to show off Do-

ver's remarkable storefront windows and help to keep our Downtown looking beautiful! In addition, they provide added scenery for walkers, shoppers, and other visitors. The next window contest will launch on October's first Friday (October 2nd) in conjunction with Paint Dover! and will carry the theme "Poetry, Arts and Harvest." Judging for October's contest will be done by the Kent Association of Realtors. As always, a People's Choice award will also be given. Be sure to stroll Downtown and check out the amazing and creative displays!

Capital Key Program – Community members are encouraged to participate in this new program designed to help shoppers unlock value in Downtown Dover. The program features specials and promotions in many downtown shops throughout the year. To request your Capital Key card and key fob, visit <https://tinyurl.com/CapitalKeyRegistration>.

As you can see, there is a lot waiting for you in Downtown Dover! Mark your calendars, call your friends, plan your time downtown to include shopping, sight-seeing, and dining, and head Downtown. We look forward to seeing you there!

Advertising with the CDCC

How can I let people know about our big sale?

How can I help people know where we're located?

How will I get the public to come to my Grand Opening?..

Where can I inform people about our new product?

How can I let everyone know about our company's anniversary?

Where can I advertise an open position in my company?

Looking for a Way to Let Everyone Know What You're Up To?

BROADCAST Your News through Your CDCC

CDCC Broadcast Email is a strong advertising tool when it comes to promoting your business. Reaching over 1,300 recipients, these emails are sent daily and can be scheduled with the CDCC.

Simply send us your PDF flyer and we'll help create your broadcast in a way that's sure to get everyone's attention!

Cost: \$100 per send
(that works out to be about 7 cents per recipient!)

Call the CDCC Office today at (302)734-7513 to schedule your Broadcast Email!

Looking for a great way to share your information???

CHECK OUT CDCC DIRECT!

CDCC Direct is your Chamber's version of Direct Mail. If you want to promote your business, advertise a product or service, or invite members to an exclusive event, CDCC Direct a great way to reach 1,300+ members.

Standard Rate:
(Member provides 8.5 x 11 flyers, printed on one or both sides) \$190

All Inclusive Rate:
(CDCC will print flyers)
Black & White: \$250 per side
Color: \$350 per side

Envelope Advertising:
\$750 for 3 months

For more information, please contact the CDCC Office at (302)734-7513

Member News

A Company On the Move



An avid hiker, Doug stands next to a map depicting his experiences on the Appalachian Trail. With one or two more hikes in Pennsylvania, Doug will have hiked the trail from the southern border of Vermont all the way down to Virginia's Shenandoah Valley!

Doug Gallagher is passionate about helping families find a home and secure their piece of the American dream. He believes in real estate by the Golden Rule: "Treat customers the way you would want to be treated, make your transactions with others the kind of transactions you would want to engage in." People want to do business with someone they know, like, and trust. To that end, he wants his company, On the Move Realty, to be the most trusted, most referred agency in Kent County.

On the Move Realty was established in 2017 as a full-service real estate group under the brokerage of Myers Realty. Focused on providing all their clients with the best possible experience in real estate, they assist customers in buying and selling homes, as well as rental solutions. Whether customers are purchasing a home for the first time or are seasoned in the arena of buying and selling, On the Move promises that their systems will set them apart from the crowd. They pledge to deliver an experience that is second to none.

Doug has recently completed all the requirements, passed the examination, and received his brokerage license from the Delaware Real Estate Commission. He is now licensed as a real estate broker in both Delaware and Maryland. "This recent designation promises to open up all kinds of possibilities!" commented Gallagher.

Mr. Gallagher continues to place a high priority on professional development. He is an active member of Master Networks, a national networking organization, with an emphasis on educating, equipping, and empowering its members so that they are inspired to create and design "legacy beyond the business." Doug serves as the Vice President of the Capital Chapter and President of the First State Chapter.

Having obtained his broker's license, Doug is anxious to expand his staff. He is currently interviewing candidates and would love to eventually



Doug Gallagher is eager to welcome you to On the Move Realty.

reach a goal of 10 agents. On the Move Realty is excited to recruit and train potential new team members. If you are interested in learning more about this exciting career, call Doug at (302) 698-7955.

With the anticipated growth of the company, On the Move is seeking a bigger space to call home. Operating with a new status and in a new space will certainly assist On the Move Realty in accomplishing their mission of working diligently while exceeding clients' expectations.

For more information about On the Move Realty, visit their website at <http://www.onthemover-realtyde.com/> or simply visit their current location at 117 W. Reed Street in Dover.

CDCC joins Sherwin Williams for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Sherwin Williams on Wednesday, August 19th at 10 am. The ceremony was held at their location at 300 Jimmy Drive in Smyrna. Chamber members, ambassadors, and staff members joined the team at Sherwin Williams at the Grand Opening of their new location!

For nearly 150 years, Sherwin-Williams has been an industry leader in the development of technologically advanced paint and coatings. As the nation's largest specialty retailer of paint and painting supplies, Sherwin-Williams is dedicated to supporting both do-it-yourselfers and painting professionals with exceptional products, resources to make confident color selections and expert, personalized service that's focused on unique project needs.

Whether customers are amateur painters or seasoned professionals, the new Smyrna store has more options in products than ever before that will enhance your home and help home decorators and contractors to transform your living space. "Today's home decorators have so many choices in textures, patterns and colors," says Corbit Norman, manager of the new Sherwin-Williams store in Smyrna. "At Sherwin-Williams, we offer a selection of exceptional products, colors and expert, how-to advice from sales associates who really understand the products they sell." At the new store, customers will find



over 1,500 colors to choose from with coordinated color collections to help them choose the perfect palette for their interior or exterior projects.

The new Smyrna store staff is also trained to help professional contractors with their jobs. Services include on-site delivery, custom color matching, credit programs, specification assistance and technical advice.

At the Smyrna Sherwin-Williams store, consumers can enjoy a high level of personalized, one-on-one service where individual tastes and preferences in color and design can

be explored. There's no need to feel overwhelmed by the many colors and products available: Sherwin-Williams staff are on hand to help you do it right.

Located at 300 Jimmy Drive, the new Smyrna Sherwin-Williams store is open 7:00am-7:00pm Monday to Friday, 8:00am-5:00pm Saturday, and 10:00am-4:00pm Sunday.

Sherwin Williams is proud to be a part of the Central Delaware Community. They are pleased to provide quality services throughout the entire state. They are excited to

expand their network and increase their visibility through their membership in the Central Delaware Chamber of Commerce.

For more information, please contact Sherwin Williams - Smyrna at (302) 388-7413, or visit their website at www.sherwin-williams.com. Join Sherwin-Williams on Facebook, Twitter, Instagram, Houzz and Pinterest. Please join the Central Delaware Chamber of Commerce in congratulating Sherwin Williams on the Grand Opening of their new location!

Member of the Month

Name: Ed Jackson
Title: Principal/Owner
Business: Affinity Energy Management
Address: 220 Cherry Blossom Place
 Hockessin, DE 19707
Hours: 7:00 A.M. – 7:00 P.M. ET Daily
Phone: 302-218-8920
Website: www.affinityenergy.net
Email: ed@affinityenergy.net



Ed and Chad Jackson

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

Affinity Energy Management offers competitive energy procurement of electricity and natural gas primarily in the Mid-Atlantic. The company began back in 2006 when the energy market was first deregulated in DE. We work with commercial & industrial customers of all sizes to shop for competitive electricity and natural gas supply.

Tell us about your role in the business/organization.

I am the founder and principal of the business.

Tell us something that makes

your business/organization unique.

We try to be as honest and straightforward with our customers as possible even if it means less revenue. We find this to be more beneficial in the end as it helps strengthen relationships and allows customers to put their trust in us. Also, there is no upfront or out of pocket cost for our service.

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

I recently brought on a second employee—my son Chad—and am hoping he can give Affinity Energy a different perspective on energy markets and customer relations. We are working to expand Affinity’s customer reach across the Mid-Atlantic region and continue to help

customers reduce and manage their energy costs.

How has the Chamber helped your business/organization grow?

We have many current customers that we met directly through the chamber. We also find it beneficial to see clients at chamber events throughout the year. The CDCC is one of the more active chambers in the state and offers many beneficial networking events. Affinity forms electric aggregation buying groups through the CDCC as well as other chambers and trade associations. By buying electricity in bulk, we can offer lower electricity prices for chamber members. We recently executed a new aggregation group contract and are seeing some of the

lowest energy rates we have ever seen in the market. Additionally, there is no long-term commitment required and no exposure to early termination charges. We encourage any chamber member served by Delmarva Power to sign up if they are not already in a chamber group contract.

What is your best advice to other businesses/organizations?

If you are thinking about starting your own business, be prepared to put in a lot of blood, sweat and tears. Network as much as you can and always be responsive and honest with customers and prospects. You never know who they might know or how you can help each other!

Ambassador’s Corner



Esther Rich



Your One-of-a-Kind Greeting

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

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

New Five-Star Member



Nina Jenkins of Harrington Raceway & Casino received her pin for completing her Journey Map and achieving 5-Star Membership! Heather McTheny, CDCC Director of Membership, was pleased to pin Nina at the July Sunset Business Mixer. For more information about the 5-Star program, contact Heather at lcd@cdcc.net. Congratulations, Nina!

New Member Spotlights

Meet Lisa Hammer and Dave Newman and Leadership Techniques, LLC

We are Lisa Hammer and Dave Newman and our company is Leadership Techniques, LLC. We are leadership and project management trainers and consultants. While we are currently based in Frederick, Maryland, where we began our business in 2010, we are in the process of moving to Delaware and hope to be settled there within the year. Dave and his wife, Irene, have been visiting the beaches for years and have decided it is time to make it their home. Lisa has ties to the Bethany area and is also going to fulfill her dream of becoming a resident.

What Lisa and Dave really have in common is their passion for helping others become successful, and hopefully a little less stressed and a bit happier, through the application of modern management methods and leadership techniques.

Leadership Techniques, LLC is a small business owned and operated by David Newman and Lisa Hammer. We are an Authorized Training Partner (ATP) with the Project Management Institute (PMI), specializing in leadership and project management training and consulting. While often asked to intervene in challenging scenarios, we always strive to inject positivity and happiness into the environment and look to reduce stress for employees while driving results for all stakeholders.

Our material is continuously refreshed to keep pace with changes within the industry as well as within the PMI community of practice. We align our approach with the adult learning styles as described by the VARK model (Visual, Aural, Read/Write and Kinesthetic) and we incorporate in every workshop a blend of instructional techniques to accommodate all learning styles, whether in person or online. Our training is learner centric and includes group



exercises as well as hands-on activities appropriate to and supportive of the content and learning objectives. We typically co-present sessions and include interactive discussions and a wide use of audience engagement techniques.

Leadership Techniques focuses on where the "rubber hits the road." Whether customizing an internal training regimen for a client, teaching project management and leadership skills at public seminars, or consulting on specific issues, we help teams achieve their goals. Our greatest reward is your team's success!

When we started our business, we began a relationship with our local Chamber of Commerce in Frederick, Maryland. This has proven to be consistently mutually beneficial and as our relationships have matured and our network has grown this relationship has proven to be centroidal. Business relationships have become life-long friendships and we look forward to meeting and working with our new friends as we take this exciting step to relocate to Delaware and connect with other members of the CDCC!

Please join the CDCC in welcoming Lisa and Dave and their business, Leadership Techniques, LLC, into our membership!

Sip & Savor at Home

Meals on Wheels Delaware is happy to announce Sip & Savor - At Home. Join us for a weekend of cooking and cocktail classes as well as live music. Home cooking at its finest. Foodie friends who are looking for a dash of fun, this virtual event is a great opportunity to interact and engage with chefs and mixologists while learning from the pros.

Friday, September 11 at 6:00 meet Chef Sandra Winfrey former owner of Cajun Queens who will spice up the night with her Jambalaya. After you prepare your dish, enjoy live music by Bhodi Woof.

Saturday, September 12th at 3:00 virtually cook alongside Chef Joey Vitanza of Cool Springs and learn the art of the cocktail by Ron Gomes of Painted Stave Distilling. Then enjoy the sounds of Jim Rezac.

Sunday, September 13th at 5:00 Paul Cullen of Paul's Kitchen and Cullen-ary Company will share his cool as a cucumber style while teaching how to prepare Risotto e Salsiccia. While enjoying dinner

you will then be entertained by Paul via a live performance.

Sip & Savor - At Home is sponsored by Wyoming Millwork Co; Delaware State News; WBOC; Bayhealth; Edible Delmarva; Eagle 97.7; 101.3 The Chicken; 105.9 News Talk; 97.1 The Wave; Cool 102.1

CDCC; M&T Bank; Delaware Today; Pugh's; Dover Federal Credit Union; Sam's Club; Dover Post; Shore United Bank; Kathleen and Jim Hawkins; Tidewater Utilities; Delmarva Power, Wilmington University; Del-One Federal Credit Union; Mr. Greg Shulze and Mrs. Patricia Evans Shulze; Lyndon & Janice Yearick; Delaware Health Information Network; Faw Casson; Randy & Linda Farmer; Rich & Dottie Harper; Mercer Sydel Dental; Kim & Bill Fonda

Tickets are available at mealsonwheelsde.org. Select as many classes as you desire and the recipes and ingredient list will be e-mailed for guests to prep in advance. Benefiting Meals on Wheels Delaware.

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Save the Date 9.15.20

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Free Virtual Event, 9 - 11:30 a.m.

Keynote Speaker

Steven Pedigo, University of Texas at Austin
Steven is an expert in economic and urban development, city strategy and management, and placemaking.

Panelists

Kim Adams, President and CEO of Mountain Consultants
Thomas Dougherty, Administrator of Labor Market Info at DE Department of Labor
Lin Utten, HR Director at USA Fulfillment
Dr. Gary Siegelman, Senior VP & Chief Medical Officer at Bayhealth
Katherine Wilkinson, Senior VP & Market Executive at Fulton Bank

Check the website for names of additional panelists.

For more information or to register go to
www.dtcc.edu/economicsummit



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- Entertainment •
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TICKETS: MealsOnWheelsDE.org

MEET THE CHEFS:



Friday - September 11
SANDRA WINFREY
formerly of Cajun Queens Cuisine



Saturday - September 12
JOSEPH VITANZA
of Cool Springs Fish Bar & Restaurant



Sunday - September 13
PAUL CULLEN
of Paul's Kitchen & Cullen-ary Company

New Member Spotlights

Meet Leena Amin and Camden Pharmacy

Leena Amin is originally from India and has been serving the community as a retail pharmacist for seventeen years. Throughout her career, she has developed an idea of what the “perfect” pharmacy would look like. The ideal pharmacy would be a place that provides excellent care and would serve as a resource to patients, providing them with several options for a path that leads to wellness and overall well-being. Leena has a fundamental belief that knowledge is power and that hard work can put that power to good use – her dream is that Camden Pharmacy will work one-on-one with patients to place in their hands the power of health and wellness. Leena is a full-time working mom with two beautiful children. Leena’s husband, a businessman, is the owner and operator of Edible Arrangements here in Dover. In her time away from work, she enjoys reading and cooking. Her family loves to spend time giving back to the community by vol-



unteering. Camden Pharmacy is a family-owned independent pharmacy – and one of the very few in Delaware to be owned by a woman. Camden Pharmacy proudly serves the community with high quality care. The pharmacy’s knowledgeable staff is happy to provide personalized service. Camden Pharmacy and their team offer a variety of services including medication adherence,



health screenings, immunizations, free delivery and much more. The pharmacy’s retail shop carries most necessities, as well as groceries and gifts. Camden Pharmacy boasts competitive pricing on all prescriptions and accepts most major insurance plans. The staff at Camden Pharmacy understands the importance of community. They believe that people of all ages benefit from relationships that have been built on

helping one another and that a true sense of community is developed by treating neighbors – and even strangers – like family, by offering a smile, a helping hand, and the gifts of time and attention.

The folks at Camden Pharmacy are excited to be members of the Central Delaware Chamber of Commerce. They are eager to connect with other business owners and learn from them. They want to take advantage of all the networking opportunities offered by the CCDC to build relationships and be known in the community. They want to get to know people on a personal level and be able to offer them a comfortable “hometown feel” when they enter the pharmacy. To learn more about Camden Pharmacy, please call (302) 535-8604 or visit their website at www.camdenrxde.com.

Please join the CDCC in welcoming Leena and her team at Camden Pharmacy into our membership!

Meet Glenn Fedale, Sr., and G. Fedale Roofing and Siding

Originally from the southern part of New Jersey, Glenn Fedale met his wife of 43 years when he was transferred to Delaware. What followed was 10 children, 25 grandchildren (at last count), and a career change! Glenn traded in a spot in the printing and logistic arena three years ago for a part in a business owned by three of his sons. With 35 years of experience in sales and marketing, he now serves as the Director of Business Development at G. Fedale Roofing & Siding. In his time away from work, Glenn loves to spend time with his family, especially his grandchildren! He also enjoys reading, fine dining, and teaching a Leadership Class.



prove their homes from top to bottom. They are committed to helping each family enjoy a higher quality of life in a home that is safe, secure, and beautiful. To achieve this, they use well-trained professionals who are committed to providing superior workmanship and ensuring a superior customer experience on every project. With offices in Wilmington and Lewes, as well as Glen Mills and North Wales, Pennsylvania, they enjoy excellent coverage of the Mid-Atlantic.

G. Fedale’s services include roof-



ing, siding, gutter, windows, doors, decks, and much more! The company has a reputation for excellence and is known for their quality customer service. They firmly believe that when clients place their trust in an award-winning company that is dedicated to complete customer sat-

isfaction, the result is a better, higher level of service. From new windows, to energy-efficient siding, to repairs of any size, the team at G. Fedale can be depended on for exceptional service. The company is fully licensed, insured, and 100% OSHA compliant.

G. Fedale’s is proud to be a member of the Central Delaware Chamber of Commerce. They look forward to networking opportunities and building relationship in the business community of Central Delaware. They are exciting to be part of the continuing economic growth in Kent County.

For more information about G. Fedale Roofing & Siding, please call (302) 287-0239 or visit www.gfedale-roof.com. Please join the CDCC in welcoming G. Fedale Roofing & Siding and their team to our membership!

Meet David R. Wilson and Delaware Crawlspace Company

Delaware Crawlspace Company proudly serves Kent and Sussex Counties and is Delaware’s leading Encapsulation Professionals. In business for over a decade, we offer many services to anyone with a crawlspace and/or basement. Besides full encapsulation, we offer sump pump services, dryer vent ducting, French drain installs, closed cell foam insulation, gutter diverters, custom access wells, dehumidifier installations. We also offer worry free sump pump water alarms that will text you if there should ever be any issues, and a hygrometer which we can install in your house to show you the humidity levels/temperature in your crawlspace. Our annual maintenance inspection service is also very popular with our clients!



at a normal level of 50%-55%? If not, how is the humidity being controlled?

- Encapsulation – completes the entire process for making your crawlspace a healthy one by sealing it with a 12 mil commercial grade guardian liner, therefore reducing moisture and the risk of any mold.

During the recent down-turn of the economy, our companies continued to demonstrate steady growth. We believe this growth can be attributed to our philosophy: “Building on our Reputation.” We are proud to have an amazing team of dedicated, hardworking, trustworthy employees -- I love being involved in all aspects of the day to day operations.

I have been in business as a builder for 20+ years and, prior to that, I worked for my father, a highly respected builder in the community.



My wife, Angel Wilson, works in the office, along with family member, J.R. Ennis, who joined the family companies in September 2019. My oldest child, Chloe Wilson, is attend-

ing her first year at Anderson University in South Carolina, studying Architectural Design. My youngest child, Chase Wilson, is currently attending Delmarva Christian School High School and is working for the family business in his spare time. Our lead installer, James, and Service Technician, Chris, can be seen out and about throughout Kent and Sussex Counties making crawlspaces healthier. At the end of the day we are a close-knit team – a family!

I have always been about the community and supporting the place where we live, work and serve. Membership in the CDCC is a great example of how to remain connected. We look forward to all the opportunities to network and make connections in Central Delaware’s business community. We are also excited about the ways that we can remain visible to the community.

Please join the Central Delaware Chamber of Commerce in welcoming David R. Wilson and Delaware Crawlspace Company to our membership!

Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
Artisans' Bank.....	49
Berry Van Lines, Inc.....	49
Raymond F. Book & Associates, P.A., CPA's.....	49
Carroll Properties, LLC.....	49
Dover Electric Supply Co., Inc.....	49
Edgewell Personal Care.....	49
Ken Stockslager & Son, Inc.....	49
Pratt Insurance, Inc.....	49
Chesapeake Utilities Corp.....	48
Conner Strong & Buckelew.....	48
Independent Newsmedia, Inc., USA.....	48
Dover Federal Credit Union - Headquarters.....	48
Jen-Mor Florist.....	48
PNC Bank.....	48
City of Dover.....	47
C.F. Schwartz Motor Co., Inc.....	47
Dawson Bus Service, Inc.....	45
United Way of Delaware.....	45
Faw Casson.....	44
George & Lynch, Inc.....	44
Town of Camden.....	38
Parkview RV Center.....	38
State Janitorial Supply Co.....	38
Teal Construction, Inc.....	36
Caesar Rodney School District.....	34
Barros, McNamara, Malkiewicz & Taylor, P.A.....	32
Capital School District.....	31
Modern Maturity Center, Inc.....	31
Trader Funeral Home, Inc.....	30
Luff & Associates, PA.....	28
Sunnyfield Contractors, Inc.....	27
The Malmberg Firm, LLC.....	27
Dover/Kent County MPO.....	25
Johnn Janosik, Inc.....	24
Bob Simmons State Farm Insurance Agency.....	24
Horty & Horty, PA - Douglas R. Phillips.....	21
Elevations Unlimited.....	20
Payroll Management Assistance.....	17
Kent County Levy Court.....	16
Creative Logo Apparel.....	15
Dream Vacations.....	15
A Center for Mental Wellness.....	12
Bel Boutique, Inc.....	12
Central DE Habitat for Humanity.....	12
Jim Flood, Sr.....	11
K. Hovnanian Homes of DE, LLC.....	10
Merry Maids.....	10
The Kritter Sitter, LLC.....	10
Diamond State Financial Group.....	9
Care First Dental Team - Robert R. Coope, DDS.....	8
Seasons Hospice & Palliative Care of Delaware.....	8
Shore United Bank - Dover.....	8
Dover Capital City Rotary.....	6
First State Military Academy (FSMA).....	6
Fort Sill National Bank.....	6
Mail Movers.....	6
First State Community Action Agency.....	5
Nephrology Associates, PA.....	5
Bavarian Bakery & Deli.....	3
Beaverdam Pet Food, Inc.....	3
Bangkok Thai Cuisine Corp.....	2
Delaware Indoor Advertising Network, LLC.....	2
Delaware Technical Community College - Terry Campus.....	2
LongHorn Steakhouse.....	2
A to Z Insurance.....	1
American Heart Association.....	1
SBT Signs & Graphics.....	1
Super Cichlids.....	1
Wattay Accounting - Milford.....	1

New Members

Camden Pharmacy
Ms. Leena Amin
4598 S DuPont Hwy
Camden, DE 19934
302-535-8604

Caruso Homes, Inc
Mr. Jonathan Gallo
2120 Baldwin Ave, Suite 200
Crofton, MD 21114
302-535-1596

Delmarva Tree, LLC
Ms. Sherry Steller
23 Glenway Ave
Smyrna, DE 19977
302-659-3345

Michelle Fisher, Realtor
Patterson Schwartz
Ms. Michelle Fisher
4485 Summit Bridge Rd
Middletown, DE 19709
302-233-5459

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:

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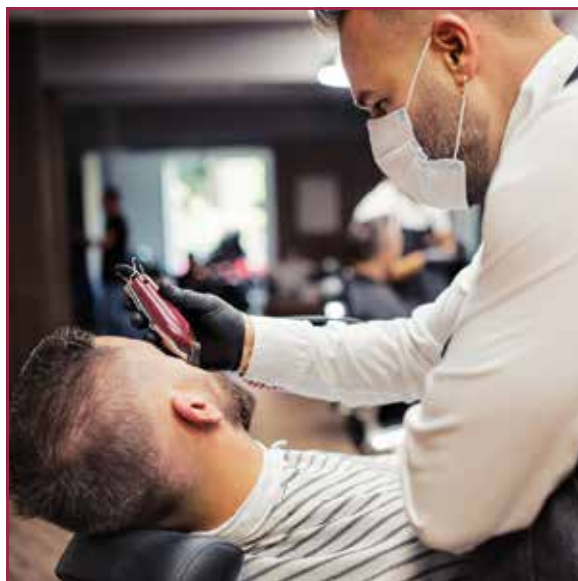


You'll also see your picture and your company name on our Facebook page – and, of course, you'll win bragging rights for the month!

"Congratulations to our contest winner for the August issue! Tam Jones, of Faw Casson, correctly identified the location as *Harvest Ridge Winery*. The photograph was of several bunches of white grapes taken at sunrise. Way to go, Tam! Thanks for playing!"



The Delaware State News knows that our local business partners have a lot of information to share with their customers and clients as they prepare to open their businesses. This could include hours of operation, details on products and services available, special safety precautions and more. We would like to help you share that information with the public in the most effective and affordable way possible. Please contact us so that we can put together a customized “re-opening” plan to meet your unique needs.



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