

Chamber Connections



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

Did you know that senior citizens represent the fastest growing sector of Delaware's population? It is estimated that by the year 2030, 28.4% of the first state's population will be 60 years of age and older. That demonstrates an increase of 41% since 2012! Did you know that the average life expectancy in the United States is nearly 80 years of age (double that of the average life

expectancy of nearly 40 in 1860)? That means that there are 25 years to plan for once a person reaches 55! The CDCC is now in its 20th year of presenting the popular 55+ Expo. While much of what happens at the event is planned with senior citizens in mind and much of our energy is focused on ensuring that the gold-

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Kent County Open for Business is Back!



The Central Delaware Chamber of Commerce (CDCC) is thrilled to announce that, after a hiatus of over a year due to the pandemic, Kent County Open for Business is coming back! This FREE business development session will begin again on Thursday, July 1st, at 8:30 am, at Kent County Levy Court, Room 220. The CDCC is so excited to be able to again offer this incredible service designed to encourage and support small business throughout the state.

business license and registering your business in Delaware? Do you need help filing as a new employer in the state so that you can begin bidding on jobs? Are you looking for space? Are you seeking financial assistance in the form of loans and grants? Would you like to learn about special programs and incentives for first time business owners? There are so many aspects to starting or expanding a business and such a variety of agencies and ser-

Are you interested in obtaining a

See Open — Page 10

An Evening to Embrace Connections



Are you anxious to re-connect with fellow business leaders, engage in conversations over delicious refreshments from Mission BBQ, share your business story with other business owners in our area, and expand your network? Your CDCC has the perfect opportunity for you to do just that! Mark your calendar for the July Sunset Business Mixer. This popular event will be held on Wednesday, July 28th, from 5 - 7 pm, at Embrace Home Loans, 20 East Division St., in Dover. Be sure and save this date!

homeowners get the financing they need to buy a new home, refinance an existing mortgage, or consolidate high-interest debt. Customer satisfaction is their highest priority, and they are always developing new loan products to fit the individual needs of their borrowers. Embrace Home loans strives to help clients to discover why getting a mortgage is so much better when they "Embrace it." This event promises to be a great opportunity to get to know Embrace, what they have to offer, and all they do for the Central Delaware community.



The leading networking opportunity offered by the Chamber, the Sunset Business Mixer is one of the many benefits 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 win door prizes or be the next CDCC Member of the Month! 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, July 28th at Embrace Home Loans in Dover for the Sunset Business Mixer.

Judy's Journal



PRESIDENT - JUDY DIOGO

Getting Back to Normal

We have talked for 15 months about “getting back to normal.” That means getting back to not wearing masks when we leave our houses, getting back to gathering with those we love and those with whom we work, getting back to shopping in person, getting back to eating out in restaurants, getting back to hosting events... And the time is *finally* here!!! As of July 13th, the Governor’s Emergency Executive Order will officially cease... and that will return our lives to “normal” once again.

I would like to take this time to thank all our CDCC Members for their perseverance, their dedication, and their commitment to getting back to business! Throughout the entire 15 months of pandemic, the members of the CDCC worked diligently to hold one another up, to keep the community united, and to keep the economy going.

I think it is safe to say that we will never forget these past 15 months and the challenges they presented. We learned so much about how important it is to protect ourselves, to protect our customers, to be aware of personal space, to be mindful of disinfecting our surroundings, and, of course to wash our hands!

For me, one of the biggest things I learned - or maybe it is better to say one of the biggest things I was *reminded of*, is that, as humans, when the chips are down, we do stick together. We help each other. We find solutions. We don’t give up!!!

So, as we prepare for our next chapter, let’s celebrate our “getting back to normal,” but let’s not forget how we got to this point: We got here **TOGETHER!!!!** And together, we’ll move forward.

Thank you for your past, present, and continued partnerships and support!

Calendar of Events

July	August
Thursday, July 1st Kent County Open for Business 8:30am - 10:00am Kent County Levy Court	Thursday, August 5th Kent County Open for Business 8:30am - 10:00am Kent County Levy Court
Monday, July 5th In Observance of Independence Day Office Closed	Tuesday, August 10th 20th Annual 55+ Expo 9:00am - 3:00pm Dover Downs Hotel & Casino
Thursday, July 8th Member Orientation 8:30am - 10:00am CDCC Conference Room	Tuesday, August 10th CDCC Board Meeting Cancelled for August
Tuesday, July 13th CDCC Board Meeting 7:30am - 8:30am via ZOOM	Wednesday, August 11th Marketing Committee Meeting 10:00am - 11:00am CDCC Conference Room
Tuesday, July 13th Young Professionals Social 12:00pm - 1:00pm Jonathan’s Landing	Thursday, August 12th Member Orientation 12:00pm - 1:30pm, CDCC Conference Room
Wednesday, July 14th Coffee Coaching 8:00am - 9:00am CDCC Conference Room & via Zoom	Tuesday, August 17th LCD Steering Committee Meeting 12:00pm - 1:00pm CDCC Conference Room
Wednesday, July 14th Marketing Committee Meeting Cancelled for July	Wednesday, August 25th Ambassador Committee Meeting 3:30pm Jonathan’s Landing
Tuesday, July 20th LCD Steering Committee Meeting 12:00pm - 1:00pm CDCC Conference Room	Wednesday, August 25th Sunset Business Mixer / Member 2 Member Expo 4:00pm - 7:00pm, Jonathan’s Landing
Wednesday, July 28th Ambassador Committee Meeting 4:30pm Embrace Home Loans	Monday, August 30th CDCC Executive Committee Meeting 8:00am - 10:00am CDCC Conference Room
Wednesday, July 28th Sunset Business Mixer 5:00pm - 7:00pm Embrace Home Loans	

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.

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Cornerstone Member - Chesapeake Utilities

The Cheapest Energy is the Energy You Don't Use

Energy efficiency is an important part of managing utility bills whether you are a business owner or a homeowner. There are many parts of your home or business that can be changed to increase energy efficiency. Some of these changes are low cost, while others may take thousands of dollars to complete. No matter what the level of your investment, the return that shows up in lower energy costs often pays for the improvements. The cheapest unit of energy, whether it is electricity (kW) or natural gas (Ccf) is the unit that you don't have to purchase, and you can achieve that through en-



ergy efficiency measures.

A good example of a low cost efficiency measure is a change in the type of light bulbs that you use. The Department of Energy recommends that you use Energy Star-qualified fluorescent light bulbs (CDLs) or light emitting diodes (LEDs) to decrease your electricity use.

Fluorescent light bulbs are the most cost-effective, using 75 percent less energy and radiating 75 percent less heat. They also last up to 10 times longer than a regular bulb and come in many different sizes and shapes to fit any home light fixture. When you finish using a bulb, you can often recycle it.

LEDs are more expensive but also more efficient, using 75 percent less energy and emitting no heat into a room. They last up to 25 times longer than regular bulbs and four times longer than fluorescent bulbs. Both come in a variety of color "temperatures", denoted by their K-value. If their K-value is high, then the color of the light will be more blue-tinted. If the K-value is low, then the emitted light will have more yellow hue.

If you are considering building a new home or office, or if a reno-

vation is in your plans in the coming months, you should always consider the types of energy you would like to incorporate into your overall energy efficiency strategy. For example, heating and cooling your home or business with natural gas is overall far more efficient than heating and cooling with electricity.

From the start, natural gas is "source energy" - that is, 92% of the energy that is produced at the source is actually delivered to the end user. By contrast, grid-delivered electricity is about 36% percent efficient.

You should also consider a variety of technologies. The Chesapeake Utilities office on Bay Road in Dover has natural gas-fired heat pumps used for heating and cooling. When the building was in design, Chesapeake considered three different HVAC options. When those options were compared, the gas heat pump system won the life-cycle cost analysis, which proved they were the most economical and efficient choice for the building.



Gas Heat Pump units at the Chesapeake Utilities Corporation's Energy Lane Campus

Gas Heat Pumps (GHP) provide very efficient heating and cooling solutions for all kinds of buildings. Because natural gas is approximately half to a third

of the cost of electricity, GHP systems offer very low operating costs, use very little electricity, and reduce CO2 emissions significantly.



Photo: Chesapeake Utilities Corporation's Energy Lane Campus in Dover, DE

The first year in the Chesapeake Utilities new building, which was built with energy efficient lighting, windows, and HVAC units, the company reaped the benefits through low energy bills and comfortable spaces for team members to meet and work.

If you consider the benefits to your employees or family, the en-

vironment; and the community at large, energy efficiency makes sense. Consider what you can do at work and at home to reduce your bills and your energy consumption.

Interested in natural gas for your home or business? Contact Dave Detrick at ddetrick@chpk.com or Jared Shelton at jshelton@chpk.com.



Capital City Farmers Market on Facebook!

July 7 then every other Wednesday

11 a.m. to 2 p.m.

First Fridays in July, August, September and October

4-7 p.m.

Loockerman Way Plaza in downtown Dover

Paint Dover!

Friday, October 1

Outdoor painting event, competition, and exhibition.

tinyurl.com/PaintDover2021



August—Comicon

September—Fall into Downtown!

October—*Paint Dover!*

November—Small Business

December—Capital Holidays

Tinyurl.com/DoverFirstFriday



Cornerstone Member - Post Acute Medical

Post Acute Medical: An Intensive Path to High Quality Living

“We want each patient to be able to remain safely in the community with the highest quality of life they can lead,” commented Erin DeFarno, Director of Strategic Initiatives for the Post Acute Medical Rehabilitation Hospital of Dover (PAM). “We truly want patients to achieve as much as they can so that they can be happy and successful and remain as independent as possible.”

The team at PAM works diligently to provide meaningful improvement and recovery for people with injuries, illness, and disabilities. They focus on putting the patient first and providing quality care for the medically complex and rehabilitation patients. They provide comprehensive, individualized treatment including physical therapy, occupational therapy, speech therapy, and specialty physicians and nurses. Their goal is to return each patient to his or her highest possible functional status.

PAM is the only acute rehabilitation hospital in Central Delaware. Their regimen of acute care is marked by several factors not present at sub-acute care facilities. The primary difference between treatment at PAM and treatment at a sub-acute facility is that the doctor assigned to each patient oversees the care of that patient every single day. Regulations mandate doctors in sub-acute care facilities to see patients once every 30 days.

The average length of stay for patients is much shorter than at non-acute institutions. Currently, PAM’s statistics on length of stay are the lowest in the state, while their outcomes are the highest. Re-admission rates are also very low, currently less than 2%. While at the rehabilitation hospital, patients at PAM are involved in therapy programs that are extremely intense, with many scheduled sessions throughout the day. These programs are tailored to each patient’s needs and abilities. “While the therapy is described as ‘intense,’” remarked DeFarno, “it is delivered in a manner that is not intolerable. Breaks are scheduled along the way as needed and patients are challenged in a way that results in progress, not damage or frustration.”

Unlike many rehabilitation centers, PAM is a true hospital. As such, the experts at PAM are able to do wound care, IV antibiotic treatments, dialysis, x-rays, respiratory therapy, and much more. They do not do any kind of surgery and they contract with Bayhealth for computerized tomography (CT scans) and magnetic resonance imaging (MRI’s). PAM’s staff of medical professionals includes specialists in nephrology, neurology, and orthopaedics. PAM offers a comprehensive Stroke Recovery pro-



gram and is now providing pulmonary recovery for post-COVID patients who experience neurological deficits commonly known as “COVID fog.”

Each patient is assigned their own Care Team comprised of physicians, nursing staff, therapists, and family members. The Care Teams meet twice per week to discuss case management and generate options for the best possible care. Their goal always is to return the patients to their homes or other highest level of quality life. The Care Team can arrange for necessary supplies, equipment, and family training.

In addition to robust inpatient care, PAM also provides extensive outpatient services. The outpatient portion of PAM’s resume helps to smooth the transition for patients from inpatient to outpatient services. When patients are allowed to return home to stay but still require outpatient therapy, they will be given the opportunity to continue their treatment with the same Care Team that already knows their conditions, needs, and goals.

In addition to an exemplary staff of medical professionals, PAM also boasts some of the latest technology available. On the first floor, the outpatient therapy gym is equipped with the KoreBalance System. This piece of equipment measures balance and helps to inform a patient’s plan of treatment. The inpatient gym on the second floor of the facility boasts the Bionik Arm which provides a way for patients who are working to retrain their muscles to refine their movements through observation and repetition. Both pieces of equipment are groundbreaking in expediting a patient’s recovery.

PAM is continuously operating near capacity, which demonstrates the great need for this kind of care in our community. The team at PAM is focused on the growth of the hospital as the needs of the community grow. They are constantly adding new services and programs as needs arise. They are excited to announce that the ground has been broken on the Post Acute Medical Rehabilitation Hospital of Georgetown in Sussex County.

For more information about PAM, please call (302) 672-5800 or visit www.postacutemedical.com.



The Class of 2021 Ends the Year with Energy!

As Leadership Central Delaware's year of day-long learning experiences came to a close with Energy & Environment Day, they gathered in a Bayhealth conference room at the Blue Hen Corporate Center for a panel discussion focused on what it means to be in the energy business in Delaware. After lunch, they hopped on a school bus for a couple of afternoon tours. As always, class members were excited to re-connect and dive into a day of learning and growing.

Dave Detrick, Manager of Sales at Chesapeake Utilities Corporation and graduate from LCD Class of 2013, gave an overview of the process involved in dealing with natural gas. For more than 100 years, his company has successfully delivered safe, secure, reliable and efficient solutions that are environmentally and economically smart. Dave spoke in detail about the various sources of natural gas, how it is cleaned, and what goes into its distribution. He also shared that the Chesapeake Utilities Corporation is now exploring the possibility of working with recyclable natural gas, which is able to be refined with much less waste.

Delaware Electric Cooperative was represented by Jesse Spampinato. Jesse spent his time with the class sharing information about how the Cooperative works and the role they play in providing energy to the residents of the First State. He provoked some thoughtful discussion with class members about what the future could hold for the energy business including artificial intelligence and the use of drones. In addition to sharing information about the energy business, Jesse also shared several gems of wisdom with the group about effective leadership. Class participants gained several "take-aways" from the discussion including: "Handle small things immediately and directly so they don't distract from getting the big things accomplished" and "Remember, in a discussion, that a resolution is not always mandatory... it's okay to say 'Let me get back to you on that.'"

Ed Jackson, founder and owner of



A program of the Central Delaware Chamber of Commerce

Affinity Energy Management, shared his insights on leadership. His company works as an energy broker to connect energy consumers to suppliers. He assists customers in shopping competitively for electricity and natural gas. His resume shows a remarkable career in various roles in the energy business, from worker to manager to owner. He has been a sole proprietor for 15 years. He describes his career as incredibly hard work, but as also highly gratifying. He encouraged class members to pursue their dreams. For those whose dreams include starting their own business, he advised that they need to be prepared to work hard, maintain the support of their families, and keep their day jobs as long as possible until the new start-up is ready to really sustain them.

The final member of the day's panel was class member, Heather Contant, who represented the Delaware Municipal Electric Corporation, otherwise known as DEMEC. DEMEC has been in Delaware for more than 40 years and is a joint action wholesale electric utility. The continued goal and mission of DEMEC is to advance the principles of public power community ownership and provide competitive, reliable energy supply and services to its members' communities. DEMEC accomplishes its mission through active representation and participation in regional and federal arenas. Heather shared that DEMEC, currently working to enter the electric vehicle charging station arena, stresses the impor-



There's always an excuse for a class photo

tance of leading through innovation.

The class had the unique opportunity to visit Chesapeake Utilities new training facility, "Safety Town." Safety Town's training rooms and shed-like houses (built by students from Polytech) were built on a 2-acre parcel of Chesapeake's Energy Lane campus. The homes give workers a simulated experience of what they may encounter as they enter customer homes on installation and repair calls. Class member Anthony Coker of Chesapeake Utilities joined Dave Detrick and Steve Tull in explaining the facility to the class and underscoring the importance of safety training. Follow the Safety Town tour, the class had the opportunity to see the station where Natural Gas Vehicles can fill their tanks with Compressed Natural Gas (CNG).

After a delicious lunch by Woody's on Wheels, the Class of 2021 boarded the bus and headed out on two interesting and eye-opening tours. The first stop of the afternoon was at the Kent County Waste-Water Treatment Facility & Solar Field where William Vincent, Plant Supervisor, explained the intricate process of managing waste-water. This experience was a highly informative and somewhat "scented" experience!

Next, the class traveled to Delaware Solid Waste Authority's Sandtown Landfill. Facility Manager, Mike Lenkiewics, joined class members on the bus for a tour around the landfill. Sandtown accepts all the solid waste collected by DSWA trash collection vehicles, as well as tires,

asbestos, household yard waste, and much more. The Class of 2021 even got a glimpse of the landfill's resident goat heard, now numbering about 30!

Energy & Environment Day turned out to be an information-packed day for the class members. They were extremely engaged in the conversations and asked many questions. They seemed very interested in what the energy of the future would enable people to do differently. They found the day helpful and relevant, found a new appreciation for the environment and for the way it provides for us, and a resolve to be much more discerning about what gets "flushed." One might say that the conversation left them pretty "charged up!"

While this was the last of their monthly sessions for the year, the class looked forward to being together for a closing retreat later in the month. The Closing Retreat promises an opportunity to collectively reflect on the year and what it has meant to them and to their businesses - and to consider any next steps they may wish to take in their leadership journeys.

Class members were also excited about their upcoming graduation at the Awards for Excellence Celebration. We are excited about our soon-to-be newest alumni and we are anxious to see their impact on Central Delaware. Please join us in congratulating the Class of 2021 as they complete this step of their leadership journey!



Jesse Spampinato, Delaware Electric Cooperative, shared insights about leadership as well as information about the Cooperative.



Ed Jackson, Affinity Energy Management, shared wisdom and insight about the business of energy.



Dave shared information about Condensed Natural Gas and Chesapeake's filling station.



Class member, Tony Coker, helped explain the need for safety training and some of the hazards of working in energy.



William Vincent led an informative tour of the Kent County Waste-Water Treatment facility.



Steven Tull helped class members understand the purpose and motivation behind Safety Town..JPG



Class member, Heather Contant, did an excellent job representing Delaware Municipal Electric Corporation.



Dave Detrick, chairman of the day and LCD Class of 2014, gave an overview of energy in Delaware.



Mike Lenkiewics led a bus tour of DSWA's Sandtown landfill.



This good spot for a class photo turned out to be a scale - yikes!



When this class weighs in, that's really saying something!



A couple of the landfill's resident goats enjoyed their afternoon on the hill!



The class learned how intricate and complex the process is for managing the county's waste-water.

Closing Retreat: A Time to Remember, Reflect, and Keep on Learning!

After an information-filled, relationship-building, experience-packed ten months, it is imperative to spend some time debriefing, applying, synthesizing, and discovering what it all meant and exploring its importance. That is exactly what the Annual LCD Closing Retreat is all about. The Closing Retreat is designed to be part educational and part reflective, all in an effort to place a bold exclamation mark at the end of this year's LCD story.



ership journey. Tammy was honest and sincere and allowed herself to be very vulnerable with her audience. Born at the Dover Air Force Base hospital and into a military family, Tammy understood that excellence and achievement was expected. From a very young age, she established in herself a drive to always learn and always improve. She did, however, like many, find herself dealing with feelings of inadequacy and a lack of self confidence as she finished school and entered the workforce. In 2005, she was presented with the opportunity to experience Leadership Central Delaware, where she found the motivation, courage, and direction she needed to expand her network, make connections, ask for help, widen her circle of influence, and much more. As she began practicing these skills, she discovered a change in her mindset, a new awareness of who she is and what she has to offer, and an unquenchable thirst to give back to the community by serving on boards and committees and engaging in community service. Her leadership journey taught her to begin surrounding herself with people who were not "just like her" and experience more diverse perspectives. "More perspectives," Ordway shared, "give you a balanced understanding." The class was completely engaged in the presentation and found Tammy's story inspiring, motivating, and empowering.

On Friday, June 11th, class members gathered at The Great Hall of St. Andrew's Lutheran Church for a full day of presentations and conversations. Our first special guest speaker of the day was Javier Santana of High Ground Creative who spoke with our emerging leaders about the importance of imagination in leadership. Javier shared that leadership is all about relationships. "Leaders," he said, "are storytellers. Stories connect people - and leadership is about connecting." Javier emphasized that a person with no imagination can not be a leader and shared seven principles for leading with imagination including the importance of embracing relationships, demonstrating authenticity and humility, tolerating curiosity, employing humor - just to name a few. Javier also underscored the importance of building trust as a leader and maintaining a quiet, non-arrogant confidence that says (as his mother told him), "Let people feel the weight of who you are - and let them deal with it." Javier ended his time with the class by quoting lyrics from several songs including Disney's "One Little Spark": "Imagination, imagination. A dream, can be, a dream come true. With just that spark, from me and you."

Tammy Ordway, managing partner at Faw Casson and LCD Class of 2006, spent time with the Class of 2021 sharing her very personal lead-

The final speaker of the day was Rev. Dr. John G. Moore, Sr., Director of Philanthropy and Engagement at the United Way of Delaware, Associate Pastor of Dover Christian Church, and nationally known impersonator of Dr. Martin Luther King, Jr. After several requests to have John return after his presentation on Media & Communications Day, John was invited to come to the Closing Retreat to share with the group a leadership presentation on group dynamics, prejudice, and diversity. John's presentation was engaging, relevant, and eye opening as he asked the group to do some acutely personal reflection. As class members began to share with John and the group, the discussion took on a whole new life, offering valuable and critical information necessary for anyone



A toast to the the Class of 2021!

in a leadership role. Once again, Rev. Moore's insights and perspectives resonated with class members and gave them much to think about as each of them continues their leadership journey.

The Class of 2021 also spent some time intentionally remembering and reflecting on the various aspects of their LCD experience including their monthly experiences, their class book: It's Your Ship, their journals, their Community Impact Project, and more. The conversation was built around the theme, "What Did It All Mean?" While class members enjoyed the many facets of the program and felt like they gained a great deal of knowledge from the various speakers and presenters throughout the year, they all agreed that they learned the most from their 23 "new best friends" who made up the Class of 2021. Class members offered valuable suggestions for additions to the program in the future. They were eager to share their discoveries and their learnings from the year and showed a great deal of gratitude for having been part of the Chamber's "Diamond Program."

The Closing Retreat came to its conclusion with a Happy Hour toast to the Class of 2021 and a specially designed slide show presentation of photos from the past year. Class members, presenters, and volunteers experienced a full day and left with full hearts as they spoke about graduation, next steps, and plans for remaining in touch.



Javier shares about imagination.



Tammy shared a personal story that touched everyone.



John gave an enthusiastic and engaging presentation about group dynamics.



Heather shared the first Show & Tell of the day!



Congratulations, Leadership Class of 2021!

The tours have been taken. The speakers have all presented. The book has been read. The Community Impact Project is now complete. And the Class of 2021, who entered the Opening Retreat in Rehoboth as a group of individuals, have now become a unified class, a group, a network of friends, and yes, a family. Through the excitement of learning and growing, and the challenges presented by doing it through a pandemic, the Class of 2021 has now completed all the requirements for LCD graduation!

Please join the Central Delaware Chamber of Commerce in congratulating the members of the Class of 2021:

Tim Bailey
Central Delaware Habitat for Humanity

Olivia Bernath

Shea Brown
Dover Federal Credit Union

Cher Bryant
Dover Federal Credit Union

Stephen Burgess
Fireside Partners, Inc.

Anthony Coker
Chesapeake Utilities

Heather Contant
Delaware Municipal Electric Corporation

Aleasha Dorsett
Delaware State University

Brett Emmons
Peter A. Oldziej & Associates, PA

Stuart Gardner
Fly High Cheer & Tumble

Rebecca Gonzalez
KraftHeinz Company

Stephanie Green
Bayhealth

Lauren Irby
Delaware Electric Cooperative

Patricia Isherwood
Bayhealth

Evan Johnston
Embrace Home Loans

Marie Koziel
Chesapeake Utilities

Christopher Martarano
Dover Federal Credit Union

Samuel McKenzie
Dover Air Force Base
- 436th, Contracting

Sarah Patterson
Faw Casson

Kristina Rennie
Dover Air Force Base - AFMAO

Danielle Vavalla
Pike Creek Mortgage Services, Inc.

Todd Wilson
Dover Federal Credit Union

Thank you for so enthusiastically taking part in Leadership Central Delaware. We wish you all the best as you continue your leadership journey! We know that as you, the next generation of leaders in Central Delaware, begins to step into various leadership roles in our community, we are in very good hands. Once again, Congratulations to the Class of 2021!



Class members Dina Vendetti of the CDCC, Deb Watson of Bayhealth Medical Center, and Dean Holden of Chesapeake Utilities Corporation celebrate their class's win of the coveted Best in Class trophy!

LCD Class of 2004 Awarded Best in Class

Each year, alumni of the Leadership Central Delaware program are invited to compete with their classes for the Best in Class trophy. Alumni are encouraged to remain engaged in the community and to give back by making donations of time, talent, and treasure. Class members are asked to record their contributions on a participation form and submit it prior to the Awards for Excellence

celebration. The points are placed into a formula and tabulated. The class with the highest number of points per capita is named "Best in Class."

This year's Best in Class Award was given to the Class of 2004, marking the fourth time this class has won the award in the past five years! Congratulations, Class of 2004 - keep up the good work!

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A program of the Central Delaware Chamber of Commerce

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Member News

Thank You for Your Service!



Thank you and Congratulations to Col. Brian Eddy, Commander of Air Force Mortuary Affairs Operations (AFMAO) and graduate of Leadership Central Delaware Class of 2008, on his retirement from the United States Air Force.



Lt. Col. Kris Rennie, recent graduate of Leadership Central Delaware (Class of 2021), will take command of AFMAO until Col. Eddy's replacement arrives later this summer.

Edward Jones



Christopher Smith
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Member News

DAFB Welcomes Col. Matthew S. Husemann

On June 4, 2021, at 10 am, Dover Air Force Base (DAFB) welcomed its newest leader. Col. Matthew S. Husemann assumed command of the 436th airlift wing in a ceremony marked with precision and pageantry. Many DAFB personnel were present for the event, as well as several dignitaries, community leaders, and guests.

Major General Thad Bibb, 18th Air Force Commander, served as the master of ceremonies and offered his remarks welcoming Col. Husemann back to Dover for the third time in his career. The event began with the posting of the colors and a beautiful rendition of the National Anthem. During the ceremony, the wing guidon was passed to Col. Husemann, representing the passing of authority. In his remarks, the new Commander thank previous Commander, Col. Matthew E. Jones, who is now serving the 89th Airlift Wing at Joint Base Andrews, and spoke of his excitement to be back in Delaware and his eager anticipation to work with the men and women at DAFB. The new commander's words were greeted with a first salute from a formation of TEAM Dover Airmen. The ceremony ended with a rousing, a cappella rendition of the U.S. Air Force Song, "Wild Blue Yonder."

Col. Husemann, who most recently served as vice commander of the 86th Airlift Wing at Ramstein Air Base, Germany, is no stranger to Dover. He served in Dover from May 2002 – August 2006 as C-5 Evaluator Aircraft Commander, wing Executive Officer, 9th Airlift Squadron. He returned to Dover in April 2014 and, until July 2014, served as Commander for the 436th Force Support Squadron, and then until 2016 as the



Welcome, Col. Husemann!

Commander of the 9th Airlift Squadron.

Now, Col. Husemann, a command pilot with more than 3,000 hours in the C-5A/B/M, KC-10A, C-37A, T-1A, and T-37B, has assumed command of the 436th Airlift Wing. The primary mission of the 436th Airlift Wing is to provide strategic global airlift capability as the men and women of DAFB safely fix and fly aircraft, prepare and deploy Airmen, move cargo, and return America's fallen heroes with dignity honor and respect through the Air Force Mortuary Affairs Operations (AFMAO). DAFB's 436th Airlift Wing runs the busiest and largest air freight terminal in the U. S. Department of Defense.

Please join the Central Delaware Chamber of Commerce, a proud partner of TEAM Dover, in welcoming back to Dover Col. Matthew S. Husemann, his wife, and his children!



Col. Matthew S. Husemann offered his remarks during the ceremony.



Col. Husemann smiles as he assumes authority of the 436th Airlift Wing.



A beautiful rendition of the Star Spangled Banner provided a fitting start to the festivities.



Col. Husemann, his wife, and children stop for a smile with U. S Representative Lisa Blunt-Rochester and U. S. Senator Tom Carper.



The Wing Guidon was passed with much pageantry and ceremony to the new commander.



A C-5 and C-17 created a static display for the event's backdrop.




Airmen were on hand to welcome the new commander.



Airmen offer the new commander a first salute.





DAFB personnel stand in rapt attention.




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Open

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ices that can help. Leave it to your CDCC to find a way to assemble them all in one room for a one-stop-shopping experience that can easily and efficiently connect you with the resources you need!

On the first Thursday of each month, a plethora of resource partners assemble in Room 220 at Kent County Levy Court. People who are interested in starting or expanding a business are given access to these various organizations, agencies, and

resource partners whose mission is to assist small businesses in Delaware. Representatives from these varied agencies and organizations are happy to answer questions, share valuable information, and get you started on the path to a strong, successful business.

For more information about Kent County Open for Business or to register, please call the CDCC at (302) 734-7513 or visit them on the web at www.cdcc.net. Come and join the small business community and resource partners in your county and take advantage of this FREE Kent County Open for Business event!



55+

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en years are filled with life and energy, the 55+ Expo is NOT an event just for senior citizens! If a person waits until they are 55 to plan for the next 25 or more years, it will be difficult to make their dreams come true - those plans need to be made while there's still time to create that happy future. In addition, many in the age bracket 35 and older find themselves caring for aging relatives, so your Chamber created a Caregiver's Support Center to provide information to help you navigate the course of serving as a care provider. The 55+ Expo, with a variety of vendors, features a many goods, services, and resources that can help. Don't skip this article because you are not yet 55... and don't skip the Expo either, or you may miss something truly valuable for someone your age, whatever your age is.

On Tuesday, August 10, 2021, from 9 am - 3 pm, people from all over the area will gather at Dover Downs Hotel & Casino for one of the largest expos of its kind in Delaware, the CDCC's 20th Annual 55+ Expo. The Central Delaware Chamber of Commerce is pleased to present an event designed to bring seniors and their caregivers together with the products and services that will allow them to live their best lives. This FREE event will showcase businesses that can assist our seniors as they do their best to maintain active lifestyles and stay involved in their local communi-

ties.

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

The 55+ Expo also offers help for a younger generation that may be providing care for parents and grandparents in the Caregiver's Support Center. Caregivers bear an enormous responsibility. Knowing the multitude of resources that are available and how to find them will be a critical component as you care for your family's older generation.

We'd like to take this opportunity to thank our businesses that have already committed to sponsoring this event: our Gold Wellness Center Sponsor: Bayhealth Medical Center; our Gold Sponsors: Encompass Health Rehabilitation Hospital of Middletown, First State Orthopaedics, Humana, The Center at Eden Hill; our Silver Sponsors: Eye Specialists of Delaware, Highmark Blue Cross Blue Shield Delaware; and our Media Sponsor: Dover Post.

For more information, call the CDCC Office at (302)734-7513. We look forward to seeing you on August 10th, enjoying this unique expo and, whether you are a senior, someone who's planning to be a senior, or a caregiver, discovering new ways to live your best life!

An event for seniors...
and for those planning to one day be seniors...
and for those who care for seniors!

55+ EXPO

Tuesday, August 10th
9 am - 3 pm

20TH ANNUAL 55+ EXPO
Dover Downs Hotel & Casino®

LIMITED NUMBER OF EXHIBITOR SPACE AVAILABLE!
FOR MORE INFO, VISIT CDCC.NET/55PLUS OR CALL 302-734-7513

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 - * FREE Blood Pressures Checks and Screenings * Giveaways and Prizes *
 - * Special Programs * Live Entertainment *
 - * Exhibitor Only Reception following the Expo *
 - * FREE Admission * FREE Parking *
- (Plans as of 6/15/21 - stay tuned for updates!)

Thank You to our Sponsors (as of 6/29/21):

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



A Military Affaire Celebrating TEAM Dover



For many, June 17th was a beautiful, but rather ordinary, almost-summer evening... but for our Dover Air Force Base military personnel and Chamber members and guests, it was an extraordinary night designed to celebrate TEAM Dover! A happy crowd gathered at the Landings Club at DAFB and, beginning at 5:30 pm, the conversations continued well into the evening. Our military friends used this time to get to know the business community and learn about life here in Central Delaware, while our members spent the evening expressing their gratitude and support for all that happens at DAFB.

The annual Military Affaire, hosted by the Military Affairs Committee of the CDCC, was marked this year by lively networking, relationship building, idea sharing, and comfortable camaraderie. The Landings provided a lovely setting and delicious hors d'oeuvres. The CDCC's Vice Chair of Military Affairs and owner of CNU Fit, Evans Armantrading, Jr., served as emcee for the evening. The gathered crowd was introduced to the 436th Airlift Wing's New Commander, Col. Matthew S. Husemann, who welcomed the crowd and introduced his leadership team. Participants also heard greetings from Col. Mike DeSantis, Operations Group Commander, 512th Airlift Wing. Mr. Eugene Herbert, Chair Emeritus of the Delaware Chapter of Employer Support of the Guard and

Reserve presented the CDCC with the prestigious Seven Seals Award for "meritorious leadership and initiative in support of the men and women who serve America in the National Guard and Reserve."

The CDCC would like to express our thanks to our signature sponsor, Wilmington University. We would also like to thank our Five-Star sponsors: Air Force Association Galaxy Chapter, Bavarian Bakery & Deli, Bill Hare - Always Advertising, Ceil Jones - Realtor, Century Engineering, Chesapeake Utilities Corporation, City of Dover, CNU Fit, LLC, Col. Robert Mooney - Delaware Wing Commander of the Civil Air Patrol, Comcast, Delaware State News, Dover Post, Dowding Group, Fly High Cheer & Tumble, Hunt Military Communities, Military Officers Association of America - Dover Chapter, Nickle Electric Companies, RPJ Waste Services, Inc., Smyrna Nutrition, and The Moving Experience. Thank you to our Four-Star Sponsor: Fairway Independent Mortgage Corporation.

The Military Affaire is one of three annual events planned and hosted by the CDCC Military Affairs committee: The Military Affaire, The Bluesuiters Golf Tournament, and the State of the Base Briefing. We look forward to seeing you at these events - and we look forward to continuing our strong and growing relationship with Dover Air Force Base. Go, TEAM Dover!



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(as of 6/18/21)

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 Staples Copy & Print
 Starbucks Capitol Station
 State Farm Insurance - Bennett Ins. Agency Inc.
 State Janitorial Supply Co.
 State Street Assisted Living
 Steele & Co Consulting
 Stephen R. Harrell Auctioneer, LLC
 Steppin' In Style
 Stick It! Gymnastics
 Suburban Propane, LP
 Sunnyfield Contractors, Inc.
 Super Cichlids
 Supreme Hair Design
 Surgical Associates at Eden Hill
 Sweets & Treats
 TAG Events
 Taino Studios
 Taking Healthy Back Together with Juice Plus+
 TAX-E LLC
 Taylor & Messick, Inc.
 TD Bank - Dover
 TD Bank - Limestone
 Teal Construction, Inc.
 Technical Broadcast Solutions, Inc.
 Techno Goober
 Telepathy Networks, LLC
 Teresa A. Queen, Realtor - Coldwell Banker Realty
 Texas Roadhouse

The ALI Group
 The Bold Co. Girl
 The Boulevard Live Entertainment Restaurant
 The Brick-Wood Fired Eats
 The Center at Eden Hill
 The Elizabeth W. Murphey School, Inc.
 The Golden Fleece Tavern
 The Great Outdoors Sunrooms
 and Shade Solutions
 The House of Coffi
 The House of Wright Mortuary
 & Cremation Services, Inc.
 The Kritter Sitter, LLC
 The Malmberg Firm, LLC
 The Moving Experience
 The Open Door
 The Perfect Box LLC
 The Rivera Group of Keller Williams Realty
 The Sherwin-Williams Company
 The Skyline Cafe
 The Terminix International Company LP
 The Wedding Boutique
 The Willis Group, LLC
 TidalHealth Lifeline
 Tidemark Federal Credit Union - Milford Branch
 Tidewater Utilities, Inc.
 TMP SERVICES, LLC
 Todd's Lawn Care Service
 Tomeka's Homestyle Eatery
 Top Five BBQ
 Torbert Funeral Chapel
 Towles Electric Inc.
 Tracy Palmer Ministries, Inc.
 Trader Funeral Home, Inc.
 Transamerica Agency Network
 TRE SORELLE DOLCE ICE CREAM & MINI GOLF
 True Access Capital
 Two Men And A Truck
 United Way of Delaware
 University of Delaware
 USO Delaware
 Representative Jesse R. Vanderwende
 Vaughan
 MGeneral Frank Vavala
 Vendetti
 Vepco Park, Inc.
 Law Office of Karen Y. Vicks, LLC
 Vincenzo's Pizzeria & Gelato
 Vision Quest Eye Care Center, Inc.
 W.B. Mason Co., Inc.
 W.D. Pressley, Inc.
 Wagamon Technology Group, LLC.
 Walmart DC 7034
 Walt Simpson Realty, LLC
 Waste Industries
 Wattay Accounting - Milford
 Wattay Accounting - Smyrna
 WBOC & FOX21
 Wealth Management Group, LLC
 Weaver's Construction, Inc.
 Weiner Benefits Group
 Steve Welde
 Wesley College
 Wesley United Methodist Church
 Westminster Village
 Westover Companies - Lake Club Apts
 Westside Car Wash/Clean Car, Inc
 Westside Family Healthcare
 William H. McDaniel, Inc.
 William V. Sipple & Son, Inc.
 Williams Insurance Agency Inc.
 Willis
 Willis Chevrolet, Inc.
 Wilmington University
 Senator David L. Wilson
 Wolfies Grille 2.0
 Women in Leadership Development
 & Empowerment Inc
 Woody's on Wheels
 World Trade Center Delaware
 WSFS Bank - Camden Branch
 Xpress Computer Systems
 Representative Lyndon D. Yearick
 Yencer Builders, Inc.
 Dover YMCA
 Yogi Bear's Jellystone Park at Delaware Beaches
 Your CBD Store



Dover Federal Credit Union in the house!

An Evening of Networking at the Garden



Cliff Weber, Hilton Garden Inn General Manager, welcomes everyone!

Inn did a terrific job of welcoming us to their beautiful facility. During the evening's activities, our guests were greeted by Cliff Weber, the hotel's general manager, who was excited to talk about the amenities provided by the inn, such as its on-site fitness center and pool, bar, and full-service restaurant, as well as complete meeting, banquet, and customized catering services. Door prizes were awarded, as well as a 50/50 prize, and Member of the Month.

Participants at the mixer spent the time engaging with other members and learning about their businesses. Happy conversations filled the room as business colleagues and their guests sampled delicious refreshments. It was an all-around wonderful evening of chatter, laughs, and camaraderie!

The CDCC would like to say a big thank you to Cliff Weber and his staff at the Hilton Garden Inn for hosting this wonderful event. Thank you to all who participated by donating door prizes and attending the evening's event.

The CDCC's next Sunset Business Mixer will be held at Embrace Home Loans on Wednesday, July 28th, from 5 - 7 pm. We look forward to seeing you there - don't forget to bring your business cards!

On Wednesday, June 30th, from 5 -7 pm, members and guests of the Central Delaware Chamber of Commerce gathered at the Hilton Garden Inn for a Sunset Business Mixer. At this event at the "Garden," seeds were planted, and connections were cultivated. A night of networking and reuniting with business colleagues always promises to reap a rich harvest!

The team at the Hilton Garden



Got the dress code memo!



Fun to be together



Hanging out with friends



Networking and refreshments - a winning combination!



Prizes, Prizes!



The smile of a winner!



Sayer's Jewelers & Gemologists always make people happy!



SENIOR LIFE AFTER 55

Are you an active senior looking for fun activities and information to enhance your lifestyle? Then be sure to join us...

Friday, July 16, 2021
10 AM - 4 PM • FREE Admission

Noble's Pond Clubhouse, "The Point"
13 Noble's Pond Crossing, Dover



The day will include:

- ★ Vendors ★ Door prizes ★ Giveaways
- ★ Food Trucks ★ Demonstrations
- ★ Interactive activities
- ★ On-site house tours of the Noble's Pond A 55+ Lifestyle Community



Presented by:



Event Partner:



Sponsored by:

For more information about Thrive Dover, visit the event website at:

www.DelmarvaEvents.net

Congratulations, CDCC Award Winners!

On Thursday, June 24th, the Central Delaware Chamber of Commerce gathered at their Annual Awards for Excellence Celebration to name this year's Excellence in Business award winners. This spectacular event was held at Pizzadili Vineyard & Winery and was generously sponsored by H. Scott Connell. A happy crowd eagerly assembled in Pizzadili's beautiful pavilion, anxious to celebrate excellence!

The CDCC's award winners were chosen from a pool of nine candidates, first nominated by the membership, then selected by the Excellence in Business Committee, and finally, voted on by the membership. For their heroic efforts during the COVID-19 pandemic, Bayhealth Medical Center was named Large Employer of the Year. For providing an edgy, yet quaint hub for people to gather in the center of downtown Dover, The House of Coffi was named Small Employer of the Year. For his

work supporting large infrastructure and capital projects through market research and collateral creation – and his passion for giving back to the community, Jesse Sapp of Chesapeake Utilities Corporation was named Young Professional of the Year.

In addition to the excellence in Business Awards, the CDCC was happy to recognize several other award winners. Maple Dale Country Club was recognized as the CDCC's Outstanding Partnership of the Year. Kate Greene of IMD4 was recognized as the Outstanding Volunteer of the Year. The Outstanding Board Member of the Year was awarded to Lori Llewellyn of My Roots. Erlene George was recognized as the CDCC's Outstanding Ambassador of the Year. The CDCC's Economic Development Achievement Award was given to Linda Parkowski, Executive Director of Kent Economic Partnership. Outgoing board mem-

bers, Sean Mace and Lori Llewellyn were also recognized for their contributions to the board during their time of service. CDCC volunteers were also recognized and thanked during the evening's festivities. The evening ended with the graduation of the Leadership Central Delaware Class of 2021 and the awarding of the coveted Best in Class trophy to the Class of 2004.

The CDCC wishes to express a heartfelt "thank you" to signature sponsor, H. Scott Connell, for making this event possible. Thank you also to our platinum sponsors: Axia Hotel Group, Century Engineering, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft Heinz, L & W Insurance, PAM Rehabilitation Hospital of Dover, and R & R Commercial Realty. Thank you to our dinner wine sponsor, Faw Casson. Thank you to our cocktail reception sponsors, Allen Insurance Group/

Benefits Connection and Dover Federal Credit Union. Thank you to our media sponsor, Delaware State News. Thank you to our hors d'oeuvre and dessert sponsors: Burns & Ellis Realtors, Comcast Business, Del-One Federal Credit Union, Dover Pools, Elevations Unlimited, and Shore United Bank. Thank you to our gift sponsors, Chesapeake Utilities Corporation and H. Scott Connell. Thank you to Esther Rich and Special Touch Card Creations for creating the beautiful gift card holders. Thank you to Alex Vaughan for the incredible sound support. And a special thank you to the team at Pizzadili Vineyard & Winery for providing a lovely setting for this event.

The CDCC also wishes to thank everyone for all their support during this past year. Thank you for your gifts of time, encouragement, and partnership. And thank you to everyone for not only an evening excellence, but a year of excellence!



Everything's ready - just add people!



Shane Breakie, outgoing CDCC Board Chair



Thank you, Alex, for the impeccable sound support!



CDCC Board Chairs Past and Present



Judy Diogo, CDCC President, welcomes everyone.



Chris Aulita and Maple Dale Country Club - Outstanding Partnership of the Year



Lori Llewellyn, My Roots - Outstanding Board Member of the Year



Kate Greene, IMD4 - Outstanding Volunteer of the Year



Lisa Hastings - Excellence in Business Committee Chair



The CDCC Large Employers of the Year - Bayhealth Medical Center



Evans Armantrading - Military Affairs Committee Chair



Janie Libby - Leadership Central Delaware Committee Chair



Small Business of the Year Nominees, DE Turf, Central Delaware Habitat for Humanity, and The House of Coffi



The CDCC Small Business of the Year Winner - The House of Coffi



The Team from The House of Coffi, Small Business of the Year



Large Employer of the Year Nominees - Polytech School District, Century Engineering, and Bayhealth



Installation of the CDCC Board of Directors



Young Professional of the Year Nominees - Jesse Sapp, Cassie Porter, and Ryne Johnson



The Team from Chesapeake Utilities Corporation and their Young Professional of the Year



The CDCC Young Professional of the Year - Jesse Sapp, Chesapeake Utilities Corporation



Thank you, outgoing board members Sean Mace and Lori Llewellyn, for your service!



The Team from Bayhealth Medical Center, Large Employer of the Year



Thank you, Esther Rich, for the specially designed gift card holders!



Member News

Thank You, City of Dover Electric Department



Tony Rohrer, Dover Downs Hotel & Casino Vice President and General Manager, presented a plaque to Paul Waddell, Electric Director for the City of Dover, in recognition of the department's outstanding service in providing reliable electric service. In addition, Dover Downs Hotel & Casino showed their appreciation with a \$500 donation to the department's Morale Fund. Thank you, City of Dover – and Dover Downs!

New Member Spotlight

Meet Diamond State Pole Buildings

Diamond State Pole Buildings is a locally owned and operated pole building construction company. They specialize in high-end, custom design and construction of residential, commercial agricultural, and equestrian post frame buildings. They are happy to serve customers throughout the First State and the Eastern Shore of Maryland and provide a start-to-finish pole building construction experience.

The folks at Diamond State Pole Buildings are eager to assist clients throughout the entire process. From listening to the customer's needs, to designing a building that will meet those needs, to their specialized selection process, their buildings are constructed with industry-leading high-value products. With over 115 years of combined experience, the team at Diamond State Pole Buildings is highly trained and well-seasoned, giving the company a knowledgeable edge. As a custom construction company with an expert team of professionals, Diamond State Pole Buildings can offer customers an unlimited number of possibilities in building the structure of their dreams.

Diamond State Pole Buildings is excited to be a member of the Central Delaware Chamber of Com-



merce. They are eager to broaden their network and expand their connections in the area. With 2020 still fresh in their memories, they are thrilled to get back out and interact with business colleagues and really show Central Delaware all they have to offer.

For more information about Diamond State Pole Buildings, please visit their website at www.diamondstatepole.com or give them a call at 302.387.1710 and speak with one of their team members.

Please join the Central Delaware Chamber of Commerce in welcoming new member, Diamond State Pole Buildings!

Good morning!

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



Sign up for FREE:
BaytoBayNews.com/newsletters

DELAWARE



STATE NEWS

The Capital Daily

New Member Spotlights

Meet Robert “RJ” Russell and Technical Broadcast Solutions, Inc.

Technical Broadcast Solutions, Inc., provides consulting, project management, and engineering services to the telecommunications industry, including FCC licensing work, transmitter installation, and various audio/video systems design and integration. The company is a pioneer in ATSC 3.0 design, engineering, and integration. Technical Broadcast Systems also acts as the National Frequency Coordination Manager for the Society of Broadcast Engineers where they oversee the relationship between the broadcast community and the Department of Defense on a shared spectrum.

Robert “RJ” Russell is the president of Technical Broadcast Solutions. Having gotten his start in the industry while serving in the U. S. Marine Corps, he has been in telecommunications for 30 years. Most recently, he has served as the Vice



President of Engineering & Operations at FOX 29 in Philadelphia and has held similar positions for various broadcast companies across the country. RJ has held various positions within industry trade associations, most notably with the Society of Broadcast Engineers where he served as a board member or officer for nearly 20 years. In addition, he was the 2020 SBE Broadcast Engineer of the Year, he is a Certified Professional Broadcast Engineer with an ATSC 3.0 specialist credential and is also an FAA Certified Part 107 Pilot and ITC Certified SUAS

Thermographer.

RJ is married and has two grown children. In his leisure time, RJ and his wife enjoy traveling, coaching bowling, or golfing. After a life of living in various places across the United States, RJ and his wife have settled in Central Delaware, where construction on their new home was completed in September of 2020.

RJ is excited to be a member of the Central Delaware Chamber of Commerce and is looking forward to getting to know the community. He is interested in exploring ways to expand and diversify his business and make new connections in the area.

For more information about Technical Broadcast Solutions, Inc., you may visit their website at www.technicalbroadcast.com. Please join the Central Delaware Chamber of Commerce in welcoming RJ and Technical Broadcast Solutions, Inc., into our membership!



Robert “RJ” Russell

Meet Ryan Yoder, Josh MacMicking, and Diamond State Hot Tub Rentals



Josh MacMicking

Diamond State Hot Tub Rentals is Delaware’s first and only portable jacuzzi rental company! They offer weekend, weekly, and monthly rentals. They handle every aspect and pay attention to every detail of the transaction from delivery to set-up to chemicals and removal. Their goal is to give customers the opportunity to enjoy all the benefits of having a hot tub, right in their backyards, without any of the headaches of owning one. At Diamond State Hot Tub Rentals, customers can easily and conveniently check availability and book reservations directly through the company’s website.

Diamond State Hot Tub Rentals is owned and operated by Ryan Yoder and Josh MacMicking. Ryan and Josh grew up down the street from each other in Middletown, and now again as adults, are raising their families in Smyrna only several houses apart. Like anyone else with young kids, the majority of their free time is spent enjoying their families.



Ryan and Josh are excited to be members of the Central Delaware Chamber of Commerce. They were motivated to become members of the Chamber because their roots are firmly planted in Central Delaware. They are looking forward to meeting other business owners in the community and expanding their network. They feel that their company is poised for growth and they know that the CDCC will be able to assist them in their success!

For more information about Diamond State Hot Tub Rentals or to make a reservation, visit their website at www.DEHotTubs.com. Please join the CDCC in welcoming Ryan, Josh and Diamond State Hot Tub Rentals into membership!



Ryan Yoder

Meet C & M Custom Homes

C & M Custom Homes is focused on quality and detail – that’s what sets them apart! They are a custom home builder here in Delaware who provides new construction of fully custom homes with high-end finishes and an elevated standard of excellence right here in Delaware.

The experts at C & M Homes pride themselves on providing customers with “The Complete Solution” as they listen to each client, understanding their vision, and bringing it to life. The team at C & M Custom Homes is ready and able to guide their clients through the whole home building experience. Their design center offers clients everything they need from kitchen cabinets to cabinetry to appliances, flooring, stonework, lighting and more. Whether customers are building a small home of 2,000 square feet or a larger home of up to 10,000 square feet, C & M Custom Homes is ready to meet their needs. Bonus rooms, finished basements, large media rooms, and the like are no problem for the folks



at C & M Custom Homes – the possibilities are endless!

C & M Custom Homes is excited to get back into the social world on the heels of 2020’s signature “social distancing.” They are excited to expand their network of connections and look forward to bringing their quality product to a greater audience. They are anxious to cultivate new relationships with business colleagues in an array of industries.

To learn more about C & M Custom Homes and what they have to offer, feel free to visit www.CMCus-



tomHomes.com and take a virtual tour of their homes! Feel free to give them a call at 302.736.5824 and make an appointment for a private tour. They can also be found on Facebook

and Instagram. Please join the Central Delaware Chamber of Commerce in welcoming C & M Custom Homes in our membership!

New Member Spotlight

Meet the Salvation Army and Lieutenants Reginald and Ardrine Montour



Lieutenants Reginald and Ardrine Montour

“The Salvation Army, an international movement, is an evangelical part of the universal Christian church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and meet human needs in His name without discrimination.” Their mission is to show God’s love and assist people in meeting their needs in God’s name and without discrimination. Their job is to come alongside those who are broken and hurt and lift them up with God’s love and care.

The Salvation Army, well known for its Red Kettle Campaign and thrift stores, provides a wide range of traditional, compassionate aid through disaster relief, emergency assistance, food assistance, social and character-building programs, visitation and pastoral care, summer camp, and holiday assistance. The Salvation Army Dover Corps exists to improve the lives of individuals and families in Kent County. Their pri-



DOING THE MOST GOOD®

mary clients are low-income families, including both adults and children. Participants are referred to the program through a variety of sources including shelter and residential treatment programs.

While The Salvation Army is not a “new” member of the CDCC, the Montours are its new leaders. Originally from Haiti, Reginald, Ardrine, and their daughter, Angelgrace came to the northeast portion of the United States in 2008. In 2020, in the middle of the pandemic, they were appointed as the Corps Officers, pastor and administrator, of The Salvation Army Dover Corps, and moved to Central Delaware. They are excit-

ed to connect with other Chamber members and look forward to getting to know the community and connect with community partners.

The Salvation Army Dover Corps is located at 611 Forest Street Downtown Dover. For more information, visit their website: www.thesalvationarmy.org or find them on Facebook (The Salvation Army, Dover). To make an appointment or speak with the Lieutenants, please call 302-678-9551.

Please join the Central Delaware Chamber of Commerce in welcoming the Montours into our membership!



CDCC joins Green Diamond Builders for the Ground Breaking of a New Project

DOVER – A ground-breaking ceremony was held on June 15th at the future home of Forrest Avenue Animal Hospital currently under construction by Green Diamond Builders, Inc., on Forrest Avenue, just West of Dover. Family members, friends, staff members, and community leaders joined in the celebration.

Jody Sweeney, Kent County Levy Court Representative, was on hand to congratulate the Forrest Avenue Animal Hospital owners and staff on the beginning of their project. “Dr. Gaines and Forrest Avenue Animal Hospital have been my personal veterinarians for several years,” he remarked. “I’m looking forward to continuing to assist them with the Kent County permitting process and seeing their expansion hopes come to fruition.”

“This project was a long time coming!” stated Kim Gaines, Owner of Forrest Avenue Animal Hospital in Dover. When the original plan of expanding at their current location did not work out due to the discovery of a cemetery, the hunt was on to find another piece of property. Wanting to keep the name of the practice the same, their search and available options were limited to Forrest Avenue in Dover.

Finally, a location was secured and the planning process began. With the design on the campus complete, Kim began the search for a General Contractor. “It was important to me to find a local company to complete the project,” she commented. “We have so many contacts in this community and we feel very strongly about community helping community. It was because of this that we decided to partner with Green Diamond Builders. They too have multiple contacts in the area some of which are also our clients. It makes the relationship come full circle.”

The site work is under way, courtesy of Dixon Contracting, to begin construction on the 16-



acre veterinary campus. The campus will house two buildings. One building will house the veterinary practice featuring nine exam rooms, compared to four in their current facility. This will allow for separate entrances for dogs and cats, as well as separate exam and treatment rooms, helping the practice maintain their goal of offering a fear-free experience for their patients. A second building will house grooming services. The two buildings combined will maintain a footprint of over 10,000 square feet.

“Partnering with Green Diamond Builders on this adventure has been wonderful so far and they came highly recommended,” shared Dr. Gaines. “Steve has been great! I knew we needed someone local to work on this project given the changes that needed to be made to the original plans to fit the new site.”

“We are thrilled that the folks at Green Diamond were able to join the Forrest Avenue Animal Hospital in their dream of a new facility,” commented Judy Diogo, Central Delaware Chamber of Commerce President. “We are happy that both businesses are and will remain a vibrant part of the Central Delaware Business Community. We look forward to seeing the finished construction!”

The home office of Green Diamond Builders, Inc., is located in Felton, Delaware. They specialize in commercial and residential building



and have been owned and operated by Steve and Mary Jackson since 2004. Green Diamond Builders has completed several commercial projects in Kent County over the years: North Dover Dairy Queen, Lake Forrest High School Agricultural Building, North Dover Verizon Store, Delaware Hospital for the Chronically Ill outbuildings, Modern Maturity Center Daycare Facility, as well as several commercial fit-outs for restaurants and other store front businesses.

“We are flattered to have been chosen to partner with Forrest Avenue Animal Hospital on this project,” remarked Steve Jackson. “This facility will enable them to expand their business and better service their clients. The campus will surely be a source of pride for Dr. Gaines, her staff, Green Diamond Builders and the community, as a whole.”

For more information about Green Diamond Builders, feel free to visit their website at www.greendiamondbuilders.com. Please join the Central Delaware Chamber of Commerce in congratulating Green Diamond Builders on the ground-breaking of this new project!

CDCC joins AMB Mobile Massage & Wellness Center, LLC, for a Ribbon Cutting

DOVER - The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for AMB Mobile Massage & Wellness Center on June 12th at 1 pm. The ceremony was held at 910 Walker Road, Suite D, in Dover. Chamber members, friends, and staff members joined owner, Andretta Jones, to celebrate the grand opening of the company's new location!

The mission of AMB Mobile Massage & Wellness Center is to help caregivers and seniors improve their quality of life through massage and compassionate touch therapy. Andretta Jones is a licensed massage therapist, continuing education instructor, and an anatomy and bodywork instructor for massage therapists. While Andretta works with all age groups, she specializes in Geriatric Massage Therapy for the elderly and frail community. She is a condition-based therapist who works with those suffering from Alzheimer's Disease, dementia, cancer, stroke survivors and a host of other conditions that plague the senior community. Andretta's goal is always to improve the quality of life and ease suffering with massage therapy and compassionate touch therapy.

The new location of AMB Mobile Massage & Wellness Center is a result of Andretta's move from Baltimore to the Eastern Shore. As her husband prepares for retirement, the couple wanted to move away from city life and back into a country environment. Dover seemed to be the perfect place for her practice because the community is also home to several assisted living facilities,



nursing homes, senior centers, senior housing communities, and various agencies that assist the senior population.

AMB Mobile Massage & Wellness Center provides a variety of products and services including therapeutic massage therapy, geriatric wellness program, assisted stretch therapy, and bath, body, and wellness care products. In addition, they offer community workshops, continuing education for massage therapists, mobile massage services for bedbound

and wheelchair bound senior citizens, corporate wellness massage programs for local businesses, and in-home massage parties for all age groups.

AMB Mobile Massage & Wellness Center is proud to be a part of the Central Delaware community. Andretta is interested in giving back to the community. During the pandemic, she spent time volunteering at the local food pantry and assisting them with their food drive initiatives. As the global health crisis begins to fade,

she is interested in finding ways to align her practice with hospice facilities, providing an end of life service that will assist seniors in transitioning more peacefully.

To learn more about AMB Mobile massage & Wellness Center and what they have to offer, call (443) 336-8243. You can also visit them on the web at www.ambmassage.com. Please join the Central Delaware Chamber of Commerce in congratulating Andretta Jones and AMB Mobile Massage in their new location!

CDCC joins the Double D Taphouse, LLC, for a Ribbon Cutting

DOVER - The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Double D Taphouse, LLC, on June 18th at 11:30 pm. The ceremony was held at 137 Jerome Dr., Suite 130, in Dover. Chamber members, friends, and staff members joined owner, Gina Havens, to celebrate the Grand Opening of this new business!

The mission of Double D Taphouse is to help support and promote local. They want to shine a light on local breweries, wineries, and distilleries and assist customers in experiencing local libations at their best. They strive to create a friendly atmosphere that fosters lively conversations over good-tasting local, brews, wines, spirits, and meads. They sum it up in this way: "We are here helping you make POUR choices."

In addition to providing a great place to interact with friends over local libations, the Double D Taphouse also wants to offer local adult-beverage businesses a place to test run their newest creations. The Double D Taphouse's patrons will be able to provide their feedback and steer crafters in the right direction regarding their new products.

The Double D Taphouse is proud to be a part of the Central Delaware community. They are thrilled to be part of



the Central Delaware Chamber of Commerce and look forward to getting to know fellow members and expanding their network. The folks at the Double D Taphouse love to be involved in the community and, once the

business of opening a brand-new business dies down, they will be looking for ways to give back to the community!

To learn more about the Double D Taphouse and what they have to offer, visit them

on the web at www.ddtaphouse.com. Please join the Central Delaware Chamber of Commerce in congratulating Gina Havens and her team on the Grand Opening of the Double D Taphouse!

Member of the Month

Name: Jennifer Jurczak

Title: Learning for Careers Asst. / Instructor

Business: Polytech Adult Education

Hours: 8am to 9pm Monday to Thursday, Friday 8am to 4pm

Phone: 302-697-4545 x 5693

Website: Polytech Adult Education (polytechworks.com)

Email: Jennifer.Jurczak@polytech.k12.de.us



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

Polytech Adult Education started as a great school that offers a wide range of career training programs. Polytech delivers training and classes to students from entry-level to professional development and continuing education. Offerings include workforce training opportunities in the areas of construction, maintenance, allied health, practical nursing, IT, early education, and supervision, as well as ESL, ABE, James H. Groves Adult High School, GED® prep. Polytech has been the primary source for Registered Apprenticeship instruction in Kent County for over 50 years and regularly provides customized programming for industry partners throughout the region.

Tell us about your role in your business / organization.

I work with the Learning for Careers program where we connect businesses with a pipeline of new talent through an internship program. Internships offer great value to students, allowing them to gain hands-on learning in a career setting. Interns are also paid for the work they perform, while remaining in a temporary status unless a job offer is extended during or at the conclusion of their work experience. My ideal goal is for the intern to transfer to permanent status and possibly even an apprenticeship.

Tell us something that makes your business / organization unique.

Polytech Adult Education is unique as school that works for you!

Polytech offers, internships, apprenticeships, and professional training to support the needs of your company and employees. Our Career Services office can help you fill open positions by connecting you with students who have completed our programs and already earned their credentials.

How has the Chamber helped your business/organization grow?

Networking is key to get any information out to the business community. The Chamber has offered many opportunities for networking, relationships building, and opportunities to join great groups like the Marketing committee.

What is your best advice to other businesses / organizations?



Invest time training your employees, consider hiring a recent grad, and take advantage of the resources, grants, and other training programs that are available to you. Polytech Adult Education can help you with each of these areas and will work with you to establish immediate, short, and long term plans to address your workforce needs.

CDCC Names Ambassador of the Year



Congratulations to Erlene George!

Ambassador's Corner The CDCC Ambassadors

An ambassador by definition is an official representative, liaison, spokesperson, emissary, or envoy. In other words, an ambassador serves as the hands and feet of a particular entity. Ambassadors of the Central Delaware Chamber of Commerce do exactly that... and much more!

Our Ambassadors are the official representatives of the Central Delaware Chamber of Commerce. They assist members of the community in understanding who we are and what we have to offer. To put it simply, they carry our message with them wherever they go! The work of the Ambassadors promotes the growth of the Chamber.

CDCC Ambassadors also serve a critical role as they provide mentoring to new members of the CDCC. They help the CDCC's newest members as they assist them in meeting other members and generally help them feel comfortable as they explore the many benefits of Chamber membership. In addition, CDCC Ambassadors serve as a liaison for current members, often answering questions and clarifying details. They help members remain engaged!

The CDCC is always looking for additional volunteers to serve as Ambassadors. To be qualified to serve,

individuals must be business members in good standing with the Chamber for at least one full year and must successfully complete the Ambassador Orientation.

The Chamber and its members place a high value on the work of the Ambassadors. There are also many benefits to those who serve as Ambassadors. Serving as an Ambassador allows members to expand their business networks with like-minded professional and potential customers. Service in this way increases one's visibility and gives opportunities for a greater presence in the community. Ambassadors often speak about the great satisfaction they experience as they help new members reach 5-Star status. In short, serving as a CDCC Ambassador increases every possible business opportunity for personal and professional development because of the relationships created.

We would like to thank all those who have served as CDCC Ambassadors over the years. You have done a wonderful job of helping our members, regardless of their tenure to remain engaged and connected to us and to other business members.

Anyone interested in serving as an ambassador should call the CDCC Office at (302) 734-7513 and speak with Leah or Cristal.



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

Member Milestones

Congratulations to the folks at Harrington Realty, Inc.! Harrington Realty has been in the business of fulfilling the dream of home ownership since 1978. The folks at Harrington Realty understand what a significant commitment buying or selling a home is. The professionals at Harrington Realty are committed to assisting customers through each step of the process, often going above and beyond their basic responsibilities.

Offering special programs, services, and methods created specifically to meet a variety of needs, Harrington Realty has the ability to offer special values on everything from mortgages to American Home Shield Home Protection to other specific services every homeowner needs.

Harrington Realty is a proud member of the Central Delaware Chamber of Commerce. The company is celebrating 45 years of Chamber membership! Thank you, Harrington Realty, Inc., for your commitment to excellence and your diligence in focusing on the fine details that help each client make their house a home.



Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
Harrington Realty , Inc.	45
Merrill Lynch	39
Torbert Funeral Chapel.....	35
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Coffee On Us!

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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!

The winner of the June “Coffee on Us” contest was Stephanie Steckel who correctly identified “Sambo’s Tavern” in Leipsic, Delaware. Congratulations, Stephanie, and thank you for playing our game!!!

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

“A Big Thank You to La Baguette Bakery & Catering for sponsoring ‘Coffee on Us’ for the past year! We appreciate your support!”

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