



Chamber Connections

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cdcc.net

April 2022



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Suit up in Blue on the Green for Annual Golf Tournament

Tee up at the Central Delaware Chamber of Commerce's (CDCC) Annual Bluesuiters Golf Tournament on Thursday, May 12, at Jonathan's Landing Golf Course in Magnolia. Enjoy 18 holes of competitive camaraderie with your fellow CDCC members and Dover Air Force Base Airmen as you swing for the hole-in-one prize and 1st on the leaderboard!

The CDCC loves orchestrating this

event of over 100 golfers because it allows our members to have fun in the sun, support local businesses, and meet their Dover Air Force Base Airmen and -women! Beneath the healthy competitiveness of the game, the CDCC's Bluesuiters Golf Tournament is an enjoyable way to gather two sectors of our flourishing Central Delaware community to network, build relationships and



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Meet the Nine Nominees Excelling in Business: Public Voting Opens in May

The Central Delaware Chamber of Commerce will make and take any opportunity we can to shine light on our members who are doing extraordinary things for their businesses and their community. That is why we take great honor in celebrating those who are going above and beyond in their professional lives to continue to make Central Delaware the place to live, work, and play! The CDCC would like to highlight the final nine nominees for the 2022 Excellence in Business Awards!

While the CDCC facilitates the ceremony and nomination process, the leadership does not choose the winners.

This is a community-based voted award event, where we let the community speak on behalf of the amazing leaders serving and working around you every day. It's a process that takes months to come to fruition, and for good reason. The nominations have been sent in months prior and are chosen by the Awards for Excellence in Business Committee, comprising previous award winners. After a swimming through a deep pool of local talent, the nine nominees are finalized!

Nominees are chosen based upon their professionalism, performance, leadership capabilities, and their will-



ingness to learn and grow. Colleagues take into consideration how their nominees respond to daily challenging situations and unprecedented societal circumstances, such as recovering from the COVID-19 pandemic. The CDCC

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Putt-It-Up at the CDCC's Mini Masters Mixer!

Calling all Putt-Putt golf aficionados to the green at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming, Del. You have until Wednesday, April 27 (4 to 7 p.m.) to dust off your putter and your clubs and train to perform your best at the CDCC's second annual Mini Masters Tournament! As the event falls on the last Wednesday of the month, it will coincide with our monthly Sunset Business Mixer; a special two-for-one deal for our CDCC members and friends!

The Mini Masters received outstanding reviews in its inaugural year. The CDCC is so excited to welcome the beautiful, fresh spring weather with a highly competitive game of mini golf, accompanied with delicious hand-dipped ice cream and Italian Ice treats with our CDCC member and friends. The Sunset Business Mixer is FREE to attend, and we highly encourage our guests to bring their guests.

Look no further for an excellent team building exercise for your colleagues

and friends as they compete in teams of four to win plenty of prizes and trophies. Best costume, best team, overall winner, and the coveted Blue Jacket will be awarded. The Mini Masters

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Dina's Digest



PRESIDENT
DINA VENDETTI

TEAM Dover Pride!

The importance of teamwork should never be underestimated. There exists a multitude of benefits and advantages from working collaboratively. Teamwork increases productivity. Teamwork combines skill sets and makes burdens lighter. Teamwork increases energy and synergy. Teamwork teaches the importance of flexibility and trust. Teamwork fosters camaraderie around a common purpose. Teamwork is FUN!

As you know, Dover Air Force Base (DAFB) is home to the 436th Airlift Wing, known as the "Eagle Wing," and the 512th Airlift Wing, the Reserve associate known as the "Liberty Wing." The term TEAM Dover, originally designated as a reference to both wings, has come to mean both wings and their community partners. That makes your CDCC a strong and vibrant part of TEAM Dover – a designation that makes us very proud.

In this issue of the Chamber Connections, you will see a recap of this year's Military Affaire, which was a true celebration of TEAM Dover. Each year, the civilian and military communities come together for this event where they engage in conversation, exchange ideas, solve challenges, and build relationships. It is always an outstanding and rich experience. But this year, the celebration was even more meaningful as the Dover Community brought home the Abilene Trophy for Community Engagement for the 4th time! This award, given to the one community in all the United States Air Force that demonstrates the best support for their military installation, took center stage as airmen and businesspeople alike joined in the celebration – not just of the award, but of the steadfast bond they share day in and day out.

its annual Bluesuiters Golf Tournament at Jonathan's Landing. This outing is another opportunity for military personnel and civilians to gather to solidify the positive and supportive relationship that exists and continues to grow between the two. Two airmen and two civilians will team up into foursomes and make their way around the beautiful course sharing conversations, fun, and friendly competition.

In late May, our DAFB will host its infamous Thunder Over Dover Air Show. Anyone familiar with this two-day display of precision and power knows that this event is not one to miss. The sights and sounds of Thunder Over Dover always leave attendees in awe and wonder – and more than that, filled with great pride at the prowess and capabilities of our teammates, the men and women of the United States Air Force.

After more than 20 years of life in Kent County, I have become accustomed to seeing those grey giants, the C-5 and the C-17 fly from horizon to horizon, sometimes right over my house. When I come home from adventures out-of-town, I look forward to their "welcome home." A great pride has grown inside me over these years for TEAM Dover and DAFB's mission to fix and fly aircraft, prepare and deploy airmen, move cargo, and return America's fallen heroes with dignity, honor, and respect.

That pride for TEAM Dover extends to the opportunities that I have experienced standing shoulder to shoulder with many of you in support of our base and those who work there. I am grateful for you and your role on TEAM Dover and for the opportunity to be considered part of this amazing team.

Teamwork definitely has its advantages!

Later this Spring, your Chamber will host

Calendar of Events

APRIL

Wednesday, April 6
LCD Invitational
5 – 7 p.m.
Lessard Family's "Burwood Estates"

Thursday, April 7
Leadership Central Delaware
8 a.m. – 5 p.m.
Health and Human Services Day

Thursday, April 7
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court

Thursday, April 7
21st Annual 55+ Expo
9 a.m. – 3 p.m.
Bally's Dover Casino Resort

Tuesday, April 12
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson

Wednesday, April 13
Coffee Coaching
8 – 9 a.m.
via Zoom

Wednesday, April 13
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room & via Zoom

Thursday, April 14
Member Orientation
8:30 – 10 a.m.
via Zoom

Friday, April 15
Good Friday
CDCC Office Closed

Tuesday, April 19
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom

Wednesday, April 27
Ambassador Committee Meeting
3:30 p.m.
Tre Sorelle Dolce Ice Cream & Mini Golf

Wednesday, April 27
The Chamber Mini Masters /
Sunset Business Mixer
4 – 7 p.m.
Tre Sorelle Dolce Ice Cream & Mini Golf

MAY

Thursday, May 5
Leadership Central Delaware
8 a.m. – 5 p.m.
Education Day

Thursday, May 5
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court

Tuesday, May 10
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson

Tuesday, May 10
Young Professionals Social
12 – 1 p.m.
TBA

Wednesday, May 11
Coffee Coaching
8 – 9 a.m.
via Zoom

Wednesday, May 11
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room & via Zoom

Thursday, May 12
Bluesuiters Golf Tournament
10 a.m. Reg.; 11 a.m. Start
TBA

Tuesday, May 17
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom

Thursday, May 19
Member Orientation
12 – 1:30 p.m.
via Zoom

Monday, May 23
CDCC Executive Committee Meeting
8 – 10 a.m.
CDCC Conference Room

Wednesday, May 25
Ambassador Committee Meeting
4:30 p.m.
Allstate Insurance – Michael Tolliver

Wednesday, May 25
Sunset Business Mixer
5 p.m. – 7 p.m.
Allstate Insurance – Michael Tolliver

Monday, May 30
Memorial Day
Chamber Office Closed

Thank you
to the CDCC
Cornerstone
Members!



An Industry Exclusive
CDCC Marketing Package!



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Medical/Rehabilitation



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The CDCC is THE essential resource for the
development of businesses in Central Delaware.

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

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Cornerstone Members

Delaware Federal Credit Union

Make Money Moves: 3 Steps to Financial Freedom

Make your money move the way YOU want it to. Did you know that 8 out of 10 Americans struggle with consumer debt averaging around \$38,000? Having some form of debt seems inevitable. Whether it is financing a car, obtaining a loan to go to school, or mortgaging a home, owing debt may seem like the way of life. Although it may be, there are still smart ways to manage your debt and steps to take to help you combat and take control of your debt.

Step 1: Analyze your Debt.

Figure out and correct the reasons why you are in debt. If you were spending too much, make changes that will not put you further in debt. Gather all of your financial data. Request a complimentary credit report at www.annualcreditreport.com for a full and accurate list of your account history and credit. Determine where any over or unnecessary spending has occurred and take steps to cut it.

Step 2: Stick to a Budget.

Find a budget that is right for you. Once your budget is created, be sure to consistently track your progress to set you up for success.

There are many budgets available. Find one that fits your needs and feels like it will help you reach your financial goals. One method called the 50/30/20 Budget is explained by Nerdwallet.com as a way to wipe out debt quickly. The 50/30/20 Budget

keeps essential expenses like housing, to 50 percent of your income. It allocates 30 percent for your wants and 20 percent is reserved for savings and debt pay-down.

Step 3: Move your Money.

The average credit card interest rate is 18.26%, which can equate to hundreds of dollars in interest spent each month by consumers. It is best to avoid carrying a balance from month to month with a credit card if the APR is anywhere close to the current average.

Move your money and take advantage of lower interest rates. This will help you save hundreds on interest and consolidate multiple cards into one. With Dover Federal's Advantage or Cash Back Mastercard, Check your Rate with No Credit Impact. See how much you are prequalified for and move your money to a card that will help you reach your budget goals. With 0% for 12 months and a competitive fixed rate as low as 5.99%, the Advantage or Cash Back Mastercard® will help you pay down debt at the pace you need without penalties or hidden fees.

Don't Forget Your Resources.

Educate yourself as you strive towards debt freedom. Prior to making large purchases, use Dover Federal's online calculators (Vehicle, Loan & Debt, and Mortgage Calculators) to help you find out how much you will need before you take that next step.



A higher credit score gives you more negotiating power when it comes to your financial needs. From higher limits to better rates, high credit scores just aren't for bragging rights. Dover Federal offers a complimentary one-on-one review and analysis of your credit report to help you understand what is influencing your credit score, while also identifying areas of opportunity to improve your credit score, lower loan payments, and eliminate high-interest debt.

As you take steps that will bring you closer to financial freedom, remember your goals. Increasing your credit

score will allow you to qualify for lower-interest loans and help push you towards a debt-free life. Adjusting your spending habits will help you put more money aside for those significant purchases. And becoming more financially healthy will help you to be more confident and stress-free when it comes to managing your money. In all, make your money move the way you want it to.

For more information from Dover Federal Credit Union, please visit our website at www.doverfcu.com or call (302) 678-8000. We look forward to serving you!

GOLF TOURNAMENT

Continued from Page 1

bonds to last a lifetime.

The purpose of the Bluesuiters Golf Tournament is to promote engagement between the Central Delaware's civilian community and our cherished DAFB community. To do that, two community members will be paired with two members from the Dover Air Force Base. The people you will meet at the Bluesuiters are passionate about what they do in Central Delaware and are looking to connect with likeminded individuals like yourself. No better way to do that than with a day spent away

from the office, on the gorgeous green at Jonathan's Landing, enjoying a beautiful spring day with the lovely people that make up the Central Delaware community.

Once all teams have completed their rounds and tallied their scorecards, they will join in the cool Club House for a deliciously catered meal with cold, refreshing drinks. Door prizes, tournament prizes, gift baskets and raffles will be up for grabs too! You could be a double winner! This is a day for golfers of all skill levels who want to have fun! No need to be shy, even if your par is little high!

You don't want to miss this special

highly revered event. With guests like you, each year just keeps getting better and better than the last because of our great members, military personnel, and our generous sponsors, without whom this event wouldn't be possible.

This event is on May 12, which still leaves ample time for sponsorship opportunities and door prize donations! If you or your business is interested in donating a door prize, registering a team, and/or sponsoring the CDCC's 2022 Bluesuiters Golf Tournament, please do not hesitate to call the Chamber at (302) 734-7513. You can never be too early! We at the CDCC cannot contain our excitement in seeing you at Tee Time!



LCD learns about Print, Digital and Everything in Between

Communications and media are fields of study that have intertwined with every aspect of human life since the beginning of time, which can make it so easy to take them for granted. The Leadership Central Delaware class enjoyed Media and Communication Day, learning about an industry that is constantly evolving and is incredibly crucial to both society and daily life. Communication is the root of all relationships, business, and beliefs, therefore we should all continue to keep educating ourselves so that we are truly ready when it is time to speak.

First to the podium was Andy West, the executive editor for the Delaware State News. He introduced himself and a glimpse into how he entered the newspaper industry. This led to him sharing the background of the Delaware State News and the paper's history. He presented archival pictures of some of the first papers to be printed for the public and how the last words of an unfinished article, "continued tomorrow," have become the company's motto that represents their legacy until this day. West shared the company's "We Pledge" statements that are included in each print, as well as their "Our Purpose" mission statement that both carefully outline the company's core values. As one can imagine, the Delaware State News has very deep Delmarva roots and plans to stay that way with the support of the community.

West said the State News sets itself apart from other media outlets around



the country by remaining upheld by a non-profit trust. This allows the company to continue to stay true to its mission and core values. With more than a quarter of newspaper companies closing in recent years and the loss of many great journalists, not very many newspapers can say that they are reinvesting profits back into equipment. Andy also importantly noted that the company has no shareholders or dividends. This may be surprising to many.

He explained the perhaps surprising correlation between cities with a daily newspaper and quality of life. Cities that no longer have a daily newspaper pay higher property taxes, suffer more corruption, and have less community engagement. Local newspapers, such as the Delaware State News, offer a strong sense of community for the town and its people. They promote transparency and civic engagement from its citizens. Due to the rise of social media platforms, now a main news source for most people, this unique quality of print newspapers often gets overlooked and undervalued.

Integrity and transparency are important values of the Delaware State News and their dedicated staff. West discussed with the class the difficulty in trying to uphold integrity and truth-telling in the news world on all spheres, especially with the introduction of social media. A big challenge has been trying to keep up with the spread of false news and information, as well as competition for readers' attention. Social media is very quick to deliver information, although it may not always be correct and the most factual. This has been maddening for those who are very passionate about keeping the public informed as truthfully as possible, but trying to deliver the news as it's breaking.

West continued his presentation with a virtual tour of the newspaper's printing press – one of the busiest printing shops in the Mid-Atlantic region! He explained through advanced computer technology, the press has been able to mitigate waste with recyclable and continuous feeds. Humorously, the phrase "hot off the press" couldn't be farther from the truth, as he divulged that the papers come out cold and damp from the ink. The press prints 14,000 papers in less than half an hour, without compromising on quality and accuracy. A computer now controls the entire press, rather than buttons and dials.

Next to the podium was Heather Cregar, director of Marketing & Promotions also at the Delaware State News. She shared how she markets the company and how the heart of her profession is communication, through the Delaware State News' marketing arm, Galaxy110. Whether is it corre-

sponding with people to make events happen, or to promote a message, effective communication is crucial to her work.

The Delaware State News is always looking for ways to get involved in the community by hosting and orchestrating events like the What Women Want festival, Comic Con, Thrive Senior, and many more. Cregar explained how she communicates to the public and niche audiences through press releases, target emails and TV ads to make these events a success, promote readership, and encourage community engagement.

The morning advanced with the help of Darel La Prade, senior vice president/publisher at Independent Newsmedia, Inc. He began his thought-provoking presentation with a story explaining the difficulty of trying to find a balanced and unbiased television news channel one night. This led him to the issue of finding outlets and platforms that promote civil discourse. La Prade is now helping lead a new initiative on civil discourse with Delaware State News: The Civility Project.

The Civility Project is an initiative propelled by the BaytoBay News website (DSN and its sister papers) to encourage "respectful, honest, and civil dialogue about public issues." La Prade went through the Civility Checklist (found in the printed paper or online), which clearly lays out the ways in which anyone communicating with others can do so accurately, respectfully, and ethically. Some examples from the Civility Checklist include: "Respect privacy, look for common ground, be truthful, and take the high road."

These lessons are extremely pertinent in today's world because of the weaponization of social media by trolls and simply distasteful language/imagery when trying to get one's opinion across. It has poisoned this extremely useful tool for collaboration and information and has seeped into real life interactions. In recent years, online and in-person arguments have felt arguable and disagreeing felt disagreeable depending on the delivery of one's opinion. However, it does not need to be this way. The Civility Project is a great way to remind local communities that you don't need to be disrespectful to disagree, and it can only help to seek out factual and balanced information before making any remarks rooted in high emotions.

Take the Civility Pledge at BaytoBaynews.com/pledge to pledge your support in being an advocate for civil discourse on public issues in your local communities online and in-person. Use your voice for good and listen to your neighbor, so that one by one we can change how we communicate with

each other and really hear each other. Darel La Prade underscored on the simple fact that we all want to feel like our voices are heard.

La Prade further discussed the ways in which the Delaware State News is implementing the values within the civility project's initiative. The organization holds comments that could potentially go against the values mentioned above for review. The DSN is urging other companies to take the Civility Pledge on their website to begin creating a conversation around this topic in the other industries. La Prade asserts that although many people are pessimistic about the success of this project, he knows that with more talking about it, the easier it will be to actualize. The best way to combat a troll is to engage them positively and realize that they are usually the ones who spend the most time on your site, compared to anyone else. La Prade's hope for the future is to host in-person gatherings to practice civil discourse, while including the younger generations by working with local school districts and teachers. He believes newspaper and internet will not be enough, and that face-to-face in-person deliverance will be more impactful.

Into the afternoon, the class began their Reporting Exercise and Live Press Conference. They split into roundtable groups and scrambled to put together a story for the public that was based on a true Dover crime. The class had



to think fast (like a reporter would) and decide how to report the truth as closely as possible to what actually happened. During the mock press briefing, they fired off intense, but necessary, questions about the homicide to the Apartment Manager and Chief Information Officer at the podium.

Frustrated with no real answers, the class members needed to write a script, as a news reporter would, using all the information they gained and successfully deliver it to the public as they were recorded in only one take. The new reporters took the challenge like seasoned media experts, and they all successfully broadcasted the story truthfully, accurately, and professionally!

After lunch, the class members were enamored by the striking photos presented by DSN photojournalists Gary Emeigh and Marc Clery. The two talented photographers shared once-in-a-lifetime images depicting emotional moments from joyful love and vibrant happiness, to sadness and heart-wrenching grief. They were intense moments captured forever that truly told a story of a million words. Gary explained, "We try to talk with our cameras." Their presentation truly did speak for itself. However, they discussed with the class the difficulty of getting those shots and the greater difficulty of whether publishing certain images is appropriate or not, given the circumstances of the story and confidentiality of the people involved. Photos are incredible storytelling devices, however there is a fine line between progressing the story and abusing shock value.

Meanwhile, did you know local Dover Police officers listen and dance to Taylor Swift? They know how to "Shake it Off" just like anyone else! Sgt. Mark Hoffman, public information officer & crisis negotiation team leader explained how Dover Police Department (DPD) used social media by showing the viral video of a fellow officer driving while singing and dancing along to this pop song. Due to this video, the officer went on the Today Show, and ultimately gave Victoria, a member of the Down's Syndrome

community, the chance to meet the singer herself! Sgt. Hoffman delivered an emotional presentation, demonstrating the power of social media.

In addition, Sgt. Hoffman presented how the Dover Police Department uses social media to inform the public, identify violence, and promote event safety. He shared how the organization is not exempt from bad publicity. He went on to discuss the spread of misinformation and how much of a priority it is for the DPD to have a healthy and accountable relationship with local media outlets to get the correct information to the public as quickly as possible. Sgt. Hoffman ended his time with the class sharing how he moderates the DPD's social media sites and how the organization is so happy to get back to fun community outreach activities that they haven't been able to do in for so long due to the COVID-19 pandemic.

On the homestretch of an insightful day, Amber Startt (business services credit analyst & underwriter at Dover Federal Credit Union and an LCD alumna) gave some insight on how Dover Federal Credit Union handles their social media presence, how the company communicates with its members and the community, and the benefit of educating people on why you need information from them. She hit great foundational points about how communication is needed to help people form connections.

Last but certainly not least, Media & Communications Day was wrapped up with a visual presentation from SMSgt. Alexander Griffin, public affairs superintendent at the Dover Air Force Base (DAFB). The class learned how the DAFB communicates with the public on pertinent matters. He discussed the purpose and role of the public affairs officer on the Base as well as the DAFB's relationship with media outlets to achieve their mission: "to advance Air Force priorities and achieve mission objectives through integrated planning, execution and assessment of communication capabilities."

A highly engaged book discussion finished the day strong, as the group continues their study of leadership.



CIVILITY CHECKLIST *How to engage in a respectful, honest & civil dialogue about public issues.*

- Take the high road.
- Be respectful.
- Be truthful.
- Don't misrepresent.
- Listen & learn.
- Look for common ground.
- Respect privacy.
- Set a good example.

Thank you to our Sponsors! Sponsors confirmed as of 9.21.21

LCD Leadership Central Delaware
A program of the Central Delaware Chamber of Commerce

Member News

'Young Men of Valor' Meet with Capitol Police Chief

LCD fellow uses Chamber connection to benefit youth

The great Nelson Mandela writes, "A real leader uses every issue, no matter how serious and sensitive, to ensure that at the end of the debate we should emerge stronger and more united than ever before. (2000)" There will be no greater time than the present to address serious and sensitive issues that live much closer than we think. Dennis Spence, of Century Engineering, is exemplifying the essence of Mandela's words right here, right now, in Central Delaware, and the CDCC couldn't be prouder to facilitate his connection in doing so through this year's Leadership Central Delaware Class of 2022.

Dennis Spence is a born and raised Delawarean, who currently resides in Magnolia with his lovely wife and daughter. Although he is busy as a project engineer, he has always had an interest with working with the youth, specifically young black men through his church. "Young Men of Valor" is a youth group of young black men from Spence's church who mostly come from low-income, single-parent households. The group comprises a range of ages, from elementary to high school, to receive guidance, inspiration, and knowledge from not only a mentor, Mr. Spence, but also from each other. This range of ages allows the young men to become mentors themselves and really learn from their peers.

The youth attend insightful trips all around the state, including Blue Rocks baseball games, 76ers basketball games, and museums such as the National Museum of African American History & Culture in Washington, D.C. Spence is exposing his mentees to fun and educational experiences in the hopes of broadening their horizons and sparking

their personal future interests. Spence has been working with the "Young Men of Valor" for almost six years now, and it's never a dull moment as he gets to make new relationships with the everchanging group, while watching them grow up.

"It's funny," Spence said, "it makes me feel old because one of my men is in Qatar right now serving in the military, he's married with two children. I just came across another one at the Blue Hen Mall working for the National Guard, delivering COVID-19 tests. It's cool seeing them grow and develop and getting to stay in their lives."

On Saturday, March 12, Spence arranged for a few of his "Young Men of Valor" to meet with the Delaware Capitol Police Department, including a few hours talking and learning from Chief Michael Hertzfeld. The young men had the chance to hold actual police gear, make friends with the chief himself, ask any questions on their minds and receive honest answers from the source — from someone who also looks like them and understands the challenges they face every day of being Black in America.

The boys had a glimpse into the humanity behind Hertzfeld's position as a Black man, too, whether carrying the weight of the badge or not. Spence felt it was imperative to organize this meeting between his boys and Chief Hertzfeld because of the intense negative stigma against the police entirely and their relationship with Black men resulting in a deep barrier of distrust. Spence recalls the boys' initial uneasiness, but he comforted them by explaining, "Hey, you're not just going to see the police, you're going to see a

Black man who's the chief of police, you're going to see someone who looks like you that is in a position of authority over an entire department."

Hertzfeld broke down barriers just by explaining who he was as a person, and how he leads his team's jurisdiction throughout the entire state of Delaware. The saying "if you can see it, you can achieve" is simply true. Spence realized this and took the opportunity to show his mentees the impact they could have on their community from a minority perspective.

Spence says his mind was blown by Hertzfeld's future ideas with the boys. He made it clear this meeting was not going to be the last. The boys and the chief have formed a strong bond that will soon lead to a shadowing program, where Hertzfeld will pick them up from school, have them attend ride-alongs and follow an officer for a day. It was clear that this meeting exceeded the expectations of Spence and the "Young Men of Valor."

The CDCC is so proud of Dennis Spence's initiative that exemplifies the epitome of the LCD program: empowering leaders in our community and making life-changing connections. Upon interviewing for this year's class, he was absolutely sold when CDCC President Dr. Dina Vendetti mentioned Law Enforcement Day. He knew that this would be the stepping stone to making his goal of enlightening his youth, through the connection with Chief Hertzfeld, a reality.

"My whole purpose of LCD has been met, what I wanted to happen through LCD, happened. It now encourages me to wonder what else I can get involved in. It was literally tailor made."



Spence further reflected on the inspiring mentors he's been privileged to still be in close contact with to this day. One of them, Dr. Calvin Wilson, stressed the importance of serving others, and to always be a servant. Their lasting impact has been monumental in shaping the leader and man he is today, and the CDCC is fortunate to be a part of his journey in sharing his spirit with the next generations. When asked what inspires him, he attributes, "just the thought of how his peers could be doing. That is something has always made me want to do better."

In Spence's eyes, an amazing leader is someone who is not afraid to be hands-on and do themselves the work they are asking of others. An amazing leader listens and lowers his or her ego if necessary. He is no stranger to this concept, as he has experienced moments where he actually picked up his mentees from precarious situations where they should have called 9-1-1 instead. He has been a strict father-figure to them and has gotten them out of harm's way. There is no doubt that Dennis Spence is true servant leader. Central Delaware is blessed to have him leading the way.

To anyone who feels called to be a leader, but is unsure of where to start, Spence advises them to start with self. Look introspectively at what you can do to better yourself. Not only will this give you the confidence to then encourage others, but also yourself. No action or service is too small. The LCD program has further solidified his belief that one small action can create infinite reactions. He highly recommends the LCD program to anyone who may be interested. He says, "the relationships you will develop are like no other. You will meet a group of people that become your family and you grow this intense love and support for them to where their victories become your victories, their pain becomes your pain. You get this advantageous exposure that the majority of society does not get."

Dennis Spence is an inspiring servant leader of the Central Delaware community, and the CDCC cannot wait to see what he accomplishes in the future. Being a leader is a learned behavior that must be taught to the following to generations. Thank you to Mr. Spence for sharing your story with the CDCC and the community — you are teaching and inspiring us all!



LCD Class Gets Their Hands Dirty for the Community!

The delightful Dolly Parton once said, “If your actions create a legacy that inspires others to dream more, learn more, do more and become more, then, you are an excellent leader.” The members of the CDCC Leadership Central Delaware (LCD) Class of 2022 are indeed excellent leaders who are leaving a legacy long to be remembered. This class has teamed up with the United Way of Delaware to beautify its home base located at 365 United Way, Dover, Del.

Each year, area businesses and organizations in need of volunteerism are asked to submit proposals to the LCD Class. At their opening retreat, the class discusses and chooses a project (or two!) to pursue. The class must coordinate funding, donations of supplies, and organize time to accomplish the work. This year, the LCD Class of 2022 chose two projects, the bulk of which supported the amazing organization, The United Way of Delaware (UWDE). Founded in 1946, The UWDE “works to advance the common good by focusing on the three strategic areas: early education, college and career readiness, and financial stability. UWDE is engaged in long-term programs designed to eliminate the root causes of Delaware’s most pressing social problems in New Castle, Kent, and Sussex counties.” This local needs-based organization works with businesses, such as the CDCC, social service agencies, and academic groups to collaborate with like-minded individuals to improve the quality of life for Delawareans. “By focusing on the

three key areas of Early Education, College and Career Readiness, and Financial Stability — the building blocks of a good life — we help individuals and families realize their greatest human potential.”

This collaboration with the UWDE and the LCD Class couldn’t be more perfect. Both organizations comprised of kind-hearted and hard-working individuals, are leaders of Central Delaware in their own right, and this year’s Community Impact Project portrayed that clearly. The Class got their hands and knees dirty beautifying the exterior of the UWDE’s building near Downtown Dover. They gathered Saturday, March 19, for about five hours to clean, paint, rake, shovel, and landscape the building’s exterior. They brought curb appeal to new heights by giving shutters, walls, and potter’s boxes a fresh coat of blue and white paint. They laid a new layer of mulch, generously provided by HomeStead Gardens, to brighten and prepare a gorgeous new landing for the spring flowers soon to bloom.

“There is beauty in community! I am so thankful for the LCD Class and DEMCO for enhancing the building and making it a haven for people to escape the challenges of everyday life,” said the Rev. Dr. John G. Moore Sr., retired Air Force veteran, director of philanthropy and engagement for United Way, fellow CDCC Ambassador and the project coordinator. “Their efforts are creating



hope, encouragement, and compassion. I am also so grateful for the support from the CDCC!”

Classmates Lauren Webb, of Dedicated to Women OB/GYN, and Ryne Johnson, of Advantech, were the Community Impact Project Chairs who helped rally everyone together, as well as gather donations, supplies, and funding. They organized plans for the building to get its much-needed power washing done and served as liaisons between the UWDE and LDC. The Class was grateful for the volunteer efforts of various community members and eager young faces from Delaware

Multicultural & Civic Organization’s (DEMCO) youth group – leadership and community at its finest! The freshness of spring has arrived, and it can be seen at the UWDE in Dover, thanks to the hard work, sweat, and leadership from the CDCC’s Leadership Central Delaware Class of 2022.

This springtime project followed on the heels of LCD’s successful autumn book drive for Read Aloud Delaware, a beloved nonprofit for young children’s literacy. Thank you to each of our emerging and recognized leaders, and those who continue to pave the way to greatness for Central Delaware!



Member News

Building Unity through Diversity, Equity, and Inclusion at CDCC

In the fall of 2021, your Central Delaware Chamber of Commerce (CDCC) accepted an invitation to partner with the United Way of Delaware as part of the Fusion Alliance, launched by the Delaware Racial Justice Collaborative (DRJC). The Fusion Alliance was designed to help businesses grow and remain healthy by offering ways to incorporate diversity, equity, and inclusion strategies into their everyday operations.

To that end, the CDCC has been working with Jamee Boone of Eddee Boone Consulting, LLC, to define, develop, and implement policies, practices, and opportunities around diversity, equity, and inclusion. It is the CDCC’s hope that this endeavor will help to inform and provide resources to our membership as we work to create more equitable environments for all workers,

regardless of an employee’s race, gender, creed, skin color, sexual orientation, economic status, and other factors.

To date, the staff of the CDCC has been involved in professional development sessions with Boone around such topics as laws regarding cultural identity, unconscious bias, cultural exploration and awareness, and the like. These sessions have been rich with sharing and discussion as staff members have begun to clearly identify needs and embarked on a journey of growth.

In addition to education and growth as a staff, the CDCC has begun to develop plans for learning opportunities for its members. The first of these opportunities was held in early March via ZOOM. This virtual conversation led by Ms. Boone was offered to

CDCC members free of charge and was designed to lay the foundation for future conversations and other educational experiences. The virtual workshop experience was well attended and met with excellent reviews. Your CDCC believes that knowledge is a critical component of success and was pleased to provide this information and resources to its membership.

Recently, your CDCC also formalized and adopted its own statement on diversity and inclusion: “The Central Delaware Chamber of Commerce will be an advocate for engaging diversity and inclusion with an intentional approach to educate and inform people, policies, and practices that will strengthen both access and opportunity in the Central Delaware business community and Kent County.” This statement, available on the CDCC website, will serve as a piece of the

foundation that informs policies, procedures, and practices.

Diversity, Equity, and Inclusion are part of every business aspect from culture to networking to marketing to the bottom line and more. For your Chamber, education is key to this journey. We have all heard the old adage: “You don’t know what you don’t know.” It is the hope of the CDCC that we will be able to provide educational opportunities to our members that will assist them in their own growth around diversity, equity, and inclusion.

For more information about the work of the DRJC, please visit them online at www.uwde.org/drjc. To learn more about your Chamber’s involvement in the Fusion Alliance, please call (302) 734-7513.



Judy's Retirement Party

Celebrating 17 Years of Service to Central Delaware

The evening of Tuesday, March 8, will forever hold a special place in the hearts of the members, board, staff, and friends of the Chamber because it marked the celebration of 17 years of faithfulness, commitment, passion, and leadership from the one and only Judy Diogo, former president and current consultant of the CDCC.

Guests registered as soon as they heard the news to secure their presence for the remarkable jubilee! They merrily filled Roma Italian Restaurant/Sul Tempo Cocktail Lounge with high spirits, laughs, and gracious thanks. Not a straight face was to be seen all night, as guests smiled, cheered, and even teared up a bit for the emotional evening.

How does one even attempt to honor such a feat of 17 years of service to not just Central Delaware, but to an entire state? How do you properly express appreciation for someone who has not only been a faithful friend to you, but also to an entire community? Dina Vendetti, now CDCC president,

pondered these questions in planning this special evening.

Taking the floor, Vendetti shared heartfelt words of thanks to Judy, followed by the presentation of a very special General Assembly tribute, brought by friend and State Senator, Colin Bonini. Next, Brian Stetina, CDCC board chair and longtime colleague and friend, spoke before holding up an arm's length gift, wrapped and sealed with a bow. Judy Diogo had tears in her eyes as she unveiled a huge painting of Dover and Delaware's iconic Legislative Hall. The painting was a custom-made piece by chef and artist Ludovic Bezy, a truly one-of-a-kind masterpiece to illustrate the impact that Judy Diogo has had on Central Delaware, the place in the world about which she is most passionate. It was the perfect way to sum up 17 years of hard work, ambition, and passion from a woman whose work is long to be admired – and whose legacy will pave the way for the CDCC's future.

Following this, Judy herself spoke

from the depths of her heart with great gratitude to everyone in the room, especially her husband and family in attendance. It was a moment to be treasured forever, as happy tears welled in eyes all around the room. The floor was open to anyone and everyone who felt compelled to talk from their hearts, too. The entire crowd raised their glasses for a proper collective champagne toast before mingling the night away!

The CDCC would like to thank the incredible staff at Roma Italian Restaurant for taking such impeccable care of everyone. The food, service, and specialty crafted cocktails were superb as always. The CDCC would like to thank our event sponsors in alphabetical order: Bally's Dover Casino Resort, Chesapeake Utilities Corporation, Delaware State News, Dover Federal Credit Union, Faw Casson, Harrington Raceway & Casino, Lessard Builders, Merrill Lynch – Connell, Carey & Associates and The Willis Group, LLC.

Thanks for the generosity of Alex Vaughn on sound support and David Greene on technical support. Furthermore, a special thanks to everyone who donated to the Diogo Membership Grant Fund in lieu of gifts. With your generosity, the CDCC will be able to continue to help businesses benefit from the Chamber's resources by helping them with their first year of membership dues.

Lastly, a huge thank you to everyone in attendance for Judy's Diogo's special night! You are the reason behind the success of the night. The CDCC wouldn't want to have celebrated such a momentous occasion with anyone else! Please join the CDCC in wishing Judy Diogo a beautiful retirement and new chapter of her life. Thank you, Judy, for all you have done for the CDCC, the Central Delaware Community, and everyone who has had the privilege to make your acquaintance; you will be remembered forever!





Legislation Meets Participation at Annual Luncheon

A meeting of the minds commenced midday March 17, 2022, at the Great Hall at St. Andrew's Lutheran Church here in Dover. Delaware state legislators met with Central Delaware Chamber of Commerce members for the 20th Annual Legislative Luncheon, sponsored by BIG Investment Services. The purpose of this event was to offer a comfortable, safe space for citizens of Central Delaware and legislators to participate in an open dialogue concerning current business matters.

and proved to be a big concern for the Chamber's business professionals in the room. Therefore, it was a highly beneficial for them to ask for amendments to be made to better fit the needs of Delaware's small businesses. Conversation over tax cuts, federal stimulus, and pass-through taxation rounded out the event and sent guests back to work with thought-provoking material on relevant information of business matters affecting Central Delaware now.



The CDCC community took advantage of the opportunity to mingle, and relationships were made as they met people and caught up with familiar faces before each table was called to the beautiful lunch spread. The team at Skyline Café in Smyrna catered a delicious and nutritious luncheon to provide brain fuel for the discussions to come.

The CDCC would like to thank all in attendance at the 20th Annual Legislative Luncheon. Thank you to our Signature Sponsor, BIG Investment Services, for supporting this event. Thank you to our Platinum Sponsors: Century Engineering, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft Heinz Company, L&W Insurance, PAM Rehabilitation Hospital of Dover, and R&R Commercial Realty.



Senators and representatives comprised a panel on the stage at the head of The Great Hall. Seated guests were provided programs with brief overviews of the legislative bills at hand that had great potential to affect their businesses. The panel of legislators began the dialogue by introducing themselves, the bills they were most knowledgeable to speak on, and their current stance on the proposed legislation. The CDCC community were then invited to the mic with their questions regarding the bills in progress.

A continuing thank you to all our General Assembly sponsors: Allen Insurance Group, Artesian Water Company, Inc., C.S. Kidner Associates/Capitol Strategies, Comcast, Delaware Association of Realtors, Delaware State News, Delmarva Power, Del-One Federal Credit Union, Delaware Municipal Electric Corporation, Dover Motor Speedway, Fifer's Farm Store, George & Lynch, Inc., High Mark Blue Cross Blue Shield of Delaware, McGinnis Commercial Real Estate Co., Parkowski, Guerke, & Swaze, P.A., Pepsi Bottling Ventures of Delmarva, Shore United Bank, The Malmberg Firm, LLC, The Willis Group, LLC, Wilmington University, and of course, to our Kent County Representative and Senators: Sen. Bryan Shupe, Rep. Charles Postles, Sen. Dave Lawson, Rep. Jeff Spiegelman, and Rep. Trey Paradee for your time and expertise.



The room engaged in discussion over the recent failure of House Bill 305: The Legalization of Marijuana. The Bill had only two votes in the last deliberation, so CDCC members asked for clarification on this, and what each of the legislators' stance was on the issue. The recent business amendment from Rep. Smith was mentioned regarding this bill that could have evident repercussions if instated.

Next, "Ready in 6" was brought to the table. This bill focuses on improving permitting and fast-tracking project approval for employer prospects. Guests questioned the readiness of this bill and how the Representatives are working to move it forward. The Family Paid Leave Act just passed the State Senate





Admin Pro Day

IS YOUR ADMINISTRATIVE PROFESSIONAL THE BEST OF THE BEST?

Deadline for Nominations is Tuesday, April 19 at Noon.
Award winners will be notified on Administrative Professionals Day, Wednesday, April 21st.
Help the CDCC celebrate Administrative Professionals Day on Wednesday, April 27th by nominating him/her for one of these great prizes, donated by Chamber Members! For more information and the nomination form, visit cdcc.net/adminprof.



Floral Arrangement for each winner donated by Jen-Mor Florist

Gift Basket donated by Fifer Orchards



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Gift Certificate donated by Merle Norman Cosmetics



Gift Basket donated by Mission BBQ



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The CDCC Brings Home the Abilene Award for the Fourth Time!

Did you catch the eagle sighting in Central Delaware on Thursday, March 10!? It was a rare beauty: it soared through the sky and finally touched down in the ballroom at Noble's Pond just in time for the Central Delaware Chamber of Commerce's (CDCC) Military Affaire. The breath-taking wingspan and significant symbolism made the eagle the perfect distinguished guest for the evening.

The Abilene Trophy, represented by a large bronze American Bald Eagle in mid-flight, is an annual award that recognizes a civilian community with outstanding support for their nearby Air Mobility Command (AMC). The nominees are determined by the Abilene Chamber of Commerce's Military Affairs Committee located in Texas. The final decision is made by the AMC.

The Dover community has won in 1999, 2008, 2015, and now 2021, making this the fourth time, recognizing the incredible bond between the citizens of Dover and its beloved Dover Air Force Base. An extensive nomination package was created by the CDCC to showcase this strong connection with the DAFB. It highlighted events such as Leadership Central Delaware, Bluesuiters Golf Tournaments, The State of the Base Briefing, The Military Affaire, the Honorary Commander Program, and much more!

The evening began with time for CDCC members and friends and our local military professionals to laugh, connect and make new acquaintances. The ballroom was full of exciting energy as guests ate, courtesy of Mission BBQ, drank and were merry before Evans Armantrading, CDCC Military Affairs Committee chairperson, took

to the podium. CDCC Members were able to see the ceremony in real time via Facebook Live.

Guests heard from the DAFB Colonel Matthew Husemann as he spoke about the invaluable relationship between civilians of Central Delaware, the CDCC, and the DAFB. He shared in the honor of accepting this award with the CDCC and thanked everyone in the room and the Central Delaware community for supporting the DAFB and its service men and women.

From the Abilene Chamber of Commerce's Military Affairs Committee, Vice Chair AMC Shaun Martin and Deputy Vice Chair AMC Mindi Nagy conducted the live unveiling and presentation of the Abilene Award. The leadership of the 436th Airlift Wing, the 512th Airlift Wing, and the CDCC graciously accepted the prestigious award on behalf of the entire DAFB and Central Delaware community. The onlookers burst into joyful cheers and boisterous applause as they celebrated this accomplishment of TEAM Dover. Chairperson Armantrading noted the impact of this award: "Winning the Abilene award is a great honor and more so a great testament of the relationship between the community in Kent County and Dover Air Force Base. Our goal is to continue to foster a culture that promotes the integration of the military and civilian worlds, valuing the sacrifice for the freedoms that we enjoy and highlighting the support provided by the community on a daily basis. Thank you to all the leaders mentioned and unmentioned in their commitment to keep 'Dover Strong!'"

The Central Delaware Chamber of Commerce would like to express great appreciation to our DAFB Military

personnel, the civilian Central Delaware Community, and everyone in attendance at this year's Military Affaire. Thank you to our primary sponsors, Dover Federal Credit Union, plus Dover Behavioral Health System for making it a night to remember forever!

Thanks to all of you for making this possible during the one of the most challenging years we've had, due to the COVID-19 pandemic. With your help we have proven that anything is possible if we touch base and support each other – something TEAM DOVER does so well! We look forward to a year of Eagle sightings – and celebrations of TEAM DOVER!





Upcoming Expo Serves the 55+ Community for 21st Year!

Induction into the age 55+ community is a great privilege that the CDCC does not take lightly. Joining Central Delaware's fastest growing demographic is a cause for gathering and celebration. Therefore, if you are 55+ years, or know and serve anyone in this community — or are simply curious to see what is going on in your local community — look no further. Attend the CDCC's 21st Annual 55+ Expo on Thursday, April 7, at Bally's Dover Resort & Casino Rollins Center, from 9 a.m. to 3 p.m.

The 55+ Expo is FREE and open to the public! This exhibition-style event will host a multitude of local vendors who specialize in catering to the needs and interests of this respected

demographic and their caregivers. Vendors will cover all sectors of life from living needs, healthcare, and wellness, to entertainment and leisure. This event will be a one-stop shop for not only supportive local businesses that genuinely care, but also for assistance with supporting loved ones and those that care for them.

Besides greatly sourced vendors, the 55+ Expo will feature live and interactive information seminars to properly display the wonderful goods and services that the vendors offer.

The CDCC is proud to offer the upcoming 55+ Expo for the community for the 21st year because of the connection it brings. This event allows the populace to receive in-person



information from friendly and knowledgeable faces who serve their local community directly. The CDCC specifically curates local businesses that share a community-focused mission with relevant products and services to that will fit the needs of our attendees, their families and friends. The CDCC prioritizes the need for ease of access and convenience in building strong networks for the community, plus economic development for our businesses working hard right here in Central Delaware.

The CDCC could not offer this accommodating event without the generous assistance from our sponsors! Special thank you for supporting your local community and helping make

this event happen: our Gold Sponsors from Bayhealth, AARP Medicare Plans from United Healthcare, The Center at Eden Hill, and Delaware Medicare Assistance Bureau; and our Silver Sponsors from Highmark Blue Cross Blue Shield Delaware, plus Humana.

See a schedule for the day's events (below), plus information regarding vendors and sponsors. For more details on the Expo, call the CDCC office at (302) 734-7513 or visit our website at www.cdcc.net/55plus. The CDCC looks forward to spending the day with you at the 21st Annual 55+ Expo on Thursday, April 7, at Bally's Dover Resort & Casino Rollins Center!

SCHEDULE OF EVENTS

8:50 a.m. – 9:00 a.m.

Join us for the 55+ Expo's Opening with the National Anthem and the Posting of the Colors by the Noble's Pond Veterans.

9:00 a.m. – 3:00 p.m.

The Wellness Center, sponsored by Bayhealth Medical Center, can be easily found in the main ballroom. Information and health assessments on topics including orthopaedics, respiratory navigators and more will be available. Visit the Wellness Center to learn more up-to-date information that can help you improve your health and well-being!

Throughout the Rollins Center some exhibitors will have a special Caregiver's Support Exhibitor sign. Visit them to gather the tools and resources you need to take care of your loved ones. There will be valuable information and guidance on how to handle stress and solve common problems that caregivers face when providing for those in their lives that need extra help.

10:00 a.m. – 11:00 a.m.



"Medicare 101" Join Delaware Department of Insurance's Lakia Turner, Director of Delaware Medicare Assistance Bureau (DMAB) in the main ballroom to learn the ins and outs of Medicare. Medicare is complicated and costs can add up. In this seminar, you will learn

how to sign up for Medicare, what's covered and when to take next steps. She will also discuss Medicare Advantage plans which you see commercialized on television daily. DMAB can help you figure it all out and see what cost assistance programs you may be eligible for. DMAB provides free, unbiased information and counseling to people covered by Medicare. Many people who join Medicare have questions and concerns about their new, different type of health insurance. You can receive one-on-one counseling with our staff and learn Medicare benefits, supplement insurance policies, Medicare Advantage plans and prescription drug coverage.

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Lakia Turner, Director of Delaware Medicare Assistance Bureau

12:15 p.m. – 1:15 p.m.



Todd Snyder, Director of The Assurance Group

"Are You Ready for Retirement?" Join United Healthcare and Todd Snyder, District Sales Director for The Assurance Group, in the main ballroom to learn more about Medicare (A, B, C, & D) and social

security. He will help you understand the penalties for not getting Plans B, D, and the guarantee period for a supplement. He will also share information on the penalties of taking social security early and the benefits of waiting and taking it later on.

1:30 p.m. – 2:00 p.m.

Steppin' Seniors of the Modern Maturity Center will perform several dance routines in front of the stage in the Rollins Center. They are the unofficial ambassadors for the Modern Maturity Center in Dover and promote line dancing as a fun way to stay active and healthy by performing throughout the community. The Steppin' Seniors repertoire includes more than 100 pieces of music with a different dance for each.

2:15 p.m. – 2:30 p.m.

Muscles, not momentum, drive this low-impact, dance-based cardio, and strength training fitness demo in front of the stage in the Rollins Center. Glenise from Dover Jazzercise will show you how to get a total-body workout without the impact on your joints. Perfect for all fitness levels!

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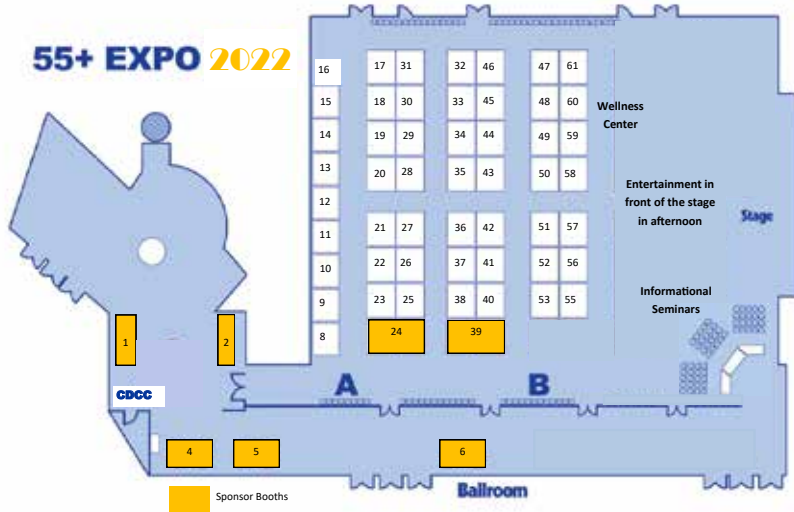


MEDIA SPONSOR





55+ EXPO 2022



EXHIBITORS

COMPANY	BOOTH #
Avery Hall Insurance Group	40 & 41
Bayhealth Medical Center	4
Beltone Hearing Centers	11
Biggs Museum of American Art	20
Black Diamond Financial Solutions, Inc.	50
Bob Johnson's Computer Stuff	17
Bright Side Exteriors	8 & 9
Brookdale of Dover	21
ClearCaptions	10
Coastal Bath Company	30 & 31
DE Crime Stoppers	55
Delaware Community Foundation	19
Delaware Imaging Network	25
Delaware Insurance Dept. Medicare Assistance Bureau	5
Delaware Senior Medicare Patrol	53
Delaware State Auditor's Office	22
Delaware State Housing Authority	29
DelMarVa Acupuncture & Wellness Center	48 & 49
Department of Justice – Fraud & Consumer Protection Division	57
Diamond State Financial Group	18
DiBiasco's Cleaning & Restoration Services Inc.	43
Dover Federal Credit Union	28
Dover Post	1
Encompass Health Rehabilitation Hospital of Middletown	16
Evan W. Smith Funeral Services	37
Eye Specialists of Delaware	23
G. Fedale Roofing & Siding	51
Highmark Delaware	24
Humana	39
Ingleside Homs Inc.	52
Kent County Levy Court	14
LakeView Realty, Inc.	51
LeafFilter North LLC	36
Lean On Me Caregiving, LLC	13
Milford Wellness Village	47
Modern Maturity Center	42
NovaCare Rehabilitation	27
Read Aloud Delaware	26
Renewal by Andersen	15
Smyrna Opera House	38
The Center at Eden Hill	6
TidalHealth Lifeline	12
Towles Electric, Inc.	35
United Healthcare	2

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 Panels • Entertainment • Food Trucks • LARP • Pop Culture Cars



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Breaking Bread at La Baguette Bakery & Catering

The Central Delaware Chamber of Commerce (CDCC) members and friends gathered for a taste of France on Wednesday, March 30, at La Baguette Bakery & Catering in Downtown Dover. All evening, guests enjoyed authentic French treats and beverages while making influential connections at the CDCC's premiere networking event, the Sunset Business Mixer. The Sunset Business Mixer consistently occurs on the last Wednesday of the month as an opportunity for members of our business professional community to expand their network, meet local like-minded beings, and get their name out to those who could use their services.

Members registered in advance and picked up their name tags on the way towards the action. They dropped their business cards in the bowl, for a chance to win our Member of the Month drawing. The Member of the Month winner gets great exposure for themselves and the business they represent, such as a feature in the paper you're reading now! Not to mention completely justifiable bragging rights and a month-long spot on the CDCC website!

La Baguette Bakery & Catering owners, Chef Ludovic and Anita Bezy, were eager to host a Sunset Business Mixer outdoors to welcome their fellow Central Delaware Chamber members to their home away from home, and to celebrate the beautiful spring season. Backed by their amazing team, La Baguette set up a gorgeous tent landscape to extend the quaint bakery, as they served scrumptious authentic French pastries, desserts, sandwiches and more! Chef Ludovic and Anita Bezy met and married in France before bringing their passion of French cuisine and culture back to Central Delaware. On March 25th, 2022, they celebrated their 5-year anniversary with a CDCC ribbon cutting! The CDCC is excited to be along for the successful ride that is the fruit

of loving labor at La Baguette Bakery. The crowd in attendance excitedly welcomed the special announcement of a food truck expansion to the business named "Gourmandise" meaning "the appreciation or interest of good food."

It is always a special moment when the CDCC gets to pin our newest 5-star members. Congratulations to those who were officially pinned as 5-star members of your local Chamber: Cornelia Johnson, of Delaware Technical Community College – Terry Campus; to Kathy Kresko of First State Webfooters; to Konrad La Prade of the Delaware State News; and to Tracey Ingram of Profit Launch Bookkeeping! The road to obtaining a 5-star membership for your business is a thorough one that ensures you are utilizing all the benefits we have to offer. This is an awesome achievement that signifies a business and their representatives, such as those pinned that evening, who are taking proactive initiative within their businesses, the community, and with the CDCC.

Door prizes galore! Congrats to our door prize winners, we hope they enjoyed their graciously donated goodies from their fellow Chamber members! The evening wrapped up with energetic mingling, laughs, and interactions with all our guests ready to take on another day making Central Delaware THE place to live, work, and play.

The CDCC thanks all who attended March's mixer at La Baguette Bakery & Catering in Dover. Thank you to our amazing hosts for serving and welcoming your local community with open arms. Thank you to everyone for making this another successful evening filled with courteous camaraderie and community. By the unfortunate chance you couldn't make it, the CDCC hopes to see you at an upcoming event very soon! Visit cdcc.net to stay updated with our event calendar or keep in touch by giving us a call at (302) 734-7513. À la vôtre!



Member News



Dover Spouses' Club Takes Over the Airmen's Attic at DAFB

A common misconception of our United States servicemen and women is that all of their needs are met 24/7, or that they don't have to worry about basic human needs because they are taken care of by the government. This couldn't be further from the truth.

Between deployments and life's general hardships, servicemembers can have difficulty meeting their basic needs of hunger, necessary clothing/uniforms, housing supplies, bedding, children's items, and more. Therefore, the Central Delaware Chamber of Commerce would like to highlight the amazing volunteerism by the Dover's Spouses' Club (DSC) to combat this issue happening at the Dover Air Force Base (DAFB), right here in Central Delaware.

The Dover Spouses' Club invited the CDCC on Base to see the Airmen's Attic donation center firsthand. Casey Hill, president of the DSC, welcomed us to their official signing which signified the Dover Spouses' Club authorization of operation. The transition of power from the 1st Sergeants Council to the Dover Spouses' Club will bring much more comfort and accessibility to all military personnel who may come into the Airmen's Attic for anything they may need.

Previously, many servicemembers would not feel comfortable enough to use the resources at the Airmen's Attic. "[That's] the reason why they've asked us [DSC] to take it over," Hill explained. When the food pantry was coming out, a lot of people were not utilizing it because of fear of retribution from their units."

The Dover Spouses' Club wants to make it known that the Airmen's Attic is a judgment-free zone, open to all servicemen and women who need it at any time. This includes retirees, and personnel of all ranks.

Andrea Sierra, Airmen's Attic liaison, led the CDCC through a tour of the facility, which now offers a fully stocked food pantry. The Airmen's Attic holds a vast range of completely donated items. Base residents, military associates, and their families can peruse through essential food items, clothing, both uniforms and casual, children's books and toys, cooking ware, household items, and fun decorative pieces. The Airmen's Attic also offers small furniture pieces in house, but accepts donations of large furniture items off-site and then features them on their Facebook page.

"Every base has an Airmen's Attic, but some have a thrift store where you must pay. However, the DAFB just has the Airmen's Attic which is completely free," Hill said. The military personnel and families are constantly moving across the globe. This increases the need to downsize before their departure. The Dover Spouses' Club is alleviating some of that pressure by providing a place where those leaving the area can happily donate useful items they can no longer take with them.

For instance, Sierra explains, "there was one couple that is relocating, and they need to downsize, so we're here!" The Airmen's Attic is extremely useful for military personnel who have just arrived at the DAFB and are awaiting their shipments of their belongings,

which could take days to weeks for them to receive.

Rachel Skinner, welfare treasurer of the DSC, explained the incredible work they are doing all year-round from winter coat drives, Thanksgiving food drives complete with turkeys, to back-to-school backpack collections! Last year they were able to distribute 200 turkeys to families in need, completely free! "They went out to units so that people in unit could just take them, and we also had a stockpile here for people to come by the table out front without having to come in and feel like they were begging. It's there and you can take it if you're in need!"

The ladies at the DSC, including Nicole Wilcox, originally from Germany, volunteer their time and hard work to provide this service to their local community's military base. They are making a huge impact in the daily lives of our servicemen and women at the DAFB and are always looking for willing volunteers to help run the donation center alongside them! The women note that Bill Hare, USAF retiree, owner of Always Advertising and CDCC Legislative Affairs Committee member, has been a crucial help in operating the Airmen's Attic, as well as supplying many donations.

Thank you to the ladies of the Dover Spouses' Club at the Dover Air Force Base for sharing this momentous occasion with the Central Delaware Chamber of Commerce! Thank you for your help in serving those who serve our country, we cherish the relationship we have with the DAFB and it is because of servant leaders like you!

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CDCC joins Delaware Imaging Network for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Delaware Imaging Network on March 1. The event was held at Delaware Imaging Network at 710 S. Queen Street in Dover. Chamber members and friends joined the team at Delaware Imaging Network to celebrate their new name and partnership with Mid Del Imaging!

The mission of Delaware Imaging

Network is to provide quality, convenient, and professional imaging services to the community at a cost 2 to 3 times less than hospital imaging services. They have partnered with Mid Del Imaging to offer imaging services to the Kent County

Area. As a comprehensive diagnostic imaging center, the focus of Delaware Imaging Network is to deliver current technologies that are used to view the human body in order to make a proper diagnosis, monitor bodily activity, and treat medical conditions. Delaware Imaging Network is pleased to offer subspecialty radiologists that specialize in specific issues that require imaging

services. The company now provides X-ray, MRI, CT, Dexa, and Mammography services to the Kent County community. In addition to those, the company offers ultrasound, Nuclear Medicine, fluoroscopy, and bone density measurements at significantly lower rates than hospitals.

Delaware Imaging Network formed in 2018 by two of Delaware's premier imaging providers, Papastavros Associates Medical Imaging and Diagnostic Imaging Associates. They have provided services in Wilmington, Newark, Glasgow and Middletown for over 50 years and are expanding to Dover with the purchase of the Mid Del Imaging location. This company is excited to serve the Kent County area, as independent imaging services were very limited until now.

Delaware Imaging Network is a proud member of the Central Delaware community, and they are eager to give back. Their business will be

sponsoring the Dover Little League this year, along with hosting their own support walks to raise money for various diseases. Delaware Imaging Network is also the presenting sponsor for the ACS Breast Cancer walk each year. On top of these wonderful fundraising efforts for the community, Delaware Imaging Network continually saves their patients thousands of dollars in comparison to hospital rates. Through these supportive initiatives, Delaware Imaging Network hopes to become synonymous with the Dover community.

To learn more about Delaware Imaging Network, visit them on the web at www.radnet.com/delaware-imaging-network or give them a call at (302) 388-0876. Please join the Central Delaware Chamber of Commerce in congratulating Delaware Imaging Network and Mid Del Imaging on their new partnership.

CDCC joins Essential Beginnings Behavioral & Learning Services for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Essential Beginnings Behavioral & Learning Services on March 23 at 24 E. Mount Vernon Street, Suite 103, in Smyrna. Chamber members and friends joined owner and CEO, Lasandra Stamper, to celebrate the grand opening of Essential Beginnings' new location.

Lasandra Stamper, M.Ed., Board Certified Behavior Analyst (BCBA), of Essential Beginnings believes in "empowering young people and elevating families through Applied Behavioral Analysis (ABA) therapy. Applied Behavioral Analysis "is the practice of applying the psychological principles of learning theory in a systematic way to modify behavior." This practice is proven to be extremely useful for the special education and autistic spectrum community. Stamper's business offers youth from ages two to twenty-one, individualized or group-based learning

sessions to assist children in reaching their fullest potential. As progress is made with Stamper, children have the choice to transition to home-based learning where students and their families develop a strategy toolbox to help them navigate the daily happenings in their home.

The mission of Essential Beginnings is to utilize the science of ABA to decrease harmful and unproductive behaviors while teaching the skills necessary to increase safe and helpful behaviors. Stamper and her team can accomplish this mission by requiring Registered Behavior Technicians that are certified by the Behavior Analyst Certification Board to provide behavior analytic services to families and individuals in need of ABA therapy.

Essential Beginnings officially began in the home of Stamper in 2020, in the middle of the COVID-19 pandemic. Then in 2021, the business utilized a satellite location in a church. Now in

2022, Essential Beginnings is excited to finally have a designated place to call home in their own location in Smyrna.

Lasandra Stamper and her family moved to the Central Delaware area in 2014 and fell in love with the area. She mentions, "We love this community and want to be a blessing to the people here." This is what ultimately led her to becoming a proud member of the Central Delaware Chamber of Commerce. Essential Beginnings is eager to give back to their beloved community by hosting many activities and seminars that will assist the families here. They are also excited to collaborate with other busi-



nesses in the area to further serve the people of Central Delaware.

To learn more about Essential Beginnings, visit www.essentialbeginnings.org or give them a call at (302)-278-0052. Please join the Central Delaware Chamber of Commerce in congratulating Lasandra Stamper, M.Ed., BCBA, of Essential Beginnings into membership!

SUNSET MIXER

Continued from Page 1

will be an entertaining event perfect to experience comfortable camaraderie and company with a hint of competition as you and your team sink 18 holes of mini golf. Take delight in the signature sandwich served, "the crabbie caddy" We know you've been practicing all year and we want to give you the chance to show off all your hard work in the spirit of community! However, if you'd love to cheer on the teams as

spectator, there will be fun outdoor games, such as, cornhole, giant Jenga, and giant Connect 4, and more! There will be fun to be had for everyone!

The Sunset Business Mixer will be synchronized with the Mini Masters, occurring at the same location at the same time. If you've been to any of the CDCC's mixers before, you know that they are the premiere networking event of the Chamber. Our mixers are among the top-rated ways to expand your professional and personal business network. We have members that

cover all categories of business here in Central Delaware, with varying skill sets that may help you take your profession to the next level. The CDCC is so glad to offer this event to our members because we get to see Central Delaware flourish right before our eyes as connections are made between our attendees. The CDCC is here to support Central Delaware and all who believe in relationship building to uplift one another. The Sunset Business Mixer is just one consistent way that we can accomplish this goal with your help.

To register a team, or to be assigned to a team, please contact the CDCC. For more information and registration for the Mini Masters Golf Mini-Golf Tournament and April Sunset Business Mixer, please do not hesitate to call the CDCC at (302)734-7513 or visit our website at cdcc.net. The CDCC is still offering sponsorship opportunities. This evening will be a blast with your presence and participation! The CDCC is so excited to see your competitive faces and A-game on the green or cheering on the sidelines at Tre Sorelle Dolce Ice Cream & Mini Golf!

CDCC joins La Baguette Bakery & Catering for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for La Baguette Bakery & Catering on March 26. The event was held at La Baguette Bakery & Catering at 323 S. Governors Avenue in Dover. Chamber members and friends joined owners, Chef Ludovic and Anita Bezy, to celebrate their 5-year anniversary of serving Central Delaware and to hear their special announcement of their addition of a food truck expansion to their business!

La Baguette Bakery & Catering offers fresh, authentic French foods to satisfy. The bakery specializes in traditional French treats such as croissants, crepes, pies, tarts, and of course, fresh baked baguettes. The in-store menu doesn't end there. La Baguette is also the perfect place to stop for lunch. Customers can order fresh salads, specialty sandwiches, and savory quiches to their delight. Chef Ludovic and his team are proud to make everything fresh on site daily without any additives or preservatives. The shop omits high fructose corn syrup, as well as

GMO flours. They pride themselves on being a truly authentic French bakery, only providing high quality ingredients in all menu items from top to bottom. La Baguette Bakery & Catering is also Central Delaware's local spot for authentic European products such as cheeses, meats, and premium coffee. Let La Baguette cater your next occasion for fresh food to delight and energize any crowd!

The mission of La Baguette Bakery & Catering is to continue to serve the Central Delaware community authentic, fresh, French breads and cuisine every single day. Anita Bezy moved to the area in 1987, and Chef Ludovic Bezy followed soon after graduating from Culinary Arts School in St. Dizier, France in 1993.

Chef Ludovic and Anita are fueled by love and passion for France, having met and married there, and now share their passion with Central Delaware. After finally getting the "yes" they'd been waiting for from an area lending institution after multiple disheartening



"no's" from others, La Baguette Bakery & Catering proved they could open with their outstanding Chef's Table Testimonials and many sold out events – and that is how La Baguette Bakery & Catering began! Now they celebrate a wonderful 5-years of business with the help of the Central Delaware community!

La Baguette Bakery & Catering are excited to continue to give back to the Central Delaware community by still working closely with their fellow community members, and by providing

many donations to the various businesses throughout the year, especially the CDCC and Central Delaware's Habitat for Humanity.

To learn more about La Baguette Bakery & Catering, feel free visit them on the web at www.labaguettede.com or give them a call at (302) 241-0180. Please join the Central Delaware Chamber of Commerce in congratulating Chef Ludovic and Anita Bezy and the team at La Baguette Bakery & Catering in celebrating their 5-year anniversary!

EXCELLENCE IN BUSINESS

Continued from Page 1

looks for nominees to be kind, driven, and community minded. Nominees are heavily involved in the community and know all about proper business practices here in Central Delaware. To be nominated means to be amongst the best of the best. This prestigious process is highly revered throughout the community and the CDCC wants everyone to know that it is a tremendous honor to be nominated. Thank you to everyone who submitted names – we rely on that commitment to excellence, from you and your nominees!

However, the hard part isn't over! We need YOUR help in awarding our winners in each category: Large Employer of the Year, Small Business of the Year, and Young Professional of the Year. It's time to begin reflecting on the leadership actions of each of the three nominees for these three categories.

Who will get your prized vote? Voting will begin in May. In the May issue of the Chamber Connections, readers will see biographical and business information for nominees. It is important to have a good understanding of who you are voting for and what it is that they do. Take some time to study and be ready to vote!

Official ballots will be mailed to our CDCC members at the end of April, at which time our members are invited to cast one vote for each category and return them to us no later than May 26th. All nine nominees will be acknowledged and honored at our Annual Excellence in Business Awards Dinner in June where the winner will be announced. Thank you in advance for your participation, your vote matters. We look forward to celebrating with you in June!

Last Year's Winners

Jesse Sapp
Chesapeake
Utilities Corporation



Young Professional of the Year

Bayhealth
Medical Center



Large Employer of the Year

The House
of Coffi



Small Business of the Year

DRUM ROLL PLEASE....

Small Business of the Year Nominees



Haass' Family Butcher Shop



La Baguette Bakery & Catering



Tre Sorelle Dolce

Large Employer of the Year Nominees



Kent-Sussex Industries



Dover Federal Credit Union



State Street Assisted Living

Young Professional of the Year Nominees

Matt Bacon



Sous Chef, Roma Italian Restaurant and Sul Tempo Cocktail Lounge

Caitlin Creasey



Director of Neighborhood Revitalization, Central Delaware Habitat for Humanity

Denée Crumrine



Corporate Communications Manager, Highmark Blue Cross Blue Shield Delaware

New Member Spotlights

Introducing Delaware Diagnostic Labs

The COVID-19 pandemic has made us all take a step back to prioritize our health. It has made us realize that health is wealth, and we must take care of ourselves and those around us. One of the organizations helping in this effort of this is Delaware Diagnostic Labs (DDL). DDL is a full-service laboratory providing hematology, chemistry, toxicology, immunology and virology testing. These tests are critical in providing information about the workings of the human body, as well as contributing to the prevention and treatment of life-threatening diseases. With locations in Newark and Claymont, Del., this laboratory is proudly CLIA Certified. Clinical Laboratory Improvement Amendments is an organization designed to enforce, regulate, and improve quality of the laboratories under their network.

Delaware Diagnostic Labs is dedicated to providing their patients, now including members of Central Delaware, with personalized, efficient, and quality-ensured laboratory testing.

Their mission is to “provide innovative, accurate and timely diagnostic, prognostic, and therapeutic information” to their clientele. DDL serves walk-in patients, physicians’ offices, pain management clinics, drug rehabilitation clinics, nursing homes, hospitals and more. They have serviced patients throughout the area including Pennsylvania, Maryland, and New Jersey. DDL has been a reference lab for Christiana Care, St. Francis, Salem Medical Center, along with numerous medical offices, assisted living centers, nursing homes, urgent care facilities, home health care agencies, and more. Their interface connection with electronic medical records system (EMR) makes it easy, fast, and convenient for physicians and patients to order tests and receive their results in a timely manner.

In addition to quality blood and urine testing, DDL has been glad to offer their clients 12 to 24-hour COVID test turnaround times for locals, especially when COVID was



at its multiple peaks. Aside from the valuable COVID-19 PCR test, DDL labs offer neutralizing antibody testing, which measures the levels of working antibodies and helps to determine the protection level a patient has developed. DDL accepts most insurance plans and offers out-of-pocket options as well.

Delaware Diagnostic Labs would like to make their company and their great services known to the Central Delaware Chamber of Commerce members and the community. The team at DDL wants the Central Del-

aware community to know that they are ready and well-equipped to provide trusted and convenient testing services to anyone who is in need.

For more information on Delaware Diagnostic Labs or to schedule a COVID test, visit them on the web at www.deldxlabs.com or contact them at (302) 407-5903. They are also available by email at info@deldxlabs.com. Please join the CDCC in welcoming Central Delaware Labs into membership, we are excited to have them on board!



Meet Katie Hancock of Love Bella Creations

Tutus are a girl’s best friend at Love Bella Creations! Love Bella Creations is a little girls boutique that specializes in custom tutu flower dresses for children. Each tutu is handmade with love and creativity to delight any young youngster. Each custom design by owner Katie Hancock can accommodate any holiday or special occasion to make it one your special girl will remember forever. From birthdays to weddings and holidays, Love Bella Creations guarantees to have your little girl be the star of the show for any occasion!

Love Bella Creations is a small business boutique that began as a hobby for owner, Katie Hancock, when she noticed there were not many local options for custom items for little girls like her own. She took the initiative in creating her own tutus for her daughter, which has led her to be in business for seven years now. Love

Bella Creations is growing day by day, making little girls smile all over Central Delaware. Hancock has turned her love for the hobby into a business that now helps other little girls feel and look beautifully special.

Love Bella Creations doesn’t stop at just magical tutus. This small business also offers unique boutique, cheer, and Disney-themed bows to match a little girl’s personality perfectly. Also offered are Easter tutu baskets, over-the-top bow flip flops, Halloween costumes, and custom T-shirts. Remember Love Bella Creations when holiday season rolls around so you can purchase personalized Christmas elves, Santa plates, and ornaments! They are more than happy to fulfill custom orders for their products for whatever ideas or special occasions you’d love to celebrate.

Founded in 2015, Love Bella Creations predominantly sells their

custom items online via Etsy, an American e-commerce company focused on handmade or vintage items and craft supplies. Hancock’s business has grown to now serve local events and bridal shows in an effort to offer families affordable and adorable custom boutique items they can’t get anywhere else.

With the promising amount of growth present already, Katie Hancock reached out to the Central Delaware Chamber of Commerce (CDCC) in the hopes of gaining networking opportunities. She mentions, “I need to find ways to grow my business. Small businesses can only go so far with networking. Many businesses that I work with spoke so highly of the Chamber.”

Hancock has had great experiences by attending a Sunset Business Mixer and successfully completing the Chamber’s Leadership Central Delaware (LCD) program, Class of 2019,

“each month I learned something new about my state that I had never known before. Often, I had learned multiple amazing facts and hints, that I would not have been enlightened by if it wasn’t for the LCD class.” These memorable experiences led to Katie and Love Bella Creations becoming members of the CDCC. The CDCC hopes to fulfill her hopes of expanding her network and meeting other businesses in the area with the resources we offer.

Love Bella Creations is more than ready to make your child’s event even more memorable with a one-of-a-kind boutique piece. For more information about Love Bella Creations, don’t hesitate to give them a call at (302) 566-6530 or visit them on the web at www.lovebellacreations.com. Please join the CDCC in welcoming Katie Hancock of Love Bella Creations into membership!

New Member Spotlights

Introducing Will Roberts of The Roberts Agency

Will Roberts of The Roberts Agency is a property and casualty insurance broker with Goosehead Insurance located in Dover. He has teamed up with Goosehead Insurance to further his commitment in taking great care of his clients. His profession as broker is to be a trusted intermediary who negotiates the best competitive insurance rates for his clients.

Goosehead Insurance offers both personal and commercial insurance lines accompanied with the latest, cutting-edge technology that allows him to shop dozens of "A-rated" insurance companies within a few minutes. Roberts is passionate about serving his clients and saving their precious time.

Once all insurance companies are searched, Roberts can then take the time to review all potential insurance options to fit his clients' needs. This allows Roberts to create a personalized policy based on the unique risks and desires of each client who requests his services. He is backed by the industry's highest rated client loyalty service team in the nation and is supported by one

of the fastest growing distributors of home and auto insurance in the United States. When clients come to The Roberts Agency, they can have peace of mind that they are getting the most individualized service possible to find insurance policies that work for them, not the other way around.

Roberts is a born and raised Louisiana native who was brought to Dover by enlisting in the U.S. Air Force at age 17, to be stationed at Dover Air Force Base. He mentions, "When you go to Dover, its all over, and I haven't left since." Roberts also has over 23 years of experience in America's cooperate financial sector. He has worked as a financial advisor for a number of years as well as managed an inbound service center for an asset manager. He is powered by his strong entrepreneurial spirit within, which led him to start his own business in 2021, The Roberts Agency.

He is married to the love of his life, Maricar, and they have three beautiful children together, Blake, Liam and Lianna. In his free time, he enjoys

supporting his children in their extracurricular activities including tennis, baseball, and piano. Roberts is an avid runner and tennis player.

The Roberts Agency decided to join the Central Delaware Chamber of Commerce with a primary purpose of giving back to the community and getting to know the community better. He says, "I have been in Delaware since 1995, but still feel like there is still so much to learn and so many people to get to know. I look forward to assisting the chamber moving forward and

getting to know its great people." After attending a Sunset Business Mixer, he was very interested in becoming a member. He sees the Chamber "as an outlet to do more for our community!"

For more information about Will Roberts of The Roberts Agency, please give him a call at (302) 608-0177 or visit him on the web at www.willinsureme.com. Roberts is willing and ready to assist you in navigating the personal and commercial home and auto insurance world. Please join the CDCC in warmly welcoming Will Roberts and The Roberts Agency into membership!



Member News

Signed, Sealed, Delivered! Kent County Grants Impact Businesses

It has been a long and arduous process getting checks into the hands of Central Delaware's affected businesses, but it has finally happened! The CDCC, along with Kent County Tourism Corporation (KCT) and Kent County Levy Court, has been fortunate to be a part of the process of rebuilding and supporting Central Delaware's business community who have suffered great loss due to the COVID-19 pandemic, which effects are still being felt to this day. COVID-19 has affected almost every aspect of human life and has caused us all to slow down and realize we are only as strong as our communities. The people, from small and large businesses, that form the resilient economy of Central Delaware are so crucial to making Central Delaware THE place to live, work, and play. The CDCC was so eager to get grants in the hands of the small businesses who needed them!

Once earning the green light from Kent County Levy Court on Nov. 9 2021, with a unanimous vote to disburse a total of \$5 million to the county, the CDCC and KCT went to work, detailing a path forward with the new grant programs. Kent County Levy Court officially voted to assist

small and hospitality businesses by providing \$2 million in grants to the hospitality industry, and another \$3 million to small businesses within the county. Proceeds from the American Rescue Plan Act of 2021 which were allocated for Kent County will be used to fund these new grant programs.

"As we all know the hospitality industry was particularly hard hit during the COVID pandemic," said Pete Bradley, director for Kent County Tourism Commission (KCTC). "This \$2M grant program will definitely help some of our hoteliers and banquet facilities get back on their feet."

"We are so grateful to the commissioners in Kent County for stepping up to help our businesses," added Judy Diogo, then-president of the CDCC. "These grants are going to be a welcomed gift for our businesses that are struggling to keep their businesses viable."

Grant recipients were required to show a decrease in gross revenue; must be a business located in Kent County; submit required documents; and apply on time before the funds have been exhausted. Intern Elizabeth Walter has done a phenomenal job in facilitating this process, running it as

smoothly and easily as possible for all applicants. She shares, "People really know their businesses, but that does not mean the forms and technical aspects will be easy for them. The CDCC works hard to get the needed funds to as many people as possible. It's really important to everyone here."

The grant portal officially opened on Jan. 3, 2022, and recently closed on March 31. In the last few weeks, the CDCC had a wonderful time meeting new faces of Central Delaware's small business community. Hearing some of their stories and directly seeing the impact the grant checks were going to have on their businesses made the journey worthwhile and further solidified the essential purpose of the Chamber.

Congratulations to all our Kent County's grant recipients! Thank you for taking the time and initiative out of your busy schedules to better Central Delaware with the help of the Central Delaware Chamber of Commerce. Thank you for your patience and continued hope as we navigate our ever-changing world together. Thank you for trusting that "the CDCC is THE essential resource for the development of businesses in Central Delaware!"



Member of the Month



NAME: Evie Zerefos

TITLE: Vice Chairperson

BUSINESS: Delaware SCORE

ADDRESS: 1105 N. Market Street, Suite 2, Wilmington, DE 19801

HOURS: 9 a.m. - 5 p.m.

PHONE: (302) 661-2366

WEBSITE: delaware.score.org

EMAIL: contact.0042@scorevolunteer.org

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

SCORE, founded in 1964, is a 501(c)(3) non-profit organization and a resource partner of the U.S. Small Business Administration. With more than 10,000 volunteer expert mentors nationwide, it helps small businesses get off the ground, grow and achieve sustainability. Delaware SCORE maintains a core of experienced business mentors, who have served in executive positions in a variety of retail, commercial, industrial, educational, and non-profit enterprises throughout the Delaware and Delmarva region. Delaware SCORE business mentors provide, free of cost confidential business counseling to small business entrepreneurs to draft business plans, manage finances, assess operations, develop marketing strategies, and acquire funding.

Tell us about your role in the business/organization.

I am the Vice Chairperson of Delaware SCORE, with my focus on expanding our

operational and business counseling footprint throughout Delaware and the coastal Delmarva region as well. I concentrate on expanding our free advisory services to all entrepreneurs establishing a small business, growing a small business, and improving overall business operations.

Tell us something that makes your business/organization unique.

Delaware SCORE provides all of its business planning, market strategy, competitor analysis and financial advisory services at no cost to the small business entrepreneur.

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

Delaware SCORE's future is very clear – continue to apply its proven step-by-step approach in helping clients define the benefits of their product or services; identify their ideal customers; establish attainable goals and objectives; draw up executable business plans; and lay out the plan for business success. Delaware SCORE will continue

to expand its educational workshops and one-on-one confidential mentoring sessions that provide information and techniques for starting, managing, growing, and sustaining a successful small business.

How has the Chamber helped your business/organization grow?

Delaware SCORE has gained, and continues to gain, extensive exposure via Chamber networking events throughout Central Delaware that has resulted in crucial B2B interface and knowledge sharing along with the growth of partnerships amongst Chamber members

What is your best advice to other businesses/organizations?

Always take full advantage of Delaware SCORE's depth and breadth in helping to build and grow a new or existing small business. Its services are free, and the advice provided maximizes a small business owner's success. For small business guidance, please visit delaware.score.org.



Ambassador Corner

Who is Kate Green?

When Kate Greene and Jim Suhre, the husband-and-wife team behind the full-service advertising agency IMD4, moved to Dover in 2017, the first thing they did after unpacking was join the Central Delaware Chamber of Commerce (CDCC).

"A good chamber can be the heartbeat of a thriving business community," said Kate. "And the CDCC sure fits that bill. When we moved to Dover, we didn't know anyone, but the Chamber has helped us meet the community and we have found some wonderful clients

along the way." Also, Kate is proud to be awarded as the CDCC's Outstanding Volunteer of the Year for 2021!

Because the CDCC has been so helpful in helping relocate IMD4 to the central Delaware area, Kate opted to become a Chamber Ambassador as a way to help other new members find out about all of the wonderful programs and opportunities the Chamber has to offer. Jim and Kate also share their talents as active members of the CDCC's Marketing Committee.

IMD4 is a full-service advertising

agency, able to create all aspects of marketing to help grow your business. IMD4 also specializes in branding, consulting, and business strategy, including site location analysis for growing businesses. They have decades of experience in marketing, design, and consulting work. Jim has worked for major New York advertising agencies, and both have worked in television as well.

To learn more about IMD4, and see examples of their work, visit their website at www.imd4.com.



Congratulations - You're a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2022 in the Chamber Connections. "Congratulations – You're a 10!" is designed to recognize, congratulate and highlight recently renewed members who are celebrating membership anniversaries in increments of 10.



Thank You for Your Renewal!

RENEWALS FOR FEBRUARY

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
BBSI	50	Wattay Accounting — Smyrna	8
Kraft Heinz Company	50	Boeing	7
Family Dental Associates	42	Liberty Tax Service	7
Elizabeth Murphey School, Inc.	40	S&G Accounting & Tax Services	7
POLYTECH School District	36	Shore United Bank — Camden	7
Fifer's Farm Store & Kitchen	33	All States Construction Company, Inc.	6
Landmark Science and Engineering	29	Bennie Smith Funeral & Limousine Services	6
Dover Family Chiropractic	28	Dover Federal Credit Union — Smyrna	6
Patterson Schwartz	27	KRM Development Corporation	6
Lessard Builders, Inc.	24	Leander Lakes, LLC	6
Kent Sign Co.	23	Activ Pest Solutions	5
PR Delaware LLC	23	Delaware Transit Corp/DART First State	5
Delaware Association of Realtors	21	DEMEC	5
Holiday Inn Express	21	Grey Fox Grille	5
U.S. Small Business Administration	21	People Ready	5
Beltone Hearing Center	20	AARP Delaware	4
First State Manufactured Housing Association	19	Benchmark Builders	4
Bob Johnsons Computer Stuff, Inc.	18	Miller's Roofing & Coatings, LLC	4
Keller Williams Realty Central Delaware	18	Snow's Painting Service, LLC	4
Sleep Inn and Suites	14	Cooperative Credit Union Association	3
Diamond State Pest Control, LLC	13	Delaware State Auditor Kathy McGuinness	3
Dover Mall LLC	12	Delmarva Pole Buildings	3
Westover Companies — Lake Club Apts	12	Fly High Cheer and Tumble	3
Pinnacle Rehabilitation & Health Center	11	Harrington Business Association	3
American Legion Post 14 & Station 64	9	Decorating Den Interiors	2
Carey Insurance Group	9	Eunity Solutions	2
Delaware Health Information Network	9	Hook PR & Marketing	2
Delaware Public Media	9	Miller Mortgage Group at AnnieMac Home Mortgage	2
Janney Montgomery Scott LLC	9	Mt. Zion A.M.E. Church — Dover	2
Kent County Republican Committee	9	NextHome Preferred	2
Eagle Nail & Tool Supply of Milford LLC	8	Shortcutz Lawn & Landscape Co.	2
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If you recognize the location of the header picture on our front page, be the **THIRD PERSON** 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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The winner of the March "Coffee on US" Contest was individual member, **Janie Libby**, retired, who correctly identified the Harrington Raceway & Casino. Congratulations, Janie – 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.

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