

Chamber Connections

Vol. 45 // No. 8

cdcc.net

AUGUST 2022



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Mark your calendars for the CDCC's 2022 Amazing Chase event occurring on Wednesday, Oct. 5, starting at 5 p.m. for an evening of competitive camaraderie in the heart of the First State, also known as Downtown Dover! Begin priming your teams for success to take on a scavenger hunt like no other. Clear your schedule for an evening of fall fun!

Save The Date for the CDCC's Amazing Chase!

For those who are not familiar with this event, The Amazing Chase: Downtown Dover Edition is the CDCC's take on the multi-Emmy awarding-winning adventure reality game show, The Amazing Race. The premise of the show is that teams of two race around the world, solve clues, perform mental and physical challenges, while avoiding eliminations in order to emerge victorious and receive the grand prize. It is surely an adventure of the

lifetime!

The CDCC is bringing the adventure of a lifetime to Downtown Dover! Participating in The Amazing Chase guarantees an evening of ambitious, amiable, adventures all over the city. Merchants who participate in this event provide clues, that if debunked correctly by the teams, lead them all into their

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Get in the Spirit of Giving! Holiday Auction has New Format



The Central Delaware Chamber of Commerce believes it is never too early to get in the spirit of giving, especially

as we get closer to the end of the year and the holidays are right around the corner. While we know the holidays can be a stressful and hectic time, they instill cheer, hope, love and the spirit of giving to the special people in our lives. The CDCC hopes to relieve some of that stress for our members by bringing potential gifts to you for everyone on your list. The CDCC's Annual Holiday

Gift Auction coming this Oct. 26, 2022, at Maple Dale Country Club from 5 to 7:30 p.m., will serve the community by offering an amazing array of donated items from our local businesses.

The CDCC is currently accepting donations for auction items for the 19th Annual Holiday Gift Auction – one of

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A Special 2-in-1 Networking Event!



Greetings CDCC Members and friends! We hope you are staying safe and beating the heat this summer. We

hope you enjoy outdoor activities at our wonderful beaches, state parks and festivals all season. And here we go into a new month of possibilities, new networking opportunities and new experiences together — Welcome August!

For those of you who are familiar with the premier networking event of

the CDCC, the Sunset Business Mixer, you're in for a surprise this month! The CDCC is offering a 2-in-1 networking event on Wednesday, Aug. 31, from 4 to 7 p.m. at Noble's Pond in Dover. On the last Wednesday of each month, our Sunset Business Mixer is always

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Dina's Digest



PRESIDENT
DINA VENDETTI

Calendar of Events

AUGUST

- Thursday, Aug. 4**
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court
- Monday, Aug. 29**
CDCC Executive Committee Meeting
8 – 10 a.m.
CDCC Conference Room
- Tuesday, Aug. 9**
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson
- Wednesday, Aug. 10**
Marketing Committee Meeting
10 – 11 a.m., CDCC Conference Room
- Thursday, Aug. 11**
Member Orientation
8:30 – 10 a.m.
via Zoom
- Tuesday, Aug. 16**
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room

SEPTEMBER

- Thursday, Sept. 1**
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court
- Monday, Sept. 5**
Labor Day
Office Closed
- Thursday, Sept. 8**
Member Orientation
12 – 1:30 p.m.
via Zoom
- Tuesday, Sept. 13**
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson
- Tuesday, Sept. 13**
Young Professionals Social
12 – 1 p.m.
FCCB – Dover
- Wednesday, Sept. 14**
Coffee Coaching
8 – 9 a.m.
via Zoom
- Wednesday, Sept. 14**
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room
- Thursday & Friday, Sept. 15 & 16**
LCD Class of 2023 Opening Retreat
8 a.m.
Brighton Suites in Rehoboth Beach
- Tuesday, Sept. 20**
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room
- Wednesday, Sept. 28**
Ambassador Committee Meeting
4:30 p.m.
TBA
- Wednesday, Sept. 28**
Sunset Business Mixer
5 – 7 p.m.
TBA

Anticipating a Bountiful Fall Harvest!

At this time of the year, it seems appropriate to ask, “How’s your garden growing?” I can imagine that many of you are having fun bringing in newly ripened tomatoes – fresh off the vine, peppers, squash and much more. I imagine that some of you are already looking for yet one more way to cook zucchini! It’s fun to practice a home version of farm to table, isn’t it? Whatever you are beginning to harvest, it all began the same way – with one little seed. Just add sunlight, water, and some TLC, and – WOW! – now there are fruits and vegetables galore!

Here at your Chamber, we are already making plans for a bountiful Fall “harvest,” of sorts. We are diligently working on sowing the seeds of planning for the many events and activities that the Autumn months will bring. We are excited to be able to continue to gather our members for experiences in education, legislation, marketing, and networking to help businesses succeed, thrive and grow! Here’s what’s coming...

At the August Sunset Business Mixer, we will once again present our Member 2 Member Expo. This is an opportunity for members to learn all about other members’ businesses. If you’d like to showcase what’s happening in your business, simply give us call and purchase a table-top display space at the expo! Tables are \$125 and give you the opportunity to share flyers, business cards, samples, etc., and talk with other members about your company.

Our annual Amazing Chase will be held in downtown Dover on Oct. 5 beginning at 5 p.m. This event, which imitates television’s once popular Amazing

Race, will feature teams of 3 who partner for an exciting scavenger hunt to highlight the awesome businesses that make up Downtown Dover! Each merchant will provide a challenge at their location for the participants to complete. What a great way to explore our downtown shopping district!

At the end of October, we will hold our annual Holiday Gift Auction. This year’s auction will be a little different. The live portion of the auction will be held as part of an October Sunset Business Mixer, while the silent portion of the auction will take place completely online prior to the live event. Items won at the silent auction will be able to be picked up at the live auction event. Stay tuned for more details!

In November, we will gather for our annual State of the Base Briefing. This event will be on Nov. 18, stay tuned for details about location. The beloved State of the Base Briefing features a report by Dover Air Force Base’s leadership highlighting missions and other significant happenings over the past year and a sneak preview of coming attractions for the year ahead. Mark your calendars now for this event – you won’t want to miss it!

So, as you can see, the CDCC Fall “harvest” is going to be plentiful! As always, for more information about YOUR Chamber’s activities and programs OR to register for events, please give us a call at the CDCC Office (302) 734-7513 or visit our website at www.cdcc.net. We are excited to be sharing these events with all of you and we look forward to seeing you soon!

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

Cornerstone Members

Harrington Raceway & Casino



Harrington Raceway's 76th season of live harness racing will resume after a summer hiatus on Aug. 15. Racing will take place on a Monday/Tuesday schedule for the balance of August before a Monday through Wednesday schedule will resume on Sept. 5 through the season's end on Oct. 19.

Highlights for the fall season include the Delaware Standardbred Breeders Fund (DSBF) \$100,000 final events for the state's top 2-year-old horses on Oct. 3-5. The DSBF program promotes breeding in the First State, which is a vital tool for open space, as the state has thousands of acres in local breeding facilities, spread across all three counties.

Allan Davis is the current meet leading driver and is in pursuit of his third driving dash title at Harrington. Davis is the son of local legend Eddie

Davis, long time driving champ on the Delaware circuit. Art Stafford Jr. and youngster Montrell Teague round out the top three. Joe Columbo, Chuck Crissman and Tyler Davis sit atop the trainer standings. Columbo and Crissman both have won training titles here previously.

A trio of driving milestones were reached during the spring season as harness racing's second all-time leading driver, Tony Morgan, surpassed 17,000 career wins. Morgan has been a leading driver on the local circuit for nearly 20 years since re-locating from the Chicago area where he spent much of his career. Only Dave Palone, who recently exceeded 20,000 lifetime victories, has more wins than Morgan. Corey Callahan, who ranks in the top 15 nationally in earnings and wins, recently notched his 7,000th career win. Former Harrington driving champ Mike Cole reached the 2,000-win mark early in the season.

A trio of \$50,000 invitational races are being planned near the end of the



Allan Davis, Harrington's Raceway's leading driver is in pursuit of his third driving title.



Harrington horseman George Teague Jr. became just the second Delawarean to be inducted into the Harness Racing Hall of Fame this summer.

meet, spotlighting some of the top local horses.

Earlier this summer, on July 3, local horseman George Teague Jr. of Harrington became just the second Delawarean to be inducted to the harness racing Hall of Fame. The Teague stable, based at Harrington Raceway, has produced two national horses of the year, Rainbow Blue (2004) and Wiggle It Jiggleit (2015), in addition to many other top divisional champions. Wilmington-native Joe Holloway, the first

Delawarean to be inducted, introduced Teague to the crowd in Goshen, N.Y., for the ceremonies. In his induction speech, Teague paid homage to early influences in his career, like his parents and trainers Gerald Kelly, Frank Rende and Ty Case. Approximately 50 people from Delaware made the 4-hour drive to celebrate Teague's induction.

For more information about Harrington Raceway & Casino, please visit www.harringtonraceway.com, or give us a call at (302) 398-4920.

How Do Balance Transfers Work? Here's 5 Steps to Help You Save



The financial impact of the pandemic has been difficult for our community. In combination with inflation and interest rates rising, consumer debt has drastically increased. According to data released from the Federal Reserve Bank of New York, consumer credit card balances reached a record high of \$841 billion in March of 2022. With credit card rates being the highest among consumers, it can be more difficult to pay down debt with compounding interest. If you are among the millions who have increased their

credit card balance within the past two years, consolidating to a lower interest card with a balance transfer may be your answer to get you back on track to lowering your debt. Here are 5 steps to help you understand the amazing benefits of transferring your balance.

1. Understand Balance Transfers

A balance transfer is simply taking the balance of your standing debt, normally on a credit card, and moving it to a new credit card while taking advantage of a lower rate, called an introductory or promotional rate. Introductory rates are for a specified amount of time and can be used to your advantage. For example, if you have a \$1,000 balance on a credit card with an 18% interest rate, transferring that balance to a new credit card at 0% interest for 12 months will allow you to save tremendously on interest to pay down your balance. Also, balance transfers are not

only limited to credit card debt. Some will allow you to consolidate other debts such as personal and auto loans.

2. Find the right balance transfer for you

First, find a credit card company that matches your needs and can be a resolution to your situation. It is recommended to find a financial institution that will provide an offer to you without impacting your credit. This is considered a pre-approval and will be a soft check on your credit, which means no hard credit checks will be on your credit unless you accept the offer. Keeping your credit score high with the least amount of hard inquiries is important when it comes to credit



score management.

3. Pay Attention to the Rates and Fees

Most credit card companies offer an introductory period with rates as low as 0% interest. The timeframes given with this special rate can normally range from 6-18 months, which is a great amount of time to pay down debt at a lower rate. Other rates and

Introducing the Leadership Central Delaware Class of 2023!

Every ending equals a chance for a new beginning, and the LCD Class of 2022 knows this all too well. The new graduates of the Leadership Central Delaware program are out in the community doing amazing things together. The LCD Class of 2023 will surely be no different as a group of 28 talented, professional and enthusiastic individuals embark on a completely new journey together this year.

And the cycle continues! The applications have been reviewed, and the interviews have been completed. The Central Delaware Chamber of Commerce is excited to announce the Leadership Central Delaware Class of 2023!

This new class of industry professionals has sought out this wonderful opportunity to step outside of their comfort zone and step into their community like they have never done before. They'll get the "insider look" at Kent County by touring, listening and learning about its various key economic industries. They will meet face-to-face with exceptional leaders, learn from their examples and shape their own leadership styles all while having fun and creating bonds to last forever.

This is a new beginning for the LCD Class of 2023, and the CDCC couldn't be more excited to welcome, encourage and empower each student as they take that next step in their lives, careers and personal development journeys. We hope that their goal of

being community leaders becomes clearer as they build a new network of like-minded people with a variety of expertise.

This begins the 22nd year of the Chamber's Diamond Program. The members of the LCD Class of 2023 have big shoes to fill; however they should not be worried because their Chamber and community are by their side every step of the way, even past graduation day in June 2023, when they successfully complete the program.

The Class will kick off the year strong with an initial Meet & Greet reception at Dean & Terry Blaha's (Class of 2004) beautiful estate. This is the primer to their overnight Opening Retreat in September in Rehoboth Beach, and from there on the fun and learning really begin as they meet once a month for their jam-packed class day! A lot is to be learned and experienced within this new dynamic group of people and the CDCC can't wait to see it unfold.

Without further ado, the Central Delaware Chamber of Commerce presents to the Leadership Central Delaware Class of 2023!

- Logan Anderson,**
Delaware State News
- Dunkia Brown,**
Bally's Dover Casino Resort
- Jamie Como,**
Chesapeake Utilities
- Danielle Conklin,**
Dedicated to Women
- Brianna Felts,**
First Command Financial Services
- Tenish Gregory,**
CenDel Foundation
- Dylan Grimes,**
Central Delaware Habitat for Humanity
- Carrie Hart,**
Bayhealth
- Tyler Hartman,**
Century Engineering
- Nicole Hercules,**
Dover Federal Credit Union

- Esosa Iriowen,**
Mark Group Companies, LLC
- Shantel Jonas,**
Dover Federal Credit Union
- Melinda Levasseur,**
Bally's Dover Casino Resort
- Katie Macklin,**
Alzheimer's Association Delaware Valley Chapter
- Jessica Main,**
Raymond F. Book & Associates CPAs
- Jessica Moyer,**
The Ice House: Wellness + Community
- Angela Nartowicz,**
Dover Air Force Base
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Harrington Raceway & Casino

James Tompkins,
Bayhealth

Stacey Wilkins,
Del-One Federal Credit Union

Amy Zook,
Chesapeake Utilities

Please join us in congratulating the LCD Class of 2023! Wish them good luck and kudos as you show support for their desire to take initiative and apply themselves for the betterment of the community! What an amazing journey this will be — we just know it!

There is no time like the present to commit and challenge yourself to be better than yesterday, and the CDCC is proud to have a hand in making this true for our community.

To learn more about Leadership Central Delaware or if you are interested in sponsoring the CDCC's Diamond Program, call us at (302) 734-7513 or visit www.cdcc.net/education/lcd.

At the end of another wonderful year of training Central Delaware's next generation of leaders, we would like to take a moment to extend a heartfelt thank you to our amazing sponsors! Once again, our year was filled with experiences, conversations and skill building activities that are sure to enhance the portfolios of our participants. This program truly does generate a positive impact on our area's business community – and the community at large. Thank you, sponsors for understanding and investing in this, our diamond program!

Sponsors confirmed as of 9.21.21



BALANCE TRANSFERS

Continued from Page 3

fees to pay attention to are the balance transfer fees and the standard rates. Most financial institutions will charge a balance transfer fee from 3-5% of the total balance you are transferring. And introductory rates are for a limited amount of time. After the period of time has ended, your rate will increase to the standard rate notated on the contract.

4. Understand Variable Rate versus Fixed Rate

When accepting a credit card agreement, be sure to pay attention to what kind of rate is in the offer. A variable interest rate loan is a loan where the interest charged on the outstanding balance fluctuates based on an underlying benchmark. This is a rate that could change often. A fixed interest rate loan is a loan where the interest rate on the loan remains the same for the life of the loan. Do your research

and calculations to configure which rate will work best for your needs.

5. Set a Plan, and Pay it off!

It's important to set a plan to pay off the balance before the introductory rate expires. Check out Dover Federal's built-in Debt Consolidation Calculator to help you figure out your monthly payment and how long it will take you to pay off your debt (www.doverfcu.com/resources/tools/calculators).

Balance	Interest Rate	Monthly Payment	Months to Pay to Zero	Interest Paid
\$1,000	18%	\$35	38 months	\$315.60
\$1,030 (balance transfer fee added)	0%	\$85.83	12 months	\$0

Once you've determined which credit card offer you will accept and have a plan ready, make sure you gather all of the information you have from your other creditors to prepare to consolidate. You will need to know the payoff balance(s), address(es), and

account number(s) of your debtors for a smooth transaction.

Take a look at an example of a plan to pay off \$1000 in one year with a balance transfer in comparison to paying it off regularly.

account number(s) of your debtors for a smooth transaction.

Key Points about Balance Transfers

- They are used to transfer debt (credit card or other

personal) to a new credit card

- Take advantage of preapproval offers, to help minimize hard inquiries
- Find the lowest introductory rate offers
- Notate when the introductory rate ends
- Balance transfers can charge a fee of 3-5% of your balance

Now that you understand what a balance transfer is and how it works, take a look at Dover Federal's Credit Cards (www.doverfcu.com/loans/personal-loans/credit-cards) and choose the card that will help you get there, wherever that may be.

For more information about Dover Federal Credit Union, please visit www.doverfcu.com or give us a call at (302) 678-8000.

AMAZING CHASE

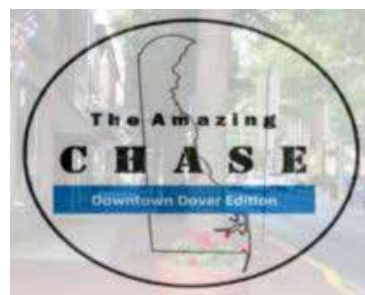
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doors, which will then progress them to their next location. The Amazing Chase is not only a race against other teams of the three, but also against time. Teams need to prime their quick wit, knowledge of Downtown Dover and wear their most agile shoes as they race around our beloved city.

The CDCC is proud to bring this fun event to its members because of the relationships it builds, the small businesses it supports and the community bonds it strengthens. The Amazing Chase is the perfect event to highlight the great businesses that make up Downtown Dover, while also increasing the awareness of what our downtown has to offer.

The CDCC is currently offering sponsorship opportunities for this year's Amazing Chase. Support small downtown businesses while getting your company's name seen and heard. The CDCC could not make this event such a continued success without the participation of great business-minded people like you who want our city to flourish. Be a participating merchant for only \$100 and secure your team of three for just \$75 today! – Teams and merchants will fill quickly, so save the date (Oct. 5) and register now!

If you are interested in being a participating merchant, registering a team or would like more information about The CDCC's Amazing Chase, please do not hesitate to contact the CDCC office at (302) 734-7513 or visit their website atdcc.net for more information. The CDCC can't wait to cheer you on at The 2022 Amazing Chase!



HOLIDAY GIFT AUCTION

Continued from Page 1

our biggest events of the year! Auctions are a fun and engaging way to connect the community, increase awareness of local businesses and browse a large variety of unique items to please even the pickiest people on your list. The CDCC's Holiday Gift Auction is the perfect event to take home unique, eye-catching, one-of-a-kind, gifts that you may not be able to buy anywhere else. Attendees can expect to see over 150 high-quality, useful and thoughtful items on which to place their bids. Food, jewelry, clothing, vouchers, experiences and more are all up for grabs. This is a direct way to support local businesses and your fellow Chamber Members, while enjoying a fun and inviting atmosphere.

The CDCC is excited to seize any opportunity to showcase all the amazing businesses that make up our membership. By donating an item, voucher, or experience you are inviting someone into your business. You are putting your best foot forward so that potential new customers, clients and friends can enjoy your hard work, products and services. By donating what you can as a business, you are increasing awareness of your business in the community and to your fellow chamber members.

Think about how much thought and hard work goes into your business. What better way to showcase that than through donating a personalized, intriguing, and beautiful gift for someone to walk home with guaranteed. This is a personal, easy, and fun way to showcase your brand, business, or company, and create a talking point not only for all auction attendees, but for the social circles of the lucky winner of your item. Consider increasing your business' reach by donating an item to the CDCC's highly anticipated Holiday Gift Auction! We cannot wait to the amazing culmination of products/services that reflect the talent of our membership – we don't want you to miss out on this opportunity!

Keep your eyes and ears open for updates on this consistently well-revered event as we approach the fall. It is never too early to submit your donated items. If you are interested in getting your business's name out there by donating, do not hesitate to call the CDCC office at (302) 734-7513 or visit the website www.cdcc.net/auction.



Member News

CDCC joins National Vinyl Products for a Groundbreaking Ceremony



CDCC joins National Vinyl Products for a Groundbreaking Ceremony

The Central Delaware Chamber of Commerce hosted a groundbreaking ceremony for Barrette Outdoor Living and National Vinyl Products (NVP) on Wednesday, July 27. The event was held at 1886 Lynnbury Woods Road in Dover. Chamber members and friends joined the team at NVP to celebrate their 13,000 square foot expansion and commitment to grow the community!

Barrette Outdoor Living broke ground to expand its existing facilities in Nephi, Utah, and in Dover. The two locations are home to National Vinyl Products (NVP), a prominent, national brand of PVC fence and rail components. Once completed, the expansions will significantly increase the company's vinyl extrusion capacity to better serve both its NVP specific customers, as well as other brands under the Barrette Outdoor Living umbrella.

In Nephi, a 30,000 square foot expansion will feature state-of-the-art automation and allow for additional extrusion lines, in-line fabrication and product kitting. Expected to be completed in early 2023, the expanded space will bring 30 full-time new jobs to the local community, in addition to approximately 200 employees currently working at the location.

"With NVP now being a part of the Barrette Outdoor Living family, we are able to grow our footprint in the marketplace — allowing us to serve our customers in more meaningful and efficient ways," said Zack Clark, general manager of NVP. "The state-of-the-art equipment, manufacturing processes and products that Barrette Outdoor Living now shares with us has only made our brand stronger and more competitive."

At its Dover location, Barrette Outdoor Living plans to build an additional 13,000 square foot building that will house its blending operations — allowing the company to mix custom PVC compounds on site. The new building will also feature a receiving dock and includes nine acres of outdoor storage which will allow Barrette Outdoor Liv-

ing to improve lead times and product availability to its customers.

The new Dover site will also feature a PVC recycling center — part of Barrette Outdoor Living's GreenWays Recycling Program. The program works with customers to collect recyclable PVC materials that are then processed and used as substrate in the company's vinyl products.

In addition, the facility will have direct access to a rail line, ensuring efficient delivery of raw materials from vendors. The direct-to-plant rail delivery eliminates the need for additional transportation methods, helping to reduce the company's carbon footprint and bolster its overall commitment to sustainable manufacturing.

Expected to be completed in early 2023, the Dover expansion will bring 20 full-time new jobs to the local economy, in addition to approximately 100 employees currently working at the location.

Barrette Outdoor Living, Inc., empowers homeowners to bring their personal outdoor space to life — however they envision it — by providing fencing, railing, decking and complementary outdoor products that beckon people to embrace their "Outside Side." Barrette Outdoor Living is proud to be an American manufacturer, offering products that are meticulously engineered and designed for flexibility and ease of installation. The company holds more than 70 patents and utilizes proprietary state-of-the-art machinery and rigorous testing and control standards in its manufacturing. National Vinyl Products (NVP) is a prominent, national brand of PVC fence and rail components, serving vinyl fence fabricators, contractors, and wholesalers across the United States since 2004. NVP joined the Barrette Outdoor Living family in 2021. For more information, visit barretteoutdoorliving.com and www.nvpfence.com.

Please join the CDCC in congratulating NVP on their expansion!





GRILLING & Chilling

FRIDAY, SEPTEMBER 9, 2022

• Maple Dale Country Club •

ABOUT THIS EVENT

Meals on Wheels Delaware Presents
Grilling & Chilling (formerly Sip & Savor)
hosted by Comedienne K-Mack.

- Seated family-style barbeque fare hot off the grill
- Food Trucks • Stations featuring local restaurants
- Signature Cocktails, Craft Brews & Wines
- Casual • Live Entertainment • Auction

Guests will grab a cocktail and bites from stations and then move to a seated family-style dinner.

SCHEDULE:

5:00 PM
Doors Open

6:00 PM – 7:00 PM
Cocktail Hour with Hors d'oeuvres

7:00 PM – 8:00 PM
Seated Family Style BBQ by Maple Dale Country Club and Auction

8:00 PM – 9:00 PM
Dessert, Cocktails and Entertainment







BENEFITTING MEALS ON WHEELS DELAWARE

Meals on Wheels Delaware raises funds and awareness in support of five meal delivery programs statewide. In 2021, 698,509 hot meals were delivered to over 6,600 seniors statewide. Grilling & Chilling will be publicized in local print, online, broadcast media as well as social media.

SPONSORSHIP BENEFITS INCLUDE:

- Invitation, Print Ad, Press Release, Event Signage
- Event Passes
- Program Book Ad
- Recognition on Event E-mail Blasts, Social Media & Online Presence

Consider sponsoring Meals on Wheels Delaware's Kent County fundraiser and help seniors age with dignity without the fear of hunger.

• *Together We Can End Senior Hunger.* •

For more information,
visit www.mealsonwheelsde.org
or call (302)-656-3257.

Member News

New West Dover Paramedic Substation Officially Opens

Kent County Levy Court Commissioners and the Kent County Department of Public Safety are pleased to announce the opening of the West Dover Paramedic Substation located at 2500 Forrest Avenue in Dover. The facility became operational on Thursday, June 23; a ribbon cutting event was held on Thursday, July 14 to officially announce its presence.

The \$1.2 million facility was built by Green Diamond builders on what was once a brownfield site.

“We are very pleased to open our fifth Paramedic Station at this location on Delaware Route 8”, said County Administrator Michael Petit de Mange. “This once abandoned commercial property has been transformed into a high-quality public safety facility that will enable us to continue to provide outstanding EMS Services for our citizens and visitors, especially those in western Kent County.”

Commissioner Jeffrey W. Hall, chair of public safety added, “Levy Court saw an opportunity to expand public safety services to western Kent County by economically repurposing an eyesore on Forrest Avenue. As a result, we will have improved response times that reflect the population shifts in our county and improve our services to the community.”

“The development of this substation will enhance the ability of our paramedics to deploy rapidly into western Kent County with the net result yielding lower morbidity and mortality rates,” said Public Safety Chief Colin Faulkner.

Although the Department of Public Safety has paramedic units in Frederica, Harrington, Smyrna and Dover, this is the first substation, which was built to help deploy paramedic units more quickly in rural areas in western Kent County. “Our response time was taking too long to get to the west side of Kent

County; the new substation will help remedy the problem,” said Levy Court President, Terry L. Pepper said. “Since elected to Levy Court, I have been concerned about our paramedic response time to the area west of Dover, Hartly and Marydel. With the staffing and equipping of this new paramedic facility, residents will receive the professional medical emergency response they want and deserve in their times of medical emergencies.”

Funding came through multiple years of the Real Estate Transfer Tax Reserve. State Sen. Bruce Ennis of the 14th District, who is credited for consolidating the oversight of a statewide EMS system during his tenure as a House Representative. It was a four-year battle based on the recommendation of the Administrative Task Force of the Delaware Emergency Medical Services Advisory Council that affirmed that such a quality of service would reduce mortality and morbidity rates, which reduces the overall cost of health care delivery.

“Senate Substituent No.1 to Senate Bill 1 was enacted into Delaware law on Jan. 12, 1990, by Gov. Michael Castle after two previous bills had been introduced since July 20, 1986,” said Ennis. “The act known as the ‘State-wide Paramedic Act’ mandated county government participation. I commend the leadership of both the Kent County Department of Public Safety and the Kent County Levy Court for their outstanding dedication to the program. Congratulations also go to both for reaching this milestone of service expansion of the new West Dover Paramedic Substation to better serve those of western Kent County and the City of Dover.”

**Submitted by Kelly Pitts,
Kent County Levy Court**





LEGISLATIVE UPDATE

“FINAL GAVEL”

2nd SESSION OF THE 151st GENERAL ASSEMBLY

As of July 16, 2022
EXECUTIVE SUMMARY

‘Point of Order, Madam President’
-Sen. Colin Bonini

By C. Scott Kidner,
C.S. Kidner Associates/Capitol Strategies

The Second Session of the 151st Delaware General Assembly started with COVID waning and all members of the State Legislature returning to the building for in-person Session. What remained from COVID was that the Senate continued in virtual committee meetings and in-person Session until June, but the House went to in-person Session in January and then went to committee meetings in-person by April.

As the Session progressed, many of the social issues that had not been acted upon (or failed to get traction) were once again back on the schedule for debate and votes. And while the public had more access than last year – it was still a difficult environment to petition your government. And given the majority of Senate committees would not meet in-person but only virtually, this allowed some bills to move through the system quickly.

Like last year, some were unclear on how Delaware’s economy would fare, given some segments of the economy were extremely affected. And like last year, the early DEFAC (Delaware Economic and Financial Advisory Council) numbers presented a revenue picture for the coming ‘23 FY, showing Delaware’s economy was strong and again estimates for a very large surplus. By the June DEFAC revenue estimate, Delaware was facing a budget surplus of again nearly \$800 to \$900

million, with another record-breaking Bond Bill of \$1.4 billion and a General Operating Budget of \$5.1 billion. And like last year, this Assembly passed a supplemental spending bill for a one-time increase for state employees, and contingency spending for bills that, if they passed, would receive state money.

This Session saw efforts to fully legalize marijuana for recreational use (again), the passage of mandated family leave (relating to Family Medical Leave Act) for many businesses; passage of a mandated state-run retirement program for all employees without these programs from their employers; a bill introduced to expand end-of-life options (“doctor-assisted suicide”); passage of numerous controversial gun bills; and REALTORS seeking to reduce the 4% realty transfer tax.

Of special significance were the 2020 “COVID-era” elections and its impact upon both the House and Senate. Many observers feel that the elections moved the Chambers to a more progressive stance, and this continued to drive the introduction and passing of some very controversial bills, such as the Healthy Delaware Families Act; a veto-override attempt by the House over recreational marijuana; and changes to allow same-day voter registration along with absentee voting for any reason.

Of particular note in the Senate, during one of the closing days of Session, Sen. Colin Bonini, who remained concerned about the ongoing attempt by the Senate to pass changes to the absentee voting process, began

a parliamentary process to make his point. The majority sought to allow for “no-excuse absentee ballots” that will allow voters to mail-in their ballots without requiring any reason. On some routine Consent agendas, he began to object to every vote and every bill that was on that agenda. Within about 20 minutes, he had managed to bring to a halt the normal Senate process and was heard declaring “Point of Order, Madam President” and “I Object.” By his actions, all within the Senate rules, the Chamber stopped functioning for more than an hour. And only after a negotiated amendment to the voting bill did Sen. Bonini stop his procedural objections.

As to the money bills, the Assembly passed Budget Bill SB 250 by Tuesday, June 28, with the two remaining money bills, Bond Bill HB 475 and Grants-in-Aid SB 252, both passing the Senate and House by June 30.

However, it was during the closing hours of Session this year, and with expectations of getting out of the building around 8 p.m., then finishing via Zoom after midnight, that both Chambers came to a grinding halt. The money bills were done and had been signed earlier in the evening, when Senate Leadership indicated a specific housing bill, which had not been acted upon by the House, had to be voted on before any more House bills would move. The House went into recess, then the Senate went into recess, both for two hours. Coming into Session just before midnight, both Chambers procedural moved to Special Session,

when finally – the House took up the bill. It failed (23 N, 16 Y), and the House adjourned around 12:40 a.m., the Senate finishing around 1:10 a.m.

Here are some spending highlights from this year:

The FY’23 Budget is \$5.09 billion.

This year’s budget showed increases in spending for virtually all agencies and employees to include in a one-time increase of \$500 per employee, and pensioners getting a 3% increase. The Assembly increased monies in the Budget Stabilization Fund (budget smoothing); numerous one-time funds for the fire companies, Kent County Tourism, and the Town of Smyrna USMC War Memorial getting \$65,000. Budget growth was about 6.8% from last year.

A breakdown of spending for the last number of years as compared to the new FY2023 budget is as follows:

FY2017 – 6 years ago

General Operating Budget
\$4.084 billion

Bond/Capital Improvement Bill
\$501 million

Grant-in-Aid **\$45.9 million**

FY2018 – 5 years ago

General Operating Budget
\$4.11 billion

Bond/Capital Improvement Bill
\$590 million

Grant-in-Aid **\$37.2 million**

FY2019 – 4 years ago

General Operating Budget
\$4.27 billion

Bond/Capital Improvement Bill
\$816 million

Grant-in-Aid **\$52.1 million**

FY2020 – 3 years ago

General Operating Budget
\$4.57 billion

Bond/Capital Improvement Bill
\$863 million

Grant-in-Aid **\$55 million**

FY2021 – 2 years ago

General Operating Budget
\$4.525 billion

Bond/Capital Improvement Bill
\$707 million

Grant-in-Aid **\$54.4 million**

FY2022 – last year

General Operating Budget
\$4.771 billion

Bond/Capital Improvement Bill
\$1.350 billion

Grant-in-Aid **\$63.2 million**

FY2023

General Operating Budget
\$5.09 billion

Bond/Capital Improvement Bill
\$1.40 billion

Grants-in-Aid **\$69.4 million**

As a result of the ongoing post-COVID political environment, a more progressive Assembly, and again more money in the history of the State, and with advocacy limited to electronic forms for Senate Committees, this remained a demanding and difficult year. There was legislation impacting virtually every small business employer (family medical leave), potential wide swaths of the economy impacted through DE's Climate Action Plan (SB 305), and very difficult bills for residential real estate and multi-family property owners.

Delaware's revenue picture was record setting for FY23. While inflation is now at least 8% as of this writing, some of the persistent issues that have long plagued Delaware as to an aging and elderly population, in-migration of retirees, a lack of diversified production-based economy, still seem to indicate the coming-year projections could be very different. And given there were NO tax cuts (again) for any segment of businesses and citizens (apart from a relief rebate), our economic position 2-3 years from now is unknown. Yet, Delaware's small and large business owners continue to be flexible and

resilient, and if we can get people to fill empty jobs, we should remain competitive with our surrounding states and attract the talents of those seeking to live and work here.

CDCC'S STANCE on BUSINESS ISSUES SENATE

SS 2 to SB 1 w/HA 1 – Sen. McBride and Rep. Heffernan – Mandated Family and Medical Leave; FMLA; Healthy Delaware Families Act

OPPOSED

The substitute was introduced on March 4, 2022, with numerous changes offered by the business community. It was signed by the Governor on May 10.

The bill imposes upon the private sector mandated paid family and medical leave for up to 12 weeks per employee. This is applicable to all employers (whether they are a start-up or major corporation) that employ 10 to 24 employees. Businesses shall be required to offer parental leave, and those employing 25 or more shall be required to offer all three: parental, medical and family leave. Those with less than 9 employees are exempt from the bill. HA 1 states that employers that are closed at least 30 consecutive days per year are also exempt. The employee is eligible for FMLA after 12 months and 1250 hours of work. The bill's definition of family is defined by federal definitions. The bill struck wages that included holiday pay, commissions, dismissal payments and back-pay awards, and now pay is defined federally. Employer and employee benefit taxes will be collected starting in 2025 with the first year of eligible use in 2026. Controversial issues remain such as 80% of the wage rate, and while capped at \$900 a week, may become an inducement to use more frequently, and notification by the employee to the employer when they choose to use their medical or family leave is without precedent. Though the bill does lay out notice provisions, the employee is given wide latitude, such as they need to provide as little as 24-hour notice.

Once the bill had received the Governor's overall support, it moved through the House and Senate on virtually all partisan votes.

Signed by Governor May 10, 2022.

SS 1 to SB 35 w/SA 1 – Sen. Walsh and Rep. Osieski – Wage Theft

OPPOSED

The bill sought to include "independent contractors" in the definition of workers and therefore be accountable to the employer under wage theft laws. The bill created numerous issues for the business and insurance communities and after discussions with the sponsor and the Dept. of Labor, the bill was re-introduced that clearly exempted out insurance and others regulated by the state that are truly independent contractors from the provisions of the bill. Still not without controversy, and a 2/3rds bill, it eventually passed both Chambers by June 28.

Awaiting Governor's Signature

SS 1 to SB 208 w/SA 1 – Sen. Walsh and Rep. Osieski – Employer's Failure to Pay

OPPOSED

Originally introduced in January this year, the bill seeks to hold employers responsible to pay all wages and failure to do so would result in fines and other actions by the Dept. of Labor. Objected to by the business community, SS 1 and the amendment represented a number of changes that allowed reasons for the employer to not pay final wages on reasonable grounds and manmade or natural catastrophe. It also refined the language to not be in conflict with current statutes. Passing both Chambers easily by June 29.

Awaiting Governor's Signature.

SB 211 w/SA 1, 2 – Sen. Mantzavinos and Rep. Griffith – Employment Practices/Age

NEUTRAL

Introduced in January, it says employers cannot ask the age, date of birth or dates of educational experience on an initial employment application. Based upon discussion with the business community, the two amendments clarify that if an applicant's is a regulated profession, dates of certification and education must be requested, and allows the employer to seek age information but must establish age is an essential component of the work to be done. The bill easily passed the Senate and House on mostly partisan votes by mid-June.

Awaiting the Governor's Signature

SB 305 w/SA 1, HA 1 – Sen. Hansen and Rep. Heffernan – Climate Action Plan

OPPOSED

The bill reflects the Delaware's 2021 Climate Action Plan that seeks to reduce CO2 emissions from any generating source by certain levels in 2030 and 2050. It further mandates that all state agencies shall consider and address these new reduction standards in all aspects of decision making and regulatory actions they take. It will place DNREC as the sole decision maker as to whether the state meets these goals and what more steps must be taken to meet the goals established in the bill. This bill impacts virtually every aspect of the economy in the state. The Chamber of Commerce along with numerous business organizations and the agricultural community outlined their direct opposition to the sponsors, the Secretary and the Governor's office. Introduced on June 8, it passed the Senate on June 9 along party lines, and assigned to House Natural Resources Committee on June 10. After much work, a hearing was held on June 27 to a packed crowd. When public testimony was completed, the bill sponsor got a 2nd for the bill to be released, but that vote ultimately failed with 6 members voting No. The bill remains in the House Committee.

No Further Action Taken.

SB 308 w/SA 1, HA 2 – Sen. Mantzavinos and Rep. Mitchell – Fire Resistance Construction

NEUTRAL

The bill seeks to update the state's fire code with the use and inspection of "fire dampers" that are used in HVAC systems. Some initial concerns from the building owners and construction industry, it became clear systems installed before this requirement were grandfathered, and in general terms, the commercial building community was already installing and inspecting this equipment. The amendments say the municipal and state Fire Marshals shall have jurisdiction, and it further expands the grandfathering and inspection process. HA 2 also delays implementation by one year to allow the State Fire Marshal to create the training programs needed.

FINAL GAVEL

Continued from Page 9

Passing both Chambers by June 29 with no opposition.

Awaiting Governor's Signature.

HOUSE

HB 205 w/HA 3 – Rep. Lambert and Sen. Poore – State Run Savings Plans

OPPOSED

Introduced last year on behalf of the State Treasurer's office, the bill establishes a mandatory state-run retirement plan for all those employees whose employers do not offer retirement plans. Administered by the Treasurer's office, the bill creates an entirely new "EARNs" program by automatically withdrawing money out of the paychecks of those employees enrolled. Small employers who do not offer their own plans must initially enroll their employees into the state program, however, the employee may opt-out after 30 days. Opposed by the financial services industry and the Delaware Bankers because of the costs the state would incur to run the program and the State becoming a direct competitor for financial advisors. HA 3 seeks to address these issues on eligibility of certain employees, gives more detail on the Board's functionality and creates a grant program for small business that cannot afford the computer upgrades to establish this retirement program.

Awaiting Governor's Signature.

HB 262 w/HA 1, 2 – Rep. Griffith and Sen. Hansen – Data Brokers

OPPOSED

Strongly opposed by the technology companies along with numerous chambers of commerce in its original form, it gives the AG's office new legal authority to define and regulate who are considered "Data Brokers" and their duties towards the consumer's information. Specifically, it defines a data broker as any business that retains and uses consumer information, whether their business model is a third-party data broker. Eventually, the sponsor agreed to exempt out industries already regulated by state or federal law, such as banking, telecommunications, health care and insurance with HA 1. The bill passed in the House on May

5 along party lines and was assigned to the Senate Banking Business Committee. At the June hearing it failed to gain enough votes to be released.

No Further Action Taken.

HS 1 to HB 288 w/HA 1– Rep. Morrison and Sen. Gay – Paid Time off to Vote.

OPPOSED

Introduced in January 2022, the original bill requires employers to pay employees for up to 2 hours to vote, and the time is at the choosing of the employee. The bill also established new fines and regulations for DOL to implement and enforce the bill. It was immediately opposed by the chambers of commerce. A substitute was introduced in April and assigned to House Administration Committee, where in a June hearing it was tabled.

No Further Action Taken

HB 299 w/HA 2 – Rep. Cooke and Sen. Walsh – Trade Practices and Pay with Cash

NEUTRAL

The bill was a remake of HB 97 from last year that seeks to prohibit the seller of consumer goods or services from refusing to accept cash payment. Enforcement against the business owner includes civil penalties. After discussions with the chambers of commerce, HA 2 removed the private right of action, exempted sporting and music festivals, and allows stores to have fewer checkout lines for those paying with cash only. Easily passing the House in unanimous support, and then the Senate as one of its last actions on July 1.

Awaiting Governor's Signature.

HB 371 – Rep. Osienski and Sen. Paradee – Recreational Legalization of Marijuana

NEUTRAL

HB 372 – Rep. Osienski and Sen. Paradee – Marijuana Control Act

NEUTRAL

As many are aware, HB 150 and amendments never had enough votes to pass. The sponsor then split the bill into two parts, one for straight legalization (HB 371 which is a simple majority bill), and then a bill that provides all the regulations and taxes to allow for the sale of recreational marijuana.

The business community's overall issues were and remain around dramatically changing the employer/employee relationship. Specifically, the business community sought and got language that insured the employer's policies on drugs in the workplace or working while impaired known as "zero tolerance policies" will not be affected. However, while this was welcomed, there are no reliable tests for THC impairment; there is little legal framework for employers to know what they can or cannot do, and this will impact an already difficult hiring environment by taking even more people out of the hiring pool.

HB 371 passed the House with 26 Yes and then passed the Senate on a party-line vote. As many anticipated, the Governor vetoed the bill on May 24, sending the bill to the House for a veto-override which is a 3/5th vote. On June 7, 2022, the House could not muster enough votes, the legalization bill failed (20 Yes, 20 No, 1 absent). It is expected this bill will not be advanced as long as Governor Carney remains in office.

No Further Action Taken.

HB 392 – Rep. Postles and Sen. Pettyjohn – Regulatory Flexibility Act

SUPPORT

The bill seeks to change the notice provisions of the Administrative Procedures Act by requiring copies of the flexibility analysis and a new economic impact statement that is conducted by the State for the applicant. It also changes and improves the timelines for responding and providing information to the applicant. With no Democrat sponsors, the bill was assigned to House Administration Committee and never got a hearing.

No Further Action Taken.

HB 409 – Rep. Morrison and Sen. Pinkney – Earned Sick time and Safety Leave.

OPPOSED

Introduced in May, the bill would require all employers in the state, no matter their size, to provide a minimum of 1 hour paid sick time and safety leave for every 30 hours worked. For employers with 9 employees or less, leave can be un-paid, but must still be granted. The bill is overly broad for how "safety" leave and family are defined. Strongly opposed by

the Chambers of Commerce, it was assigned to the House Banking and Insurance Committee and heard on June 21. After a lengthy debate offered by the advocates, the bill was tabled.

No Further Action Taken.

HB 435 – Rep. Lambert and Sen. Walsh – Community Workforce Agreement Act

OPPOSED

Introduced on June 2, the bill basically requires that every public construction job over \$3 million must be done under a Project Labor Agreement, or now referred to as a "Community Workforce Agreement." Strongly opposed by the merit shop construction trades and the chambers of commerce, the bill easily passed House Labor Committee, but because of an unknown fiscal note, and Administration opposition, the bill was reassigned to the House Appropriations Committee and failed to have a hearing.

No Further Action Taken.

HB 448 – Rep. S. Moore and Sen. HanSen. – Accessible Parking Spaces.

OPPOSED

The bill seeks to require the counties and municipalities to implement new and expanded handicap parking regulations. It also imposes new fines and requires the business owner to create their own permit process to enforce compliance of these standards. Finally, the bill provided no grandfathering of existing parking lots or those already limited by space because of local requirements. Assigned to the House Public Safety Committee, it never received a hearing.

No Further Action Taken.

HB 420 – Rep. William Bush – PLUS Process Exemption for Certain Projects Level 1 and 2 Investment Areas

SUPPORTED

This bill would allow exemptions for projects located in Investment Level 1 or 2 areas identified in the Strategies for State Polices and Spending (which are consistent with local zoning and comprehensive plans and which will create full-time jobs) from the pre-application process, unless required by a local government or requested by the applicant. This bill would start streamlining permitting which could attract

more business, more jobs and more investments being made in our state. This bill is in-line with the work done as part of the Ready in 6 Initiative.

It was passed by the House on May 19. It was released from the Senate Elections & Government Affairs Committee on June 15. It appeared on the Senate Ready List.

HB 484 – Rep. William Bush – Temporary Entrance Permits

SUPPORTED

This bill would provide for the issuance of temporary entrance permits for certain development projects. This bill is also in-line with the Ready in 6 Initiative. It was released from the House Economic Development, Banking, Insurance & Commerce Committee on June 21. It appeared on the House Ready List.

ISSUES FOR JANUARY 2023

Delaware’s revenue picture still looks strong. However, inflation is running over 8% and unemployment remains a mixed bag of high claims, but “Help Wanted” signs indicating employers are unable to find workers. With no tax cuts offered, federal dollars washing through the system in a year, it does remain unclear how this impacts our economy.

Legislation expected to return next year: Data Brokers; Credit Card Bank Fees Preemption; Transfer Tax Reduction; Source of Income; Homeless Bill of Rights; Tips and Gratuities; and Police and justice reforms that were not attempted this year.

AVAILABLE ONLINE



SAVE THE DATE... THE AMAZING CHASE

Wednesday, October 5th starting at 5 pm

Teams of 3 partner for an exciting scavenger hunt to highlight the awesome businesses that make up Downtown Dover!

Businesses will have a clue and challenge at their location for the attendees to complete during the event.

Teams of 3: \$75/team
Merchant Participants: \$100

THANK YOU, PREMIER SPONSORS:



Register your team today!
Contact Cindy Friese at cfriese@cdcc.net or call 302-734-7513



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WE ARE LOCAL AND WE ARE HERE FOR YOU

Complimentary Portfolio Review
Personalized Financial Strategies
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GANNETT

Annual Report

EDUCATION



The CDCC held a total of ten **Coffee Coaching** sessions in person and via Zoom. This free informational program includes topics that apply to both large and small businesses and attendees leave with action steps to help improve their businesses.

The Young Professionals Social, held bi-monthly, is an educational tool for professionals between the ages of 21-35 to discuss workplace challenges and to build professional relationships.



LEADERSHIP DEVELOPMENT



Leadership Central Delaware, in its 21st year, saw 21 individuals complete the program, bringing the total to 502 graduates. The LCD Alumni Association helps graduates stay connected while continuing to enhance their leadership skills. The Class of 2022 completed two community service projects. They chose a campus beautification project submitted by United Way of Delaware and a book collection submitted by Read Aloud Delaware.



LEGISLATION

Legislative Alerts and Legislative Calls to Action are sent to members to activate our grass roots network efforts and to, when needed, secure speakers for both the House and Senate.

The Legislative Luncheon was held in March 2022. There were about 120 business representatives in attendance at the event. It gave members the opportunity to hear directly from our area legislators on issues affecting their businesses.

With COVID waning, the General Assembly met for in-person Session. The Senate continued in virtual committee meetings and in-person Session until June, but the House went to in-person Session in January with committee meetings in-person by April.



MILITARY AFFAIRS

Colonel Matthew Husemann, Commander of the 436th Airlift Wing, presented an overview of the **State of the Base** to about 120 attendees from the business community and base at The Landings on Dover Air Force Base in November 2021. This included the base's efforts to navigate the COVID-19 pandemic, future construction projects, community partnerships, and introductions of several key people that make up Team Dover. Colonel Douglas Stouffer, 512th Airlift Wing Commander, and U.S. Senators Thomas Carper and Christopher Coons and U.S. Representative Lisa Blunt-Rochester also addressed the audience.

Due to COVID gathering restrictions which limited attendance, the briefing was shared via Facebook Live.

The **Bluesuiters Golf Tournament** was held in May 2022. Civilians and Airmen were teamed up to play in the outing at Jonathan's Landing for a little friendly competition. There were over 110 golfers, including about 50 Airmen sponsored by CDCC Members.

The **Military Affaire** was held in March 2022 for the purpose of interacting with the military leaders at the base. Due to COVID gathering restrictions this networking reception was held off base at Noble's Pond.

The Dover Community won the **Abilene Award** for the 2020 year!! This incredible honor was celebrated at the Military Affaire in March, with the presentation of the Abilene Trophy by representatives from the Abilene Chamber of Commerce Military Affairs Committee. This marks the fourth time the Abilene Trophy has been presented to the CDCC! A nomination package was submitted to the Abilene Chamber of Commerce in Texas for the 2021 AMC Community Support Award.



MEMBERSHIP



CDCC Showcase

Held every year in January by the Marketing Committee in conjunction with the Sunset Business Mixer to acquaint prospective and current members with the benefits of the organization.

The CDCC offers several opportunities for our members to increase their exposure. Among these are event sponsorships, volunteering, Member Orientations, Coffee Coaching, Sunset Business Mixers, Ribbon Cuttings, New Member Spotlight Articles, and the 5-Star Journey Map Program.

Benefits

Delaware State News and Kent County Women's Journal advertising discounts, Staples purchases discount, comprehensive insurance plan, LASIK Corporate Discount Program through Eye Specialists of Delaware, ability to join Dover Federal Credit Union and Del-One Federal Credit Union, Special Marketing Packages, discounts through the Club Card Savings Program, membership in the U.S. Chamber Federation Program, and copies of Delaware Today Magazine and The Business Report.

CDCC Journey Map to 5 Star Membership

Journey Maps serve as the catalyst to being an engaged CDCC member by combining each member's unique business needs and goals with benefits offered by the CDCC.

Members meet with a CDCC representative to identify their business needs & map out their 5 Star Journey. Next they complete their Action Steps and start seeing the impact on their business. Once completed, they are recognized as a 5 Star Chamber Member.

What does a 5 Star Member get?

*Official Pinning at a Sunset Business Mixer
*Photo in the Chamber Connections.

*A gold listing in the Business Directory.

*A remarkable return on the investment of CDCC membership & it's benefits.

50

Total # of ribbon cuttings and groundbreakings to celebrate new businesses and expansion of existing businesses in 2021 -2022

95

new members

85%
retention rate

PARTNERSHIPS

- The CDCC and **Kent County Tourism** jointly own their building at 435 N DuPont Hwy, Dover. The Chamber works closely with KCT, whose mission is to market, develop and promote tourism in Kent County.
- The Chamber partners with **Kent Economic Partnership** for the purpose of countywide economic development, which includes business attraction.
- Kent County Open for Business, a series of free business development sessions, is held on the first Thursday of the month at **Kent County Levy Court**. Resource partners are available to meet with current and prospective business owners to discuss business solutions in the local area.
- The Chamber coordinates the **Association of Chambers of Commerce of Delaware** which focuses on issues affecting all Delaware businesses. The Association continues to work diligently with the Governor's office and Division of Small Business following the pandemic to increase workforce development.
- An ongoing partnership exists with **Bally's Dover Casino Resort** to hold the 55+ Expo - a trade show for the over 55 population and their caregivers. Participation and attendance continues to grow following the pandemic.
- An agreement with the **Retired and Senior Volunteer Program** has been invaluable to the Chamber and allows us to utilize the talents and abilities of a wonderful group of volunteers who are 55 and older.
- Media: **The Delaware State News** features a column from the Chamber in its business section previously every Monday and now on Tuesday. Quarterly, the **Kent County Women's Journal** publishes a Chamber article. And **iHeartMedia** allows the Chamber to place 40-second weekly announcements on 1410 WDOV-AM, 92.9 Tom-FM Radio and iHeartRadio.
- Partnerships with **Dover Federal Credit Union** and **Del-One Federal Credit Union** offer our members financial benefits.
- Brand new this year are two partnerships benefiting Leadership Central Delaware Alumni. **Leadership Delaware** will give a discount to Alumni who are accepted into their program. **Wilmington University** will give 3 college credits to all LCD Alumni.

NETWORKING



The Chamber's most popular and well attended networking events are the Sunset Business Mixers. Two times a year, once in the summer and in the beginning of the year, Member 2 Member Expos are included. These have provided our members with an opportunity to showcase their products/services. This year, the January event was also paired with the CDCC Showcase. In addition, the CDCC partnered with the Chamber of Commerce for Greater Milford to host the June Mixer.

Annual Report

PROMOTIONAL OPPORTUNITIES

Sponsorship opportunities make it possible for more of our members to participate in events and to gain exposure.

Showcase Opportunities this year include Tabletop displays at the M2M Expos.

The **CDCC Club Card** is used to bring more customers directly to CDCC members' doors. Key cards are distributed to all members, who are encouraged to shop the discounts offered by over 100 Chamber members. The program has been rewarding for both businesses and CDCC members. All discounts are easily accessible under the "Club Card Savings" tab on the CDCC website.

The **Central Delaware Resource Guide** and **Dover/Kent County Map** are distributed to people interested in relocating to the area, to local residents looking for a quick reference guide. These resources assist the individuals at DAFB, new college students, and new hires to our member businesses in becoming acclimated to Central Delaware. The Resource Guide, which also contains a Membership Directory, is also available on the CDCC website.

Sponsored Events:

- The Amazing Chase
- CDCC Holiday Gift Auction
- State of the Base Briefing
- CDCC Holiday Party
- Capital Reception
- Economic Forecast
- Home & Garden Expo
- Legislative Luncheon
- Bluesuiters Golf Tournament
- Military Affaire
- Awards for Excellence Celebration
- Leadership Central Delaware



SPECIAL EVENTS

Over 75 events and programs were coordinated in the past year by the CDCC Staff and CDCC Member Volunteers.

A **Holiday Gift Auction** was held at Maple Dale Country Club in October. The Auction enabled buyers to purchase over 150 quality gifts with a goal of showcasing the goods & services provided by CDCC members and to promote shopping locally.



The **11th Annual Capital Holiday Celebration**, a community event, is the combination of Caroling on the Green and the Dover Tree Lighting Ceremony. This event kicked off the holiday season on the Friday after Thanksgiving in Downtown Dover with the traditional tree lighting, Santa's arrival, and caroling. Canned goods were also collected at the event for area food pantries.



Due to the COVID gathering guidelines the annual **55+ Expo** was postponed and held in August 2021. The event was back on schedule in April 2022. At both expos, seniors visited with over 50 vendors & caregiver support partners, the popular wellness center, attended corporate-sponsored seminars, and enjoyed live entertainment.



The **Awards for Excellence Celebration** gives the CDCC the opportunity to recognize its many volunteers & partners, recognize our Excellence in Business Award nominees & announce the winners, and graduate the Leadership Central Delaware (LCD) Class of 2022.



Other events hosted during the year included The Amazing Chase in September, the State of the Base Briefing in November, CDCC Holiday Party in December, Economic Forecast Breakfast, Capital Reception, & Home & Garden Expo in February, Military Affaire & Legislative Luncheon in March, the Leadership Central Delaware Invitational & The Chamber Mini Masters in April, .

Due to the COVID-19 pandemic, Night at the Races and the LCD Alumni Receptions did not take place.

Member News

Bel Boutique Hosts Anniversary Pop Up



Tuesday, July 26, marked the 14th anniversary of Bel Boutique! Owner of the House of Coffi, Kristen Stonesifer, partnered with Erin Thwaites, Bel Boutique owner, to feature an anniversary Pop-Up shop installation to highlight the beautifully unique pieces Bel Boutique has to offer! As the boutique has moved online, the community was invited to come check out the pop-up shop in person from 4 to 7 p.m. at the House of Coffi in Downtown Dover (14 E. Loockerman Plaza). The CDCC congratulates Erin Thwaites of Bel Boutique on the 14th anniversary of her business! We are happy to see this partnership of two great local businesses! Shop Bel Boutique today at www.belboutique.com.



SUNSET MIXER

Continued from Page 1

anticipated. This month is special as we combine the mixer with our Member 2 Member Expo!

The Expo is a collective chance to showcase your business with a beautiful, in-person tabletop display. Showcase your valuable goods and services to your fellow CDCC members and friends while meeting potential supportive leads. Get your name, image and brand recognized as you meet, mingle and

share your story with like-minded business professionals. Be a proud, knowledgeable representative of your business at the CDCC Member 2 Member Expo and Sunset Business Mixer, as you meet new people and make valuable face-to-face interactions with potential clients and business partners.

The duality of this event highly anticipates a strong turnout because of the consistent attendance of members and friends at a normal CDCC mixer. As usual, don't forget to bring your business cards, happy attitudes and

cash to enter our 50/50 raffle. Be prepared for cool door prizes, new friends, colleagues and cash! It'll be double the networking fun this time with the addition of our Member 2 Member Expo – you don't want to miss this one!

Interested in setting up a table-top display of your business at August's Member 2 Member Expo? Don't hesitate

to act! The CDCC has a very limited number of tables to offer, so seize this opportunity while space is still available. To register your business for a table at the low rate of \$125, call the CDCC at (302) 734-7513 or visit cdcc.net for more information. We can't wait to see you on Aug. 31 from 4 to 7 p.m. at Noble's Pond in Dover!

Member 2 Member



Member News



Habitat for Humanity is Building Through Obstacles

Candidates Complete Ownership Classes and 250 Hours of 'Sweat Equity'

The history of the global operation that is Habitat for Humanity began with very humble, good-natured and servant-led principles. The same is true today with locations covering the world. Their mission is: "Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities and hope." The principles, beliefs and values embedded within this mission haven't faltered since its founding in 1976, thanks to the steadfast leadership from people like Tim Bailey, executive director of Central Delaware Habitat for Humanity (CDHFH)

The Central Delaware Chamber of Commerce met with Bailey to discuss the challenges, triumphs and changes our local non-profit housing organization is experiencing. Bailey explained the humble beginnings of this small, self-sustaining, interfaith, interactive community — growing decades later into an international brand that promotes dignity and hope through affordable housing for those who need it the most.

Bailey expressed concern for the common misconception from the

public, which is that Habitat "just gives out homes." This spawns from the fact that many volunteers on ABC's hit show, *Extreme Home Makeover*, were from Habitat for Humanity. "This really hurt our brand because people bought into the idea that we're just giving houses away. As if we'll just give you a house, even though you can't demonstrate that you can't afford it. That is just not true," explained Bailey.

To be eligible for the Habitat for Humanity program takes a lot of hard work and dedication. The team at CDHFH works with people in need of proper shelter who may have never had the responsibilities of home ownership before. The priority of CDHFH is to build and empower people to be self-sufficient, stable and sheltered.

"We ask all of our partners to complete financial literacy training, 250 hours of sweat equity on their homes and post-homeownership education also. People who have rented their whole lives are not accustomed to that kind of responsibility. We try to give them the training and knowledge to be successful," Bailey said.

There is a constant need for fund-

raising to further this amazing mission. CDHFH has been hit hard by the state of the economy today. Between inflation, diminishing donations and supply and demand issues, the process of building a home is such a tumultuous undertaking.

"You have this very volatile construction industry right now ... it's very hard for us to adapt that quickly," Bailey shared the factors contributing to the challenges of the organization. Now is when constant fundraising becomes crucial to the success of the mission to build communities up. "We can sometimes be the last priority of people because of just how expansive it is to build." Bailey expressed feeling terrified because of the fragility of nonprofits, due to the massive overhead to cover the organization and for its reliance on the state of the economy. "How do you adapt when nothing ever stays the same?" probes Bailey. CDHFH answers this question beautifully by staying true to their mission and morals as a local nonprofit.

The major uphill battle is "trying to tell people you're going to do something that's never been done before,

which is rehabilitating the Dover community, and asking for financial and volunteer support. It's like trying to talk adults into believing in Santa Claus again."

Bailey is leading the CDHFH team to overcome these incredible challenges by continuing to partner with the Downtown Dover Partnership, NCALL and by hosting their own events such as "Rock the Block" community clean-ups and collaborating with the New Castle and Sussex County Habitats for Humanity. Recently, CDHFH made the news for raising over \$10,000 through their Golf for Good Inaugural Tournament in June.

"Neighborhood revitalization allows us to do more with less," Bailey said. This is why Habitat orchestrates fundraising events throughout the year and has adapted to impacting more locations in different ways, depending on the needs of that community or neighborhood.

The CDCC is thankful for driven leaders who inspire their teams like Tim Bailey. "It's 100 percent the people that need services that inspire me. I've

Member News

always had a huge heart for helping people, mainly on an individual basis. Changing lives of people through empowerment and homeownership inspires me every day. I get to meet the kids of applicants and get to see the panicked and exhausted look in their eyeballs. You see the loss of potential. I try to remind my staff all the time the importance of empathy. On dedication day, it's the kids that do it to me ... you're witnessing a miracle right before your eyes. That's when you get to see panic replaced with hope, and misery replaced with a little joy." Bailey explained the high of knowing you've changed someone's life for the better, similar to a drug that makes you want to serve more and more people. "That is why I am here.

"We're never satisfied here, our thirst is never quenched, there are always more people to serve." Bailey wants the public to know that CDHFH cannot do it alone. The public perceives the longevity of the organization as a surety of the future, but that could not be farther from the truth. CDHFH

needs the community to thrive, and the community needs Habitat to thrive. It's a harmonious relationship and requires involvement, engagement, kindness and generosity.

The CDCC is proud to have a relationship with the incredible people of this amazing organization, who are literally building futures of hope for our cherished community. Neglect of Central Delaware will not be tolerated by passionate individuals like those working at CDHFH and all around the County, nor should it be tolerated by anyone reading this article. Hope is alive and well at Habitat – that's a guarantee!

For ways to get involved and stay updated with Central Delaware Habitat for Humanity, please take the time to visit centraldelawarehabitat.org (plus info on their Charity Ball and Builders Dash 5k). Call with any questions about the organization, volunteer opportunities or the ReStore shop at (302) 526-2366. With a strong, stable community anything is possible!



Businesses Can Grow and Expand with New Economic Loans



Kent Economic Partnership (KEP) is excited to announce that in collaboration with Kent County Levy Court and Discover Bank, we are able to offer the Kent County Growth Fund to help spur economic development throughout Kent County.

The Fund is available to help businesses grow and expand. Existing businesses can use this fund as a resource to alleviate some of the financial pressures that high-rate loans place on the business, making expansion and growth much more affordable. The Kent County Growth Fund is for existing businesses that have been in operations for at least 2 full years with 10 to 500 full-time employees.

The loans in this fund range from \$250,000 to \$1,000,000, subject to underwriting guidelines and availability of funds. The loan can be used to purchase machinery, equipment, real estate acquisitions, perform renovations and more. Loans will be federally guaranteed, and effective rates will be determined based on the current market

effective rate at the time the application is received.

"The Kent County Growth Fund will be a great resource to help existing businesses in Kent County grow and expand," said KEP Executive Director Linda Parkowski. "This loan will be great for decreasing the typical monthly payments and freeing cash, allowing the businesses to retain and grow their workforce. Roughly 80 to 85 percent of job growth within a market comes from business expansion and greatly benefits the local economy."

Kent Economic Partnership is excited to see the new resources becoming available to businesses within Kent County. More information on the Kent County Growth Fund can be found on our website at https://www.choosecentraldelaware.com/clientuploads/KC_growth_fund.pdf.

**Submitted by Zachary Prebula
of Kent Economic Partnership**



Member News

KSI: Embracing Abilities for 60 years!

There is theme of humble beginnings woven into this August issue of the CDCC Chamber Connections newspaper. The humble beginning of Kent Sussex Industries (KSI) is a charming and heartfelt story of genuine people who wished to make a difference in the lives of individuals with disabilities and who felt driven to fulfill the need of help in southern Delaware.

“It all started on my porch,” stated Muriel Schwartz, one of KSI’s founding members,” when the CDCC and KSI met to discuss and celebrate their 40-year anniversary. Now they’ve had the opportunity to meet again for KSI’s 60th anniversary – an amazing testament to great, servant leadership.

KSI is a private, not-for-profit vocational rehabilitation organization whose mission is “to provide person-centered supports to assist people with disabilities in the pursuit of their potential in employment and meaningful participation in their communities.”

They serve over 200 individuals each year gain independence, confidence and empowerment, through their variety of programs. KSI offers step-by-step employment and pre-vocational training; a follow-along program; community-based work service; and life enrichment programs for those with disabilities. KSI supports people with intellectual/developmental disabilities by providing socialization, inclusion, skill-building, and the opportunity for self-discovery. KSI also offers specialized, non-medical acquired brain injury care to those in recovery. This includes peer support, reintroduction to social activities and socialization – all critical in the recovery of the person to lead a happy, healthy life.

Ann Haggerty, vice president of mission advancement, felt “it was a sign” when a position opened at KSI, and she received a “lifecchanging” tour of the facility. Serving people with disabilities is a mission held very close to her heart, having a son with Down’s Syndrome and another with Cerebral Palsy. Haggerty is continually inspired by both children and by seeing the public perception of disabilities change within local workplaces for the better. “My children drive me every day, as

well as our guys here. Seeing their smiles and happiness just makes me want to do great things for the agency,” shared Haggerty.

Over her years of working for KSI, one of the most memorable moments was witnessing a non-verbal client get hired for a job after their interview at a golf course. “I had to teach him how to drive a golf cart ... through working with him and this interaction he began to talk to me. I was blown away,” recalled Haggerty. She is passionate about seeing people with disabilities glow, thrive and be successful, as she recounts another client earning a job with the State of Delaware Division of Disabilities Services.

Haggerty takes pride in seeing the change in employers when KSI’s clients are able to interact and teach others about these abilities. Haggerty’s work is about creating vision and focus for people with disabilities in the workplace.

“We are crawling our way back” Haggerty continued in regard to operating through and in a post-pandemic world. One of KSI’s biggest challenges was navigating through the pandemic. “It was crazy, we didn’t have our clients in house, they couldn’t come in. That was devastating,” recalled Haggerty. The pandemic shifted daily activities from lunch preparation and service, to walking in line 6 feet apart, to daily staff meetings on how to keep everyone safe and hiring. The incredible leadership shown within all the teams at KSI has been truly astonishing and makes celebrating the organization’s 60th anniversary an even more impactful one.

KSI is looking forward to celebrating their 60th birthday with a bash at Pizzadili Vineyard and Winery this Sept. 25, 2022. Guests can expect food, music, bouncy houses and awards honoring individuals who have partnered with KSI, assisted with events and made donations. It will truly be a moment to remember as the KSI team rings in 60 years of “Embracing Abilities” and changing lives forever for over 21,900, days fueled by passion and backed by hard work.

The mission of KSI has been passed on for generations, now wonderfully

led by CEO Jayson D. Crouch. “We may be 60, but we’re not slowing down,” declared Crouch in their latest annual report. KSI has a golden future ahead filled with visions of an updated facility and infrastructure in order to better suit and reflect the needs of their clients.

“All staff members are just thrilled to be a part of KSI for their 60th year. It’s a milestone ... we are all dedicated to moving the agency forward and bringing bigger and better things here. We’re always working together to make those goals happen for our clients,” added Haggerty. The KSI team is committed to setting the standard for agencies who care and support for people with disabilities.

If there is one takeaway from Kent Sussex Industries, “it would be the work that the team here does is just amazing. The work that is done in these walls, you couldn’t even begin to imagine. It’s just empowering, driven, passionate and loving to help our clients be successful,” said Haggerty.

There is magic embedded within the walls of KSI, and the Central Delaware community is so grateful to be connected to such an agency. KSI has also contributed immensely to the strength of the local workforce. The ripple effect of empowering people with the skills to be successful will always help build our communities up. When we “Embrace Abilities” we see solutions, not problems, people begin to glow, and we become stronger together. KSI is an agency leader accomplishing just that.

If you’re interested in being a part of the KSI legacy, or would like to know learn more, visit www.ksiinc.org or give them a call at (302) 422-4014. KSI is looking for great additions to their team and they offer many donor and sponsorship opportunities! Please join the CDCC in congratulating the KSI team, their partners, and beloved clients on reaching their 60th Anniversary! The CDCC is so grateful to witness their inspiring journey of serving Central Delaware. We cannot wait to see what the future has in store for the next 60 years!



Member News

Welcome to Gourmandise!



“It’s in our blood,” declared Anita Wheeler-Bezy, founder and owner of La Baguette Bakery & Catering here in Dover. French culture, taste, food and the love for it all runs through the veins of the husband-and-wife duo, Chef Ludovic and Anita Wheeler-Bezy, literally. Coming from a French lineage, Anita and Ludovic met and married in France, sharing their love for the best qualities of French culture thousands of miles away with Central Delaware in their lovely location of Downtown Dover for five years now. The journey continues because the CDCC is excited to see and experience the expansion of this wonderful bakery in the form of their new state-of-the-art food truck, Gourmandise.

“Gourmandise is the affinity of fine food and drink,” said Wheeler-Bezy. The name took little deliberation because it was felt that this word was synonymous with what La Baguette stands for – a genuine love for French food, culture and being a connoisseur of good eating. The locals and distant visiting customers alike will most likely agree with this without hesitation. After an arduous 10-month process, the beautiful, new, food truck has finally arrived in Dover, awaiting inspection to serve and satisfy hungry customers.

Keep your eyes peeled for Chef Ludovic’s interpretation of the magical impressionistic-style Eiffel Tower on the truck’s exterior, as more delicious, authentic, French cuisine comes your way. The food truck contains a complete kitchen ready to fry, bake, prepare, assemble and serve your next special event. Gourmandise could be the perfect addition to your large event. The La Baguette team is particularly excited to serve guests at upcoming local farmer’s markets, competitions and other gatherings. Gourmandise will assist greatly in the meticulous execution of “The Chef’s Table,” a 4-course mystery menu experience curated by Chef

Ludovic himself. Expect Gourmandise to make appearances all around the state in 2023!

“We are doing the food truck so we can step away from the bakery a little bit to do off-site fun events,” said Wheeler-Bezy. The future of La Baguette Bakery & Catering is even brighter than the present because the addition of Gourmandise is going to exponentially grow the reach of this bakery’s “gastro-nomical delights.” Gourmandise will serve famous French foods, of course, extending to sweet and savory crepes, French flatbreads, French hot dogs and full-course meals depending on the nature of the event.

Finishing the installation was a long and emotional process. From ensuring that the truck was up to code and met all permitting regulations to getting the truck to Dover, the trials have led to even more triumphs! Wheeler-Bezy advises those who are looking to expand their business with a food truck in Delaware to have patience, to be intentional, persistent and have open communication with the local community. “You need to have all of your ducks in row” she said of the additional permitting required of a food truck. But surely the hard work, time and effort have been worth it.

The CDCC is very proud to witness the growth of La Baguette Bakery & Catering and play a part in their journey here in Central Delaware! The CDCC congratulates Chef Ludovic Bezy, Anita Wheeler-Bezy and the La Baguette team on their new expansion. We can’t wait to see the great things that will come to the community because of this addition – Oh, the places Gourmandise will go!

For more info about Gourmandise or about La Baguette Bakery & Catering, check out www.labaguettede.com or call Anita at (302) 423-4387. Welcome home, Gourmandise!



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Building More than Homes at Habitat Mixer

The Central Delaware Chamber of Commerce’s members and friends met, mixed mingled at another successful Sunset Business Mixer on Wednesday July 27, at the Central Delaware Habitat for Humanity (CDHFH) ReStore located at 2311 S. Dupont highway in Dover. All evening, new and familiar faces exchanged hugs, laughs, smiles and business cards as they enjoyed food, live music, drinks and company.

The CDCC is proud to host their premier networking event, the Sunset Business Mixer, consistently on the last Wednesday of the month, due to our devout membership and associates who consistently attend. The CDCC extends a warm thank you to everyone who attended, and especially to the Central Delaware Habitat for Humanity team for being such accommodating hosts for the evening, welcoming their community through their doors and offering a fun space to cohabitate!

The CDCC is grateful for the relationships that exist among our members – you are the backbone to the success of Central Delaware, and we couldn’t be happier to have a small part in facilitating that. Thank you for trusting your local chamber to maintain and build relationships for the betterment of our cherished community. The CDCC could not do it without everyone’s continued presence, support and positive attitudes, exemplified at the Sunset Business Mixer!

Congratulations to our lucky door prize winners; we hope you enjoyed your winnings and smiled the whole way home. Congratulations to our new

Member of the Month who will be featured in the September issue of the Chamber Connections newspaper.

Bravo to our newest 5-star members from the Central Delaware Habitat for Humanity (Tim Bailey, executive director; Dylan Grimes, public relations coordinator; and Chrissy Kyriss, ReStore director) – thank you for your commitment and dedication to completing your 5-star journey with the CDCC. You’ve stayed engaged, participated built relationships with us — and for that, we are thrilled to recognize you!

Thank you to everyone in attendance at this month’s Sunset Business Mixer at Central Delaware Habitat for Humanity ReStore! What a marvelous evening of fun, friends, fostering relationships to build Central Delaware stronger than ever before. The Sunset Business Mixer is where simple conversations lead to big ideas and inspire visible change for the better. We appreciate offering communal spaces for the exploration of ideas from people like you who come from various industries and have so many resources at your disposal. If this was your first CDCC Sunset Business Mixer, we thank you for coming and hope you had a great time amidst the meeting of the Central Delaware minds! We hope to see everyone again next month on Wednesday, Aug. 31, at Noble’s Pond for a special 2-in-1 networking event, our mixer plus our Member 2 Member Expo!

For more information or to register please contact the CDCC office at (302) 734-7513 or visit www.cdcc.net. Thanks and see you soon, Central Delaware!



CDCC joins Office Pride Commercial Cleaning Services of Dover for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Office Pride Commercial Cleaning Services of Dover on July 20. Chamber members and friends joined Andy and Sandy Ortega and the team at 753-B Walker Road in Dover to celebrate their new ownership and grand opening of their first location!

Office Pride Commercial Cleaning Services offers a full range of top-quality routine janitorial cleaning services to commercial facilities throughout Delaware. They also offer specialty services, like floor cleaning, carpet cleaning, window cleaning, pressure washing, sanitization & disinfection services and electrostatic spray treatment, which is very effective in the fight against the spread of the virus that causes COVID-19, the flu and other respiratory illnesses.

Office Pride is locally owned and operated by Andy and Sandy Ortega, backed by their professionally trained team, who are committed to earning their customers' trust by providing a highest level of professionalism.

The company's mission is to honor God by positively impacting people

and workplaces. Their motto, "Our Values Make Us Different," encapsulates their faith-based, ethical model and core values that guide their day-to-day business operations.

Office Pride Commercial Cleaning Services of Dover does more than just clean; they care about people, their employee, and the businesses who put their trust in them. With over 27 years of military service, their steadfast hard work ethic, a servant's attitude and their commitment to total customer satisfaction is ingrained in the Office Pride culture. For these reasons and more, Office Pride has become one of the most respected commercial cleaning franchises in the nation.

Being new business owners, the Ortegas are eager to service and support their local community and fellow businesses by offering part-time employment opportunities with above average pay and a flexible schedule for those looking to supplement their income. Office Pride of Dover takes pride in giving business owners the peace of mind that comes with entrusting an honest and dependable cleaning company with the responsibility of main-



taining a clean, sanitized and healthy environment for their customers and employees.

In the future, Andy and Sandy Ortega plan to get involved with community outreach programs. They are looking forward to developing their own company-funded programs to support local youth, churches, military veterans and other families looking to become new business owners.

To learn more about Office Pride Commercial Cleaning Services of Dover, visit officepride.com/dover-felton or give them a call at (302) 295-0559. Or stop by their new office located at 753-B Walker Road in Dover. Please join the Central Delaware Chamber of Commerce in congratulating Office Pride Commercial Cleaning Services of Dover on their new ownership and Grand Opening of their first location.

CDCC joins Merle Norman Cosmetics for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Merle Norman Cosmetics on July 2. Chamber members and friends joined owners Stephanie Lehan and Angela Fowler of the Dover Merle Norman Cosmetics Studio to celebrate the grand re-opening of their Dover location at 1030 Forrest Avenue, Suite 113!

Merle Norman Cosmetics has been creating, supplying and applying high-quality cosmetics products for over 90 years. With over 110 studios across the United State and Canada, Merle Norman has serviced and empowered many people to lead their most beautiful lives inside and out. Merle Norman Cosmetics offers makeup products for the entire face, from brushes, blushes and foundations to eyeshadows, pencils, lipsticks and more! In addition to makeup, Merle Norman offers superb skincare products to protect, enhance and illuminate the skin to have you glowing from

within. Check out their wide selection of sunscreens, masks, serums, treatments, cleansers, exfoliators and toners, too. The Dover Studio is ready and willing to assist all skin types, concerns, and regimes to help you face anything that comes your way, beautifully and confidently.

Founded in 1913, Merle Norman founded the company by mixing ingredients in her kitchen. Fast forward 90 years, Merle Norman has created beauty empire that has helped so many people feel and look their very best. The mission of Merle Norman Cosmetics is still the same as when it was founded: to remain family owned and "to give every woman a more beautiful life." Each Merle Norman Studio is privately franchised, so you can feel good about supporting the dream of local small business owners. Stephanie Lehan and Angela Fowler are the Dover Studio owners, who are so excited to welcome the community back into their location. They are passionate



about helping others feel and look their best and can't wait to see you!

To learn more about Merle Norman Cosmetics, visit them on the web at www.merlenorman.com or give the

Dover Studio a call at (302) 736-01961. Please join the Central Delaware Chamber of Commerce in congratulating Merle Norman Cosmetics on their grand re-opening!

New Member Spotlight

Meet Ailyn Whalen of SUMURI, LLC!



Forensics, in its plural form, is defined as “the application of scientific knowledge to legal problems especially the scientific analysis of physical evidence.”

If you ask the average person what comes to mind when they hear forensics, they might think of the hit television series Crime Scene Investigation (CSI) or conjure up a vision of a laboratory setting with test tubes, beakers, and everything put meticulously into plastic bags. Granted: CSI aired in 2000, this perception of the forensics industry is severely outdated and doesn't begin to reflect the digital and technological advancements that companies like SUMURI, LLC are putting to use every day.

Ailyn Whalen co-founded SUMURI in July of 2010. Originally from the

Philippines, she was introduced to the world of digital forensics after helping her now-husband work for a digital forensics company, in which he was a partner. From then to now, Whalen has competed hundreds of hours in digital forensics trainings and is a licensed private investigator who now owns and directs the international operation that is SUMURI, LLC. The word “sumuri” originates from an old Tagalog word which means “to investigate” or “analyze.”

SUMURI's professional services are known worldwide and are revered as leaders in Macintosh, Windows and mobile forensics. This company offers extensive, express and cost-effective solutions to your personal and corporate digital analysis needs to assist with a legal case. Whalen's well-trained and knowledgeable team of experts work hard to extract and deliver data to their clients who need it the most to protect people. SUMURI's digital forensic training is highly prized and requested

worldwide. The team at SUMURI focus on software and hardware aspects of computers. They build custom, rugged, digital forensic workstations and solutions to cater to the needs of the business, agency or educational facility of any size.

SUMURI develops and designs innovative digital forensic software, hardware, training and services that are used by Fortune 500 companies; domestic and international law enforcement agencies; and military organizations. SUMURI solutions are used to aid in the investigation and analysis of digital crimes, digital evidence and eDiscovery (electronic discovery). The company also performs digital forensic examinations.

Whalen is a very busy woman running her global business; however, when she is not in the trenches of digital forensics, she can be found hiking, spending time with her three young adult children and church family or exploring our local beaches and small



towns.

She was motivated to join the Central Delaware Chamber of Commerce because of the impressive depth of networking opportunities available. “Whether a small business or large corporation the services offered by the CDCC, and their staff are amazing. The CDCC has already helped us immensely with opportunities that we did not know existed,” adds Whalen.

For more info about SUMURI, please visit their website at www.sumuri.com, or call their office at (302) 570-0015. Please join us in welcoming Ailyn and the SUMURI team into membership!

Introducing Brain Love Neurotherapy!



We should all take a moment to thank our brain. Each one of our brains have the ability to make computers, solve problems and feel everything from joy to sadness, all while governing the magnificent organism that is the human body. Preserving, challenging and advancing life, our brains do so much for us all the time ... constantly ... 24/7! Therefore, it so important that we take care of the mightiest muscle of all so it can continue to support a happy and healthy life for our minds and bodies.

The Central Delaware Chamber of Commerce is proud to introduce a business whose mission is to brighten the brain. Brain Love Neurothera-

py is a verified woman-owned small business working out of two locations in Rehoboth Beach and Dover. Owner Lauren Haggerty is a physical therapist and board certified neurotherapist. Haggerty founded Brain Love Neurotherapy in 2015 after a experiencing a whiplash car accident which led her to the discovery of neurotherapy. Haggerty has experience of working with children and adults with disabilities from her time working for Easter Seals in Sussex County. She and her husband, a Vietnam veteran and call center software environment expert, have traveled lived all over the world to places like San Francisco, Prague and Australia, before settling in Rehoboth. They are both excited to bring their expertise and passion of increased brain performance to the Central Delaware area with their second location in Dover.

The services of Brain Love include brain mapping, neurofeedback au-

dio & video emersion techniques, pulse electromagnetic frequencies and transcranial alternating current stimulation. After a free initial consultation, Haggerty and her team will create a custom, comprehensive plan to rejuvenate and regulate your brain. A brain mapping by the professionals at Brain Love Neurotherapy entails the individual be under “a 19-channel gap with each electrode filled with gel to gain the best connection to the scalp.” This quantitative electroencephalography (QEEG) will provide a detailed electrical analysis, quantification and measurement of brainwave activity during different activities. This can then be a baseline for improvement and comparisons.

Lauren and the team at Brain Love Neurotherapy are excited about opening their second location here in Dover to better serve their northern clientele. Their Dover office is located in the Independence Prosthetics & Orthotics



building at 4092 North DuPont Highway. Brain Love Neurotherapy joined the Chamber to discover and network with other entrepreneurs in the area.

For more information about the intriguing services from Brain Love Neurotherapy, please visit their website at www.brainloveneurotherapy.com or give them a call at (303) 278-7828. Please join the Central Delaware Chamber of Commerce in welcoming Lauren and the Brain Love Neurotherapy team into membership!

New Member Spotlight

Meet Justin Hadfield of Barrette Outdoor Living!



Everyone knows that the summer is prime outdoor time, especially for the residents of Central Delaware. Between the beaches, state parks, trails, vacations and sporting events, the people of Central Delaware are eager to be outdoors soaking up the sun before fall and winter come in. Whether your happy outdoor place is the beach or your backyard, Barrette Outdoor Living has what you need to help you and your family “Embrace your Outside Side.”

From decking, railing and fencing to decorative accents, pergolas and secure hardware — Barrette Outdoor Living has you covered to make sure you get the most out of your outdoor living space for many years and seasons to come. Barrette Outdoor Living is a nationally renowned company, operating at ten sites across the United States and North America. Barrette Outdoor Living has trusted subsidiary companies who specialize in various outdoor amenities. Recently Barrette celebrated a groundbreaking for National Vinyl Products (NVP) here in Dover. NVP specializes in vinyl fencing materials for distributors and contractors. Central Delaware is very excited to welcome Barrette’s new expansion to the area!

One of the representatives spearheading the NVP Dover operation is Plant Manager Justin Hadfield. Originally from the mountains of Lehi, Utah, Hadfield and his family of wife, Cristi, and their two children recently relocated to Central Delaware in 2020 to lead this new plant which will establish Barrette Outdoor Living’s ability to distribute their materials throughout the Northeast and MidAtlantic Regions. The CDCC welcomes Hadfield, his family, NVP and the entire Barrette Outdoor Living team to the highly favorable Central Delaware area.

“Working in Delaware has been great. Setting up the plant presented a new professional challenge, but the people that are on our team are amaz-

ing. In my career I haven’t had such a friendly, committed, and passionate team as we have here. We work together to solve problems and to learn and improve every day,” shared Hadfield.

“My kids are both involved in community sports, and we’ve had such a great time meeting new friends here,” Hadfield continued “From season to season it’s been fun to be involved in tee ball, soccer and gymnastics. Living here has been fun. We’ve had an opportunity to explore the entire region – the beaches, D.C., and Baltimore, to name a few.”

The team at NVP is excited to break ground here in Dover at 1886 Lynnbury Woods Road, and the CDCC couldn’t be more excited to welcome them as we continue to work to see Central Delaware thrive!

“Being part of the community is important to me. We have a philosophy in our business that ‘people buy from people.’ Whether as vendors, employees, or customers, it’s all about relationships. We joined the chamber so we could meet other businesses in the area and be part of the business community,” said Hadfield.

The Central Delaware Chamber of Commerce couldn’t agree more!

For more information about this new expansion of Barrette Outdoor Living and National Vinyl Products, please give them a call at (302) 401-4001 or visit them on the web at www.barretteoutdoorliving.com or www.nvpfence.com. Please join the CDCC in welcoming the Hadfield family, Barrette Outdoor Living, and the NVP team into membership!

Interested in sharing your message with people who attend local, family-friendly community events all summer long?



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NAME: Jason King

TITLE: Manager

BUSINESS: LegalShield

Member of the Month

ADDRESS: Local meeting places or Video conference

HOURS: Available by appointment, please call

PHONE: (302) 538-1961

WEBSITE: Jasonkang89.wearelegalshield.com/#

Tell us about your business

LegalShield is a legal service that is giving a even level playing field in the legal industry.

Tell us about your role in the business

I really enjoy my business, it's much simpler than most people think. I do not need to know a lot about the legal world, I just need to have a sincere desire to help people. I refer people that have legal, identity and personal family questions to qualified legal professionals that can help them figure out their situation.

It is truly rewarding.

In addition to that, I get to help, smart, ambitious people make money. It's not for everyone, sure, but few things are. Most business entities today are led by a single person or a small group of people, and management and task are

distributed to people they trust. LegalShield works the same way. I build and teach teams how to bring in potential clients quickly and easily, and in exchange, I get a portion, and they have the ability to do the same themselves. Win-Win.

Tell us what makes you unique

The freedom. In today's post-pandemic, Uber-delivery, Amazon Prime 24-hour delivery world, I can still live my life the way I want to and spend time with my family and friends when I want to. I can focus hard for a while and build my client and partner base with force, or chill and relax and build casually. We are truly in charge of how much money we make and how hard we work.

Also, because the service is awesome, I get a lot of referrals so most times, I'm just answering calls and signing people up.

What do you see for the future of your business?

My future for my company is to have business in all 50 states and Canada. Also, in my business being able to not just help with the services but helping people make an extra income. Lastly just have my business being able to be looked at as one of many good companies that have shown the blueprint for success.

How had the Chamber helped you grow?

That's simple. Like-minded professionals. There have been other professional networking groups that I have been a part of that have only offered rooms of hungry salespeople peddling their wares. This chamber is NOT one of them. The leaders of our organization are smart, efficient and eager to help. They take the time to personally introduce new and veteran members to connect

and leverage opportunities. The events are fun, fair priced, and are a great source to build personal referral networks or find answers to questions.

What is your best advice for a new business?

Do not be afraid of mistakes, but do not make them twice. This requires self-analysis. To take apart mistakes and understand where you went wrong. Focus less on blame and more on opportunities to improve. Most situations come down to basics. Someone, somewhere, missed an important deadline, point of interest or something else small. Very few times is purposeful negligence the culprit. When it is, it is usually easily identifiable, so then the decision is simply, what to do about it.

Ambassador's Corner

Seeking Additional Ambassadors – Your CDCC Needs You!

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

Our Ambassadors are the official representatives of the Central Delaware Chamber of Commerce. They assist members of the community in understanding who we are and what we have to offer. To put it simply, they carry our message with them wherever they go! The work of the Ambassadors promotes the growth of the Chamber. CDCC Ambassadors also serve a critical role as they provide mentoring to new members of the CDCC. They help the CDCC's newest members as they assist them in meeting other members and generally help them feel comfortable as they explore the many benefits of

Chamber membership. In addition, CDCC Ambassadors serve as a liaison for current members, often answering questions and clarifying details. They help members remain engaged!

The CDCC is currently looking for additional volunteers to serve as Ambassadors.

Here are the official qualifications:

- Company must be an active CDCC member in good standing for a minimum of 1 year
- Candidate must be engaged with the CDCC for a minimum of 1 year
- Candidate must maintain a professional appearance
- Candidate must attend an Ambassador Orientation.

The responsibilities of CDCC Ambassador are:

- Assist new and current members achieve 5-star status through their Journey Maps

- Provide initial contact and continued communication with new members
- Mentor new members through their first year of membership
- Attend Chamber functions such as Ribbon Cuttings, Mixers, Special Events when possible
- Promote the value of CDCC membership and actively recruit new members
- Stay up to date on CDCC events and programs and invite new members to attend.

The Chamber and its members place a high value on the work of the Ambassadors. There are also many benefits to those who serve as Ambassadors. Serving as an Ambassador allows members to expand their business networks with like-minded professional and potential customers. Service in this way increases one's visibility and gives opportunities for a greater presence in the community. Ambassadors



often speak about the great satisfaction they experience as they help new members reach 5-Star status. In short, serving as a CDCC Ambassador increases every possible business opportunity for personal and professional development because of the relationships created.

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

We are hopeful that anyone interested in serving as an ambassador will give us a call at the CDCC Office at (302) 734-7513 and speak with Dina. We'd love to hear from you soon!

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.

(50 YEARS)



(20 YEARS)



(10 YEARS)



Thank You for Your Renewal!

RENEWALS FOR JUNE 2022

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
L&W Insurance Agency	50	Accurate Tint And Graphics	6
Torbert Funeral Chapel	36	Children & Families First	6
Rene' DeLyn Hair Designs	35	Coastal Car Wash	6
Easterseals DE & MD's		Delaware Department of State	6
Eastern Shore	32	Shawna Kirlin, Realtor	
Sunnyfield Contractors, Inc.	29	with Patterson Schwartz	6
McKinney's Towing &		Koski Enterprises Inc.	6
Road Service	28	Movement Mortgage	6
Sambo's Tavern	26	Bavarian Bakery & Deli	5
Delaware River & Bay Authority	23	D.R. Horton	5
Proforma Dynamic Resources	23	IMD4	5
Fantini Research	20	Edward Jones – Daneman	4
SERVPRO of Dover/Middletown	18	Jdog Junk Removal	4
TD Bank – Limestone	18	LongHorn Steakhouse	4
BIG Investment Services	17	Capriotti's of Dover, Inc.	3
Bel Boutique, Inc.	14	Edward Jones – Wearden	3
TidalHealth Lifeline	13	Fur Baby Pet Resort	3
Jazzercise at the Capital Grange	12	Instant Imprints of Delaware	3
A Registered Agent Inc.	10	Janie Libby	3
Dover Community Pharmacy	10	All American Electric Service LLC	2
ADT Commercial	9	Elizabeth Esther Café	2
Cheddar's Scratch Kitchen	9	JP's Wharf LTD	2
Goeins Williams Associates Inc.	9	The Terminix International	
Americare Home Solutions	8	Company, LP	2
HOME 2 Suites /		Flyover Fun Park	1
Axia Management	8	King Cole	1
Pugh's Service	8		

New Members

Angle Mortgage Network

John Rowley
31 Saulsbury Road, Suite 2
Dover, DE 19904
302-724-5230

Brain Love Neurotherapy

Edward Haggerty
4092 N. DuPont Hwy.
Dover, DE 19901
302-278-7828

City Wide Facility Solutions

Delaware
Tasheema Heyliger
755 Walker Road, Suite A
Dover, DE 19904
917-602-0548

Dedicated to Women

Ms. Tracey Miller
200 Banning Street, Suite 320
Dover, DE 19904
302-674-0223

Mindful Midwifery

Ms. Michelle Lessard
254 E. Camden Wyoming Ave.
Camden, DE 19934
302-922-6200

Tastee's Chicken and Seafood

Otis Brooks
147 S. New Street
Dover, DE 19904
302-526-6401

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Katrina Gott
1137 S. State Street
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302-346-9622

Coffee On Us!

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The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front pageheader changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly "Coffee On Us" contest.

If you recognize the location of the header picture on our front page, be the **THIRD PERSON** to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:



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

The winner of the July "Coffee on Us" Contest was **Mary Ann Curry, Independent Scentsy Consultant**, who correctly identified the Sunflower Fields of Fifer's Farm Store & Kitchen in Camden-Wyoming. Congratulations, Mary Ann – 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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