

# Chamber Connections

Vol. 46 // No. 10

[cdcc.net](http://cdcc.net)

October 2023

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## Celebrating Community this Holiday Auction Season!



At the Central Delaware Chamber of Commerce (CDCC), we are sad to wave goodbye to the summer of 2023, but we are excited to enter the fall and holiday season with the community that means the most to us – YOU, Central Delaware! We are just as surprised as you are that October is here and that the holiday season is just around the corner. We couldn't be more thrilled to invite you to the Central Delaware Chamber of Commerce's 20th Annual Holiday Gift Auction on Wednesday, October 28th, 2023, at Maple Dale Country Club (180 Maple Dale Circle, Dover), from 5-8pm. This cherished tradition has been bringing our community together for two decades, and we can't wait to celebrate this milestone with you!

This year's Holiday Gift Auction promises to kick off the holiday

season right with a dazzling array of festive decorations, delicious food and beverages, and, of course, an incredible selection of holiday gifts up for bid from our amazing members. Whether you're looking for the perfect gift for a loved one or hoping to add a little extra sparkle to your own holiday celebrations, you won't want to miss this event. This spectacular event showcases our members (like you) and the community in a very special way that we are so proud to present.

Have you attended the CDCC's Holiday Gift Auction anytime in the last 20 years? If so, thank you for your support of the YOUR CDCC thus far – we hope your items, services, and experiences have been as memorable for you as they have been for us. If this is your first year attending this well-revered event, we promise it will be an evening you will not forget and will become a tradition for you and your friends for years to come.

This year's theme is "Celebrating Community," which we believe encapsulates 20 years of generosity, support, togetherness, and people like you who create a community that makes us very proud. Excited is an understatement to describe how

we feel about "Celebrating Community" and ringing in the holiday season with you this October!

Highlights of this extraordinary event include a wide range of unique and handcrafted gifts, perfect for those who appreciate one-of-a-kind treasures, the opportunity to bid on memorable experiences like spa days, restaurant gift certificates, and more for a special treat or a gift that keeps on giving. Not to mention, by attending our auction, you're not only celebrating the holidays but also supporting your local community. Proceeds from the auction go toward CDCC initiatives that strengthen and grow Central Delaware.



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## State of Base Briefing Breakfast – November 20th, 2023!



The Military Affairs Committee of the Central Delaware Chamber of Commerce (CDCC) invites you, the community, chamber members and friends to the Dover Air Force Base's Annual State of the Base Briefing Breakfast on Monday, November 20,

2023, from 07:30-09:30am at The Landings located at 479 Chevron Avenue, Dover Air Force Base. Signature Sponsor, Delaware Technical Community College, is proud to support this event to connect our civilians and service personnel to better Central Delaware.

It can go without saying that Dover Air Force Base (DAFB) is an incredibly indispensable aspect of the Central Delaware community and has been for nearly 75 years. The hard-working military personnel stationed at DAFB not only

impact and protect our nation, but also our immediate community here in Dover. The impact of their service creates ripple effects throughout Central Delaware that send waves of positive economic, cultural, and emotional change, long after their deployment. The CDCC is proud to have such a strong relationship with DAFB and those who serve our community and country. The Annual State of the Base Briefing Breakfast is just one of the many ways that the

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# Dina's Digest



PRESIDENT  
Dina Vendetti

## Celebrating Community

Towards the end of August, I saw (and shared) a quote that really made me giggle: "Summer isn't over until September 22nd, so sit your pumpkin-spice-self down while I finish my margarita. Thank you."

I am not one to rush the various seasons of the year. I hate it when the stores display Valentine Cards on December 26th; there's no need for Memorial Day sale ads the day after Easter; and there's absolutely no need for Christmas decorations to be displayed in the stores before Halloween!

Evidently, I am not alone in this campaign to enjoy the holidays one at a time. The NBC news team even shared a story sometime in August about how disconcerting it was that so many stores like Lowe's and Home Depot were already displaying their 12 ft. Santas. Doesn't time move quickly enough as it is?!

Having said that, I am going to break my own rules for just a moment because I don't want you to miss out on a really great opportunity. Holiday shopping can be a heavy lift and to do it well (and remain sane in the process!), one must listen, plan, and be strategic in its execution. While the benefits of holiday giving are wonderful, the idea of beginning the task can be daunting! Fortunately, your Chamber is here to help you get started.

The CDCC's 20th Annual Holiday Gift Auction will take place later this month! This event has become a very popular, well-attended, and much anticipated evening of holiday local shopping. The Holiday Gift Auction gives your Chamber an opportunity to showcase our business members and highlight the amazing and unique products and services that are available right here in Central Delaware.

Our goal for this event is to show everyone that all their holiday shopping can be done right here in Central Delaware with our CDCC members. The items are always of a high quality and the auction offers our shoppers an opportunity to make unique purchases for themselves or for the people on their holiday shopping lists. A wide range of items – from food to jewelry to clothing to experiences – provide a vast array of purchasing possibilities for our guests.

Back by popular demand, we are excited to bring this year's event to you completely LIVE and IN PERSON – because being together is the best way to CELEBRATE COMMUNITY. This shopping adventure will be held at Maple Dale Country Club on October 25th from 5 – 8pm. The silent auction, which typically features over 100 items, will be ready for your bidding pleasure in a couple of rooms with bidding sheets ready to collect your best price! The LIVE Auction, under the direction of auctioneer extraordinaire Steve Harrell, promises to be a frenzy of activity as guests raise their bidding numbers to win a variety of amazing items.

This year's auction theme, "Celebrating Community," is designed to help us focus on how much we can accomplish when we live, work, and play together! We're excited to celebrate with you and to come together to support our local businesses as we head into the holiday season.

So, without compromising a well-deserved emphasis on Fall, Halloween, and Thanksgiving, please join us for the start of the Holiday shopping season and all that follows – we look forward to seeing you soon!

# Calendar of Events

## OCTOBER

- Thursday, October 5th**  
Leadership Central Delaware  
8:00am - 5:00pm, Agriculture & Agri-tourism Day
- Thursday, October 5th**  
Kent County Open for Business  
8:30am - 10:00am, Kent County Levy Court
- Tuesday, October 10th**  
CDCC Board Meeting  
7:30am - 8:30am, Faw Casson
- Tuesday, October 10th**  
Professional Power-Up Online  
12:00pm - 1:00pm, via Zoom
- Wednesday, October 11th**  
Coffee Coaching  
8:00am - 9:00am, via Zoom
- Wednesday, October 11th**  
Marketing Committee Meeting  
10:00am - 11:00am, via Zoom
- Thursday, October 12th**  
Member Orientation  
8:30am - 10:00am, via Zoom
- Tuesday, October 17th**  
LCD Steering Committee  
12:00pm - 1:00pm, CDCC Conference Room
- Wednesday, October 25th**  
CDCC Holiday Gift Auction  
5:00pm - 8:00pm, Maple Dale Country Club

## NOVEMBER

- Thu., November 2nd**  
Leadership Central Delaware  
8:00am - 5:00pm, Education Day
- Thu., November 2nd**  
Kent County Open for Business  
8:30am - 10:00am, Kent County Levy Court
- Wed., November 8th**  
Coffee Coaching  
8:00am - 9:00am, via Zoom
- Wed., November 8th**  
Marketing Committee Meeting  
10:00am - 11:00am, via Zoom
- Thu., November 9th**  
Member Orientation  
12:00pm - 1:30pm, via Zoom
- Tue., November 14th**  
CDCC Board Meeting  
7:30am - 8:30am, Faw Casson
- Tue., November 14th**  
Professional Power-Up LIVE!  
12:00pm - 1:00pm,
- Biggs Museum of American Art**
- Wed., November 15th**  
Ambassador Committee Meeting  
4:30pm, TBD
- Wed., November 15th**  
Sunset Business Mixer  
5:00pm - 7:00pm, TBD
- Mon., November 20th**  
State of the Base Briefing  
7:30am - 9:30am, TBD
- Tue., November 21st**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm, CDCC Conference Room
- Thu.-Fri, November 23rd & 24th**  
Thanksgiving Holiday Office Closed
- Thu., November 30th**  
Capital Holiday Celebration  
5:00pm - 8:00pm, Downtown Dover

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



## LEWES-TO-GEORGETOWN TRAIL RECOGNIZED

The Lewes-to-Georgetown Trail was recently recognized as the most popular trail in the state of Delaware, according to a survey conducted by Delaware Greenways. Ultimately, the Trail will extend 17 miles between Georgetown and Lewes, Delaware creating a safe, non-motorized facility improving regional connectivity, healthy lifestyles, and economic growth. Currently, 11 miles have been constructed, the majority of which was designed by Century-Kleinfelder.

Central to the trail's design philosophy was the integration of both environmental sensitivity and practicality. Capitalizing on sections of abandoned railway, the rail to trail minimized disruption to the delicate wetlands while reducing the necessity for new drainage infrastructure. Beyond its functional elegance, this off-road alignment seamlessly links neighboring communities, parks, and other trails, fostering a culture of wellness and curtailing vehicular traffic. In other Rail with Trail sections, the design integrated the active railroad ensuring safe operations of both facilities.

To better understand the local popularity of the trail and its usage patterns, Delaware Greenways conducted a survey, gathering insights from over 800 participants. An impressive 92% of respondents attested to their fondness for the trail primarily for exercise, while also appreciating its recreational and relaxation benefits. Pedal power emerged as the dominant mode of exploration, with 75% of users favoring bicycling to traverse the trail. In addition, the survey revealed that the trail's allure spans the seasons, with 84% dedicating one to two hours of their time year-round, and more than half utilizing it throughout every season.

The survey also asked respondents to share suggestions for enhancing the trail experience. From improved trail lighting to expanded parking facilities, and the inclusion of public restrooms and hydration stations, the vision for enhancement was varied and responses are being incorporated in future designs.

Looking forward, the trail is set to expand, with federal funding recently secured for the completion of the trail. The Delaware Department of Transportation (Del-

DOT) received a \$21 million Rebuilding American Infrastructure with Sustainability and Equity grant to finish the final six miles of the trail, extending it to a total of 17 miles. Century-Kleinfelder will support DelDOT by designing the last six-mile connection.

Century-Kleinfelder Senior Program Manager Bill Conway commented, "The Lewes-to-Georgetown Trail is recognized as a valuable alternative mode of transportation connecting communities and providing recreational opportunities for the community. We're looking forward to collaborating with DelDOT to design the trail's final stretch, and we're confident that these final six miles will further increase the trail's popularity."

"If projects like this peak your interest, WE'RE HIRING! Century is currently looking for engineers, surveyors, and inspectors to grow our Team. Everything we make possible for our clients is a direct result of the power of our people – and that's why we believe so strongly in enabling our employees to set ever-higher standards for their work and take on new challenges. Our culture is designed to make our employees feel supported, involved, engaged, and important. Come join the Team that's setting the standard! Anyone interested can apply online at [www.kleinfelder.com](http://www.kleinfelder.com)."

**\*Submitted by Century Engineering**



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## PAM: Acute Rehab vs. Skilled Nursing Care

After hospitalization for a serious illness or severe injury, you may face a decision on whether to continue your recovery at an inpatient rehabilitation hospital or a skilled nursing facility (SNF). Post Acute Medical Rehabilitation Hospital (PAM) is here to make sure you have sufficient information to understand the difference between these two different levels of care. This can make all the difference in whether or not you maximize your medical and functional long-term recovery.

At PAM Health, they are aware that the quicker you start your rehabilitation, the quicker you can experience a full recovery. The specialists on the rehabilitation teams in their Joint Commission-certified acute care rehab hospital will help you choose the most suitable care plan to meet recovery goals. Their highly trained rehabilitation team works with patients to help them increase their strength and endurance, relearn previous skills, and develop new skills. In addition, they engage with family and caregivers, providing education and training that enables them to provide patients with the support necessary to resume day-to-day life. The average stay for patients at PAM is only 8-10 days, opposed to 20-60 days at an SNF.

There are several key differences between an SNF and PAM. At PAM, patients have physician visits 7 days a week, as opposed to 1 visit a

week and 1 every 30 days at an SNF. PAM has Physiatrists (Rehab Physicians) and Internal Medicine professionals with 24-hour availability, opposed to SNFs having Geriatricians, internists, family practitioners, nurse practitioners on limited availability. At PAM, a three-day hospital stay is never required. Patients receive 6 hours of direct care daily with 24-hour availability, whereas patients only receive 2-3 hours of direct care daily. The level of direct care to patients is incomparable at PAM – their nurse to patient ratio is 1 for every 7-6 patients, unlike 1 nurse for 20+ patients at an SNF.

Be vigilant - some skilled nursing facilities will call themselves a “rehab” facility, however they do not provide the same level of service as an “acute hospital rehab” like PAM.

Studies show that patients treated in an acute rehabilitation hospital have better outcomes, go home earlier, and are less likely to be readmitted to the hospital. “The most gratifying aspect of my job is seeing patients improve and go home to their families and seeing how they progress every day,” shared CEO, Ted Werner. Werner is also proud that PAM has an almost non-existent rate of patient readmittance after receiving care at PAM by the “PAM-ILY” staff that he appreciates dearly. PAM has an impressive 90% patient satisfaction score as well!

Susan Litchford, Chief Nursing Officer, has been providing 35+ years of competent and compassionate nursing care throughout her career. She enjoys that she “works with a good care team of passionate employees, with great ownership and reputation.” She appreciates that PAM provides some of the same skills as an SNF but “looks at patient care differently to provide a better quality of life and reduce residency.” She shared that she is appreciative of her team and PAM is interested in hiring people who are passionate about this field of work.

Werner emphasized the need to make this distinction between their level of care and the level of care of SNFs. He also wanted to bring attention to people putting off their medical needs ever since the COVID pandemic. Their biggest challenge since opening the Dover location is serving patients who have put their medical needs on pause, resulting in comorbidities that take longer to treat. “We are here for you, don’t delay and pay the price needing more complex care,” warned Werner.

*Next time you find yourself or a loved one needing Post-Acute Rehabilitation Care, be sure to think of PAM Dover, and their 200 locations across the country. For more information about PAM Rehabilitation Hospital, please visit [www.pam-health.com](http://www.pam-health.com) or call (302) 672-5800.*



## A Beachside Beginning for LCD!

The Central Delaware Chamber of Commerce’s (CDCC) Leadership Central Delaware program kicked off with a splash as the members of the Class of 2024 embarked on their journey of leadership and community engagement at the picturesque, Brighton Suites Hotel in Rehoboth Beach. The Opening Retreat, held overnight from September 14th to September 15th 2023, set the stage for a year of personal growth, professional development, and community involvement for this group of 28 aspiring leaders.

Leadership Central Delaware,

the Diamond program organized by the CDCC, is designed to cultivate the leadership potential of individuals from diverse backgrounds. Participants engage in a series of immersive experiences, workshops, and networking opportunities aimed at equipping them with the skills and knowledge necessary to make a positive impact on the Central Delaware community. The purpose of the Opening Retreat is to introduce everyone to the program, to each other in personal ways, and jumpstart their minds for the journey ahead. The Opening Retreat served

as a dynamic introduction to the program, blending learning with leisure and memories to last a lifetime.

Things will surely never be the same for members of the LCD Class of 2024, and it’s just the beginning! Participants wasted no time in forging connections as they engaged in a series of team-building activities. These activities not only broke the ice but also set the stage for collaboration and mutual support throughout the program. They formed their ideal countries, unpacked leadership with CDCC President, Dr. Dina Vendetti, and evaluated their own leader-

ship styles with the help of a colorful cards visual. They learned about the “Secret Ingredient of Leadership” by former CDCC President, Judy Diogo, and how to use it in everything they do.

The retreat was not just about self-improvement; it also emphasized the importance of giving back to the community. To choose their Community Impact Project, class members thought critically over 14 proposals from local nonprofits in order to choose three projects. They voted and chose three different projects from three different nonprofits

which promises to allow them to make an immediate impact on a local cause, reinforcing the program's commitment to community service. We are proud and impressed with their ability to delegate amongst themselves, and make calculated, realistic choices on the proposals received. We know they are excited to get to work, and the CDCC is even more excited to see how they leave a lasting impact on their community for the better as they work together, communicate, and get their hands dirty.

The Class of 2024 had the privilege of hearing from inspirational guest speakers who shared their personal leadership journeys on Day 2. We were delighted to hear from Audrey Wagamon, Certified

Energy Leadership Coach, and owner of First Class Properties. She shared the 7 levels of energy and how they pertain to teams and individuals. Class members took personal assessments of their "gremlins," or limiting beliefs, that are holding them back from their goals. It was an engaging, realistic, holistic, and different way to look at leadership.

Following Audrey, the class received a heart-wrenching and captivating presentation by Bobby Jones, founder, and owner of BrightSide Roofing. He shared the power of vulnerability, owning your past, and breaking through limiting beliefs. His story of resilience and perseverance struck a chord with everyone in the room and left a memory that they will never forget. We thank both presenters for sharing their time, talents, and expertise with the LCD Class of 2024!

The LCD Closing Retreat for the Class of 2024 was absolutely one for the books. One of the program's lasting benefits is the extensive network participants build. The bonds formed during these 2 days will surely to be a source of support throughout their leadership journey and experience far after the program concludes. As the Opening Retreat concluded, participants left with a sense of enthusiasm and a commitment to make a positive impact on Central Delaware. The Class of 2024 is now well-prepared to navigate the challenges of leadership, armed with the knowledge and relationships fostered during this unforgettable

retreat.

The CDCC thanks the class for trusting the LCD process, being engaged and being open-minded in the experience. We are so excited to get to know you even more as we meet for our class days starting this month.

Over the coming year, the LCD Class of 2024 will engage in a series of monthly sessions, community projects, and networking events, culminating in their graduation next

fall. The Central Delaware Chamber of Commerce's Leadership Central Delaware program continues to be a beacon of leadership development in the region, and the Class of 2024 is poised to carry on this tradition of excellence. Stay tuned for more updates as they embark on their leadership journey, making a difference in Central Delaware's vibrant and diverse communities.

And they're off...to Agriculture and Agri-tourism Day!



# Member News

## Professional Power Up Their Public Speaking Skills!

The Central Delaware Chamber of Commerce (CDCC) recently held a dynamic and informative Professional Power-Up session held at the beautiful Biggs Museum of American Art in Downtown Dover on Tuesday, September 12th from 12-1pm. The event featured the charismatic and highly regarded speaker, Rev. Dr. John G. Moore, Sr., who hails from the United Way Delaware. Rev. Moore delivered an engaging presentation focused on the art of public speaking, leaving attendees with valuable insights and practical skills to enhance their communication abilities, no matter the topic. Delaware and the world may know Moore as “the Dr. Martin Luther King Jr. speaker” but that is just one element to his prowess – to the CDCC and community Moore is a mentor, community leader, and friend. The CDCC thanks John for donating his time and talents to deliver an impactful presentation this past month.

Rev. John Moore, with his extensive experience in public speaking and community engagement, captivated the audience from the moment he stepped to the front of the room. If you’ve never had the

chance to meet him, you are surely missing out! But our attendees at this month’s Professional Power-Up session did not. Attendees walked away from this session with a tangible outline to guide any presentation – Moore’s “Secret Sauce.” He shared the importance of practice, practice, practice. He shared tips on how to use your tone, avoid filler words like distracting “ums” and “uhs,” the need for passion, engaging an audience, and believing in yourself. Moore shared his experience of growing up as a very shy child, far from the man he is today. Rev. Moore has spoken to a crowd of thousands as he presented Dr. Martin Luther King Jr.’s famous “I Have A Dream,” at the dedication of King’s monument in Washington, D.C.

The session concluded with an interactive Q&A session, allowing attendees to seek further guidance and clarification on public speaking challenges they may face in their professional lives. Moore’s warm and approachable demeanor made the session not only informative, but also comfortable for participants to ask questions and seek personalized advice. The Professional Power-Up



session led by Rev. John Moore at the Biggs Museum of American Art was a resounding success, leaving attendees inspired and equipped with valuable tools to practice their public speaking. The CDCC is delighted to serve its members and potential members by providing outstanding professional development opportunities, and this event was no exception. It was a day filled with personal growth, networking, and the exploration of the art of effective communication – it’s amazing what can happen in just one hour of your

day!

The CDCC thanks Moore and the Biggs Museum for making this event possible for our attendees. We invite you to mark your calendars (Tuesday, October 10th, from 12-1pm, via zoom) for the next FREE virtual Professional Power-Up session led by Delaware State News Publisher, Konrad LaPrade, on “Planning Your Day,” a lesson in productivity and efficiency for busy professionals. We guarantee you won’t want to miss this moment as well!

## GIFT AUCTION

Continued from Page 1

This event would not be possible without generous sponsors and donors! Thank you to our Premier Sponsor, the City of Dover. Thank you to our Going, Going, Gone Sponsor: Artisan’s Bank. Thank you to our Live Auction Sponsor: High Ground Creative, LLC. Thank you to our Deal-icious Dishes Sponsor: Merrill Lynch – Connell & Associates. Thank you to our Digital Media Sponsor: AHDTV Network. Thank you to our Let’s Make A Deal Sponsors: Del-One Federal Credit Union and Shore United Bank!

Over the past 19 years everyone who has sponsored or donated has brought smiles and cheer to your community, and we hope you will consider donating and/or sponsoring this event this year to contribute to the 20th anniversary. The CDCC is currently seeking auction donations through early October. No item, service, or experience is too big or

small to make someone smile this holiday season. We encourage you to get creative in showcasing your business because you never know what guests are looking for to cross off their holiday list early. Every year, guests look forward to the Holiday Gift Auction because of the chance to bid on an item, basket, or experience that they can’t get anywhere else.

If you or your business would like to contribute to the auction or become a sponsor, please visit our website, [www.cdcc.net](http://www.cdcc.net), or call (302) 734-7513. Your support is greatly appreciated and helps us continue to bring joy to our community during the holiday season. We appreciate any and all support from our local community. Help us to live out this year’s theme of “Celebrating Community” by planning to attend this month!

Registration for this event is now open online at our website [www.cdcc.net](http://www.cdcc.net). Still wish to donate an item, product, or service? Donations are

still accepted until October 18th by giving the CDCC office a call at (302)734-7513 or by stopping by our office at 435 N. DuPont Highway, in Dover. We can’t wait to be the first to wish you Happy Holidays this holiday season. Don’t forget to bring your holiday spirit and generous bidding enthusiasm!



## Member News

# CDCC Members Recognized as Stars of Delaware 2023!

The Central Delaware Chamber of Commerce (CDCC) had the privilege of attending an awards ceremony recognizing all industries of businesses in Delaware hosted by one of our great partners, the Delaware State News (DSN). The DSN held its Annual Stars of Delaware Celebration on the evening of Thursday, September 7th, at the beautiful King Cole Farms in Dover. It was a wonderfully thoughtful, supportive, and elegant event to honor the community's votes for the best of the best throughout the state.

The DSN's Stars of Delaware event is completely determined by the votes received by the community in the months leading up to the award ceremony. This invite-only event featured many CDCC member businesses who we were delighted to acknowledge and support. We loved to see that this awesome event was also sponsored by members: Chesapeake Utilities, the

Biggs Museum of American Art, the Creative Side of Things, and Delaware Municipal Electric Corporation. The CDCC appreciates seeing its members collaborate and support each other for special events and causes such as this one!

Javier Santana of High Ground Creative, The Creative Side of Things, and CDCC Board Member, addressed the room with a sweet toast to kick off the dinner portion of the evening! Mike Baker of the Shasta Shutterbug, a fun mobile photo booth, was also present in the lawn area helping people to capture magical memories. The Skyling Catering team, led by Liz Hanson and Chef Jeff, did a phenomenal job of serving a delicious meal to over 200 attendees!

The CDCC would like to further acknowledge and congratulate our members who took home nominations and winning awards for their business categories, as noted in the DSN's keepsake publication:

**Event Venue:** King Cole Farms

**Hotel/ Inn/ BNB:** Bally's Dover Casino Resort

**Local Attraction & Museum:**

Biggs Museum of American Art

**Golf Course:** Jonathan's Landing

Public Golf Course and Event Venue

**Asian/ Sushi:** Chaiyo Sushi & Thai Cuisines

**Bakery/Dessert:** La Baguette Bakery & Catering

**Burger:** Restaurant 55

**Business Lunch:** Maple Dale Country Club

**Cocktails:** Cool Springs Fish Bar & Market

**Catering:** Skyline Catering, LLC

**Coffee:** The House of Coffi

**Comfort Food:** The Brick-Wood Fired Eats

**Crabs:** Sambo's Tavern

**Craft Beer:** Mispillion River Brewing

**Family Restaurant:**

Mike & Mel's Family Restaurant

**Italian:** Roma Italian Restaurant

**Frozen Treats:**

Tre Sorelle Dolce Ice Cream & Mini Golf

**Local Winery:** Harvest Ridge Winery

**Florist:** Jen-Mor Florist

**Local Food:** Byler's Store

**Jewelry Store:** Sayers Jewelers and Gemologists

**Car Wash:** Westside Car Wash

**Home Builders:** Lessard Builders

**Home Repair:** Bright Side Roofing

**Energy:** Chesapeake Utilities

**Swimming Pools:** Dover Pools

**Accountant:** Faw Casson, CPA

**Bank:** WSFS

**Credit Union:** Dover Federal Credit Union

**Dry Cleaner:** Emerald City Wash World

**Law Firm:** Hudson, Jones, Jaywork, & Fisher

**Pet Boarding:** Fur Baby Pet Resort

**Tax Preparer:** Raymond Book & Associates

**Financial Planner:** B.I.G. Investment Services

**Charter School:**

First State Military Academy (FSMA)

**College:** Delaware Technical Community College

**Home Healthcare:** Lean on Me Caregiving

**Hospital:** Bayhealth Kent Campus

**Eye Doctor:** Simon Eye

**OB/GYN:** Dedicated to Women OB/GYN

**Dermatologist:**

SunWise Family Dermatology & Surgery

**Health Food:** Good News Natural Foods

**Aesthetician:** Bella MediSpa

**Weight Loss:** CNU Fit

**Non-Profit Health Services:**

Easterseals DE & MD Eastern Shore



As you can see, we have a multitude of members who are doing incredible things throughout Kent County and the State of Delaware. We are so proud to have a catalogue of businesses that truly care about serving the community with their talents and expertise. These were all nominated and voted by all participating members of the community and that speaks volumes. Congratulations to our winning (and nominated) member businesses for providing exceptional work, customer, and community service, to make Central Delaware THE place to live, work, and play!

The CDCC was honored to be able to celebrate with all the people in attendance. Congratulations and kudos to our partners at the Delaware State News for orchestrating a stellar event. We cannot wait to see what next year's event holds. We are honored to be a small part in the business journey of our members and wish to be there every stop of the way. Keep up the great work, Central Delaware!

# Member News



"Gang Greene", 2x Reigning Champions, pose with their winning cash prize!



The "Cash Cows" from the DE Office of Management & Budget win best costume!



The "Dover Federal Credit Union Divas" win best costume!



## The CDCC's Amazing Chase: A Wild Success!

On the beautifully sunny evening of Thursday, September 21st, Downtown Dover was transformed into a playground of excitement as the Central Delaware Chamber of Commerce (CDCC) hosted its annual "Amazing Chase: Downtown Dover Edition" scavenger hunt event! Participants from various member businesses came together for three hours of adventure, teamwork, and community spirit, showcasing the heartwarming unity that defines this charming Delaware town, with a friendly level of competition.

The Amazing Chase: Downtown Dover Edition has become a steadily growing tradition for both competitors members and Downtown Dover merchants. This year's event lived up to its reputation by offering participants an unforgettable experience that combined elements of adventure, strategy, and local exploration. Teams of three embarked on a thrilling race against time to solve clues, complete challenges, and ultimately, win the coveted grand cash prize. It was a fast and friendly frenzy for the competitors that provided great FREE entertainment to Downtown onlookers and merchants!

One of the most heartwarming aspects of the Amazing Chase was the way it brought the community together. Participants worked as teams, relying on each other's strengths and talents to overcome

challenges. Strangers became friends, and lifelong memories were forged during the hunt. The CDCC's event succeeded in fostering a strong sense of community spirit, showcasing the power of collaboration.

The event also served as a platform to promote local businesses and establishments. Many challenges required teams to interact with downtown Dover's shops and restaurants, giving participants a taste of the vibrant local culture. This provided a valuable boost to the area's businesses, reinforcing the CDCC's commitment to supporting the local economy.

At about 5:30pm, the 9 teams of three read the rules, were given their first clue, and the official declaration of the game to begin! For the next hour and thirty minutes they were off, sleuthing through the wonderful businesses of Downtown Dover! The CDCC would like to thank the following Downtown Dover businesses for participating in this event – we couldn't do it without you and we appreciate the honor to help showcase your business: Agape Body Piercings, Bibi's Brunch, Delaware Division of Small Business, Delaware State University, The Grey Fox Grille, The Golden Fleece Tavern, The House of Coffi, Hudson, Jones, Jaywork & Fisher, Kent County Tourism Corporation, Wesley United Methodist Church, and The Wedding

Boutique.

The CDCC also thanks our sponsors from The City of Dover and M&T Bank, and our host, the Grey Fox Grille! Thank you for your generosity in supporting this event for your community to make memories and to promote and support each other! We appreciate your continued help in making this event a success for yet another year. Thank you to Mayor Robin Christiansen and the Capital School District Senator for being a featured photo stop along the course, and for M&T Bank for being present, having a competing team, and sharing cool swag and essential bags for everyone. Thank you to the Grey Fox Grille for providing a meeting space and delicious food and beverages for our famished chasers!

The CDCC congratulates and thanks all the teams who participated this year: "Gang Greene" of Secure Data Computer Solutions, "Wesley Picklers" of Wesley United Methodist Church, "Let's Get Fiscal!" of the Delaware Office of Management & Budget, "Cash Cows" of the Delaware Office of Management & Budget, "LCD 23' Warriors or Bayhealth Medical Center, LCD Class of '23- JAWs of Chesapeake Utilities, "M&T Green Machine" of M&T Bank, DFCU Divas of Dover Federal Credit Union, and the Wild Goose Chasers of Del-One Federal Credit Union!

The sun set over Downtown Dover, all the teams eventually made it to the finish line without any injuries. The victorious team, "Gang Greene," emerged as champions, completing the game first, earning well-deserved bragging rights and a grand prize of \$300 - Way to go Gang Greene! Congratulations to the "Dover Federal Credit Union Divas" and the Delaware Office for Management and Budget "Cash Cows" for winning best costumes!

The Central Delaware Chamber of Commerce and the city of Dover look forward to continuing the tradition and creating even more cherished memories in the years to come. The Amazing Chase: Downtown Dover Edition once again proved to be a thrilling adventure that celebrated community spirit, local businesses, and the beauty of Dover. It served as a reminder that when a community comes together, incredible things can happen, and that's precisely what makes Dover, Delaware a remarkable place to call home. We hope to see you next year for the 2024 Amazing Chase: Downtown Dover Edition – until then, be sure to support the wonderful local businesses in Downtown Dover, consider it as research and studying for next year!



# Member News



## STATE OF THE BASE

Continued from Page 1

CDCC's Military Affairs Committee helps to maintain and strengthen that relationship. The partnership between the Dover Air Force Base and the CDCC can be described in one phrase: TEAM DOVER! The mid-flight eagle Abilene Trophy soaring on in the CDCC office is a constant reminder of the pride, that not only the CDCC has in the relationship with our servicemen and women, but a reflection of the entire Central Delaware community as well. We could not imagine Central Delaware without the companionship and dedicated service of every single person at DAFB – the CDCC and your community thanks you for your service!

The CDCC community is encouraged to attend to meet, mingle, and learn in-depth about the wonderful acts of service the DAFB has completed throughout the year, and about plans for the future. Keynote speaker, Colonel William C. McDon-

ald, 436th Airlift Wing Commander, will expand on the Base's plan for longevity and growth in his newest leadership position at DAFB. In addition to the presence of Colonel McDonald, Colonel Douglas Stouffer, 512th Airlift Wing Commander, and many Commanders that comprise their teams will be present as well to engage with attendees and share their expertise. Attendees can expect to hear from Delaware dignitaries and elected officials as well.

The CDCC wishes to extend a heartfelt thank you to our signature sponsor: Delaware Technical Community College. We also wish to thank our breakfast sponsors: C.S. Kidner Associates / Capitol Strategies, Carpenter Contractor Trust, Dover Behavioral Health Systems, Dover Motor Speedway, Dowding Resource Group, George & Lynch, Inc., Dover Family Housing Hunt Military Community, Landmark Science and Engineering, Mountain Consulting, Inc., Pike Creek Mortgage Services, Inc., Tidewater Utilities, Inc., and Wilmington University.



Thank you to our platinum sponsors from: B.I.G Investment Services, Century Engineering, Inc., Delaware State News, Chesapeake Utilities Corporation, Dover Federal Credit Union, G. Fedale Roofing & Siding, Harrington Raceway & Casino, Kraft Heinz Company, PAM Health Rehabilitation Hospital of Dover, Pratt Insurance Inc., and R&R Commercial Realty, Inc.

\*No Federal Endorsement Either Expressed or Implied. Thank you to all our sponsors for making this event a success again this year!

The State of the Base Briefing is open to the public. Admission to the event is \$30 per person and includes

breakfast. Participants must register in advance by Wednesday, November 1st. Due to security requirements for DAFB entry access, each attendee will need to provide their full name, date of birth, driver's license number and state of issue.

To join us for this incredible behind-the-scenes look at the impact and accomplishments of Dover Air Force Base, call our CDCC Office at (302)734-7513. We look forward to a morning of pertinent information and a celebration of TEAM Dover with you on November 20, 2023, at the Landings at Dover Air Force Base! \*No Federal Endorsement Either Expressed or Implied.

# Member News



## Lean On me Caregiving, LLC Stands Strong for 3 Years and Counting!

### Be Well, Be Happy, Be Home!

We all need a little help to manage life's twists and turns; someone you can lean on when you are not strong, just like the famous song by Bill Withers. Lean on Me Caregiving, LLC (LOMC) is committed to be that "someone" for people's many different needs. Their mission is to "take the stress out of caregiving" by offering clients as little or as much help as they may need. LOMC creates individualized service plans to help assisted living clients stay as independent as possible in their own homes. Their experienced and supportive team provides a plethora of services such as: personal hygiene & grooming, home and meal making, companionship and socialization, restorative care, errands and escort assistance, Alzheimer's and dementia care, medication reminders, transitional care, respite care, and pet and plant care. The LOMC team takes the time to get to know each of their clients and develops an individualized home care plan that fits their specific needs.

The Central Delaware Chamber of Commerce was elated to learn that LOMC has reached their 3-year anniversary as a small, local business member! Leading the LOMC team is founder and owner, Laura Garofoli, a Registered Nurse with over 12 years of experience with a

Masters in Executive Nurse Leadership, who is also a family caregiver herself. Needless to say, her business is very personal to her. "When my mother was only 48, she had a massive stroke, leaving her severely disabled. Throughout my nursing career I have had a lot of experience and learned that I could lead others in my vision of improving patient experiences. Due to my mom's disabilities, she needed caregivers that truly care, and that is when LOMC was born!" shared Garofoli.

Garofoli is also a recent graduate of Leadership Central Delaware, Class of 2022, and the CDCC is so proud of what she has accomplished in her business and for the community in the past 3 years. "LCD allowed me to learn so many things about our community and meet some great leaders who help drive our economy. I learned how important it is to get involved in every way. It also opened so many doors for me. I made so many connections. With that come trust and with trust come referrals."

The LOMC team hosted a celebratory event at their facility for all employees. "We took time to bond with one another, celebrating not only the businesses anniversary but also many of our caregivers 1 and 2-year anniversaries. The very cool thing is that we still have our first

caregiver employed so we celebrated her anniversary with a bang as well. We laughed, ate, and made a little mess!" laughed Garofoli.

Finding your footing as an entrepreneur can be difficult, especially working with a small team. "Being a new and privately owned company, we didn't have thousands of dollars to market ourselves. Our economy clearly took a shift and unfortunately reimbursement rates do not move as quickly as our rising costs. We have had to sacrifice some gains personally to make sure our team receives fair compensation." There are surely going to be some bumps along the way, but with in-sync team anything is possible. "We truly focus a lot on our team. I can only do so much myself, so it is essential to find the right people who believe in our mission. People who also want to make change for the good. People who truly care. When our team is in sync, we can make waves," added Garofoli.

In a new position of leadership of her own company, Garofoli has learned a lot about the level of need in our community. She has been required to completely change her mindset and learn how to effectively communicate with her team and many different clients.

Garofoli's advice for other small entrepreneurs looking to impact



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## Member News

their community by founding a business is to “do it. You can do anything your heart tells you. Educate yourself first. Be prepared mentally and financially! Impacting our community and truly making difference IS LIFE CHANGING!”

The future of Lean on Me Caregiving, LLC, is certainly one to watch. Already voted best Home Healthcare agency for three years in a row by the Stars of Delaware community voting platform, and having helped several families through hard times, the company has achieved much success in just three years. Her goal right now is to master the systems they already have in place, to hopefully offer transportation services. “Another vision I have is some type of advocacy branch. Being a nurse and a family caregiver, I feel immensely for these patients who do not have family support. Someone like my mom, may not be able to understand words or form the words they want. It is not easy for my mom to advocate for herself. Or what about the daughter who isn’t a nurse and knowledgeable in the field - how scary things can be,” she continued.

“Reflecting, I am so grateful for the outpouring

of love and support. My team started with 1 and now we can no longer fit in our conference room! We are making changes in so many ways and feel extremely blessed to have had the opportunity to help other daughters like myself.” The CDCC is privileged to share the great news of Lean on Me Caregiving, LLC’s 3-year Anniversary and as always we are thrilled to be a part of their business journey here in Central Delaware. Thank you for serving our community. Congratulations, Lean on Me Caregiving Team, your future is boundless!

*For more information about Lean on Me Caregiving, LLC, please visit [leanonmecaregiving.com](http://leanonmecaregiving.com) or call (302) 232-3113. They are located at 1277 S Governors Ave Dover, DE 19904. Readers are encouraged to follow, like, comment, and share on social media because, as Laura shared, “we want positive change in the healthcare field so we are always looking for other members in the community who may share the same vision and have more ideas.”*



## CDCC Tours Kent County Businesses with the KEP

The Central Delaware chamber of Commerce (CDCC) was honored to be invited to accompany business leaders and elected officials for Kent Economic Partnership’s (KEP) 2023 Business Tour on September 13th from 9am-1pm. The KEP is a dynamic organization that focuses on promoting economic growth, workforce development, and entrepreneurship in Kent County, Delaware. Their Business Tour is an event that brings together key stakeholders, businesses, and organizations with a shared interest in bolstering the economic prosperity of the region.

Dina Vendetti, CDCC President, mingled among legislators, community leaders, and business figures, such as Senators Trey Paradee and Eric Buckson, Representatives Bill Bush, and Lyndon Yearick, along with congressional staff. In addition, elected officials, Polytech Adult Education, Del-Tech Community College, the Delaware Division of Small Business, George & Lynch, Kent County Levy Court, the Delaware Department of Labor, Chesapeake Utilities, Energize Delaware and more were represented by being present for this day of touring Kent County’s promising prospects.

The day began at ILC Dover, a hidden gem in the quaint town of Frederica, before approaching Milford from the north. Many locals will be shocked to know that this facility has been crucial in the production of

NASA Aerospace suit manufacturing. Attendees received a tour of the facility, highlighted with boundless displays of historical space photos and memorabilia that thoroughly depicted this company’s impact. ILC Dover continues to be the primary supplier of spacesuits for NASA since the Apollo. They are known for their impeccable and time-staking work of creating aerospace solutions, including spacesuits, inflatable space habitats, landing airbags, airships and beyond. They provide critical protection to people and aircraft through their mix of highly technical and logistical expertise. If that isn’t a mission in itself, ILC Dover also manufactures pharmaceutical solutions, personal protective equipment, asbestos abatement and bulk packaging. It was truly awesome to see their work first-hand and know that this kind of business is bringing jobs to Kent County.

Next stops led first to the Harrington Industrial Park and then Delmarva Corrugated Packaging, North America’s premier independent corrugated box plant, in which attendees donned safety gear to take a thorough tour to the box manufacturing facility and hear from leadership of the plant. The Harrington Industrial Park has received funds from “the Site Readiness grant, poised to launch extensive site preparations and expedite the provision of essential utilities to cater to the needs of businesses,” shared by KEP’s Press

Release on the event. This grant is helping bring the necessary improvements to make it accessible to potential businesses in the industry to attract future business expansion to Central Delaware – which is the simplified mission of the KEP’s work.

Attendees also traveled to Garrison Oak and the Central Delaware Business Parks for a brief tour of the sites that are welcoming new businesses. Sites in both locations are hot ticket items for outside businesses who are looking to expand or relocate. With rail access being optimal, the parks have already closed and secured contracts for many of the lots within them, and the remaining lots have garnered a great deal of interest from both developers and businesses.

Additionally, stops at the Stoltzfus and Dover Logistics sites allowed tour participants to see the burgeoning business potential and readiness to contribute to the economic prosperity of Central Delaware. It was interesting to see all of these locations and imagine how they will be used in the near future. It was a day full of hope and excitement for the growth of Central Delaware, which will look and impact the world much differently in the next 5-10 years.

The CDCC is thankful for the impactful work of the Kent Economic Partnership, led by Linda Parkowski, Executive Director. We thank the team at KEP for welcoming the



CDCC into the conversation and for making seamless arrangements for a day we won’t forget. Thank you for bringing powerful people together for the same goal – growing Central Delaware. The invitation extended to the CDCC is a recognition of the pivotal role we play in enhancing the business environment in Central Delaware, and we are thankful to be recognized and work alongside the KEP.

# Member News

Continued from Previous Page

Overall, this Business Tour served as a platform for collaboration and exploration of economic opportunities in Kent County. One of the most significant outcomes of the KEP Business Tour is the strengthening of community ties - by orchestrating the opportunity to collaborate with other organizations and businesses in Kent County. This unity is essential in overcoming challenges and seizing opportunities that lie ahead. As the CDCC continues on this exciting journey alongside the Kent Economic Partnership, the prospects for Central Delaware's economic growth are brighter than ever. The future looks promising for Central Delaware, thanks to the dedication and vision of organizations like the Kent Economic Partnership.



## Partnering for Economic and Workforce Success!



Delaware Dept. of Labor  
Division of Employment  
and Training



With the purpose of bolstering local employment and invigorating the economy, the Central Delaware Chamber of Commerce (CDCC) partnered with the City of Dover, and Delaware Department of Labor to host a FREE Job Fair for employers

in the area. This well-attended event, held at the John W. Pitts Recreation Center in Dover (10 Electric Ave.) on September 26th, 2023, from 2:30-5:30pm, brought together job seekers, employers, and various community organizations for a day of networking and opportunity. The fair provided an excellent platform for Central Delaware residents to explore career prospects, submit resumes, and interact with potential employers.

This Job Fair showcased the city's dedication to fostering economic growth and reducing unemployment. This initiative came at a crucial time when communities across the globe are still grappling with the economic fallout of the COVID-19 pandemic. As businesses reopen and adapt to new market realities, job seekers face new challenges. The fair aimed to bridge the gap between eager workers and local employers looking to expand their workforce and connect workers to positions and organizations that may better suit them and their goals.

"Bayhealth is excited to be here today to help the community find jobs and help place people in the right jobs, at the right time, at the right place. So, we're looking forward to the talent that is coming in," began George Cannon, Talent Acquisition Lead Recruiter at Bayhealth Medical Center.

The event featured a diverse array of employers from various sectors, including healthcare, production, manufacturing, military, transportation, construction, cleaning agencies, financing, State of Delaware Employment, and more. Representatives from local businesses and organizations were on hand to engage with job seekers, schedule further meetings, and provide valuable insights into available positions. Job seekers had the opportunity to explore a wide range of career options and learn more about local businesses directly from employers.

"We know it's easy to apply online, but we want to get our face out into the community because we do have a lot of jobs to offer, we're always

looking to hire. [Bally's] is a big property, we really wanted to try to do more where we can get in the community and talk to people face-to-face," explained Marissa Weller, Human Relations Specialist at Bally's Dover Casino Resort.

"We enjoy being out in the community meeting job seekers and employers alike to network and provide information to job seekers about the opportunities we have," shared Mary Wilt, Polytech Career Program Specialist.

Networking is often a crucial aspect of job hunting, and this event



# Member News

provided an excellent platform for attendees to build connections within the local job market. Job seekers could meet hiring managers face-to-face, ask questions, and present themselves as promising candidates. Simultaneously, employers could identify individuals whose skills aligned with their organization's needs. The CDCC is proud to be partner with likeminded organizations like the Department of Labor and City of Dover to be a bridge and connector for attendees.

"Everyone deserves a fair and equal opportunity, and we want that to be true for the Dover and surrounding areas. We try to stay connected to career opportunities as much as possible. We've developed a number of new positions for folks in the community over the past year, including updates to our Diversity, Equity, and Inclusion (DE&I) initiative," remarked Brian Potts, Trainer & DEI Committee Member at HandyTube.

As the city continues to recover from the economic impacts of the pandemic, events like this job fair are essential in rebuilding and strengthening the workforce. The City of Dover and the Department of Labor's commitment to facilitating employment opportunities demonstrates their dedication to the prosperity of Central Delaware residents and matching employers with employees.

"We are here today because we are looking for the best of the best. There is so much care needed out there right now, caregivers are fundamental and we are here to find the perfect caregivers for our clients," added Dana Crump, Assistant Director of Lean on Me Caregiving, LLC.

In summary, this Job Fair was not just a recruitment event; it was a testament to the spirit of collaboration, optimism, and the unwavering belief in a better future. This successful initiative has undoubtedly paved the way for increased employment opportunities and economic growth in Central Delaware, reaffirming the belief that a united community can overcome any challenge.

"It's a privilege for the Central Delaware Chamber of Commerce to partner with the City of Dover and Department of Labor on an effort like this that has the potential to really impact the workforce," stated CDCC President, Dr. Dina Vendetti.

The CDCC thanks the City of Dover, Delaware Department of Labor, and all participating vendor employees who contributed to making this event a success for all who attended. Collectively, we thank everyone who took time out of their busy day to connect with their community and advance their personal development. Thank you for allowing the CDCC to be an integral part of the economic development of Central Delaware!



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# Member News

## Celebrating 75 Years of Dover Electric Supply Company!



The Central Delaware Chamber of Commerce (CDCC) is elated to shed light on the amazing milestone that long-standing member, the Dover Electric Supply Co., Inc. has achieved – 75 years of business and serving Central Delaware and beyond! Located at 1631 South DuPont Highway in Dover, this veteran company celebrated their 75th Anniversary (1948-2023) on Saturday, September 16, 2023, at Wild Quail Golf and Country Club, from 5-8pm,

in the best way. “It went perfect, we had hors d’oeuvres, a buffet, we had customers, recent and old employees that retired, representatives of our vendors to make about 150 people. Everything went great and the venue did an amazing job,” shared Secretary, Mary Alice Noll.

Tudor recalls gifting employees with keepsake money clips at the company’s 50th anniversary, which many employees still have today. “At our party, a couple of people came up and said this was really a big family affair. We had a 50th anniversary celebration, and 2 people brought their collective money clips that they’ve kept for 25 years. This celebration offered gifted personalized clocks that people will hopefully bring back for our 100th anniversary,” added President, Bernard Tudor.

Serving the Dover area since 1948, Dover Electric Supply is a family-owned and operated business that meets commercial, industrial, and residential electrical needs. They offer a wide range of products related to all electrical tasks such as connectors, LED highbays, lamps, wiring, light fixtures, steel boxes, distribution equipment, fuses, batteries, dimmers and much more! From the front of their building, onlookers wouldn’t be able to tell that their Dover location has a full warehouse of equipment, a shipping dock, and retail center in the back.

The history of this company is a rich testament to perseverance, the importance of building and maintaining relationships, and putting the customer first. Julius (Bud) and his wife Bernadine Tudor started Dover Electric in September of 1948. They purchased a building from Senator Allen Frear on the railroad tracks in Dover, with a counter, an office, and

a small warehouse. Shortly thereafter, Bud’s brother Robert Tudor joined the business, and three men were hired. They were Leroy (Gus) Boss, Ray Clark, and Bill Tomlinson. In the years to follow, Robert Tudor decided to open a business of his own, known as Tudor Electric. Dover Electric continued to grow and a much needed expansion was forthcoming. In April of 1960, Bud purchased property on the DuPont Highway, on the south end of Dover. A much larger building was erected and the opening of the new Dover Electric Supply was celebrated.

When asked what is the biggest contributor to the company’s longevity, Noll credits “Just plugging through. Bernard is conservative and very good at managing.”

“Branch managers know their customers and their families, and it definitely a personal thing, rather than just a business relationship,” further shared Tudor.

However, on Saturday, September 13, 1969, tragedy struck the company. A fire broke out and destroyed the physical building of the company, but not the spirit. On September 15, Dover Electric Supply opened its doors for business with the help and enthusiasm of the employees and the Dover community. A new building was erected on the same site and the business continued to grow. After college, Bud’s son Bernard Tudor began working in the business. Bud’s daughter, Mary Alice Noll, also came into the business. Her husband, Scott Noll, followed in 1975 and it has been a family affair ever since.

In the summer of 1975, another tragedy struck not only the company, but the entire Tudor family and community. Bud Tudor lost his battle

with cancer and passed on August 10, 1975. This again did not weaken the spirit of the family and the employees. They continued to work and the business continued to grow. Bernadine Tudor continued to work in the business until she passed away in March of 2000. In the years to follow, Bernard’s wife, Rasma, joined the Dover Electric team and works in the Accounts Payable department. The business expanded in 1985 to the Midway Shopping Center in Rehoboth Beach, DE. In 2002, Christopher Noll, the son of Scott and Mary Alice, joined the company. Two other satellite stores were established, one in Newark, DE in 1990, and the fourth branch in Seaford, DE in 2000. Christine Wisler, daughter of Scott and Mary Alice, joined the accounting staff in 2022.

“The biggest memorable moments are that people (employees) stay for a long time. We had 2 people retire after 43 and 50 years of working at the company. People stay with us. We try to treat everyone as family,” recalled Noll.

“I’ll talk to you at 25 years our 100th,” declared Tudor when he shared his vision for the bright future of the company. “Our goal is to just try to keep our heads above water. These last couple of years have been difficult because of supply chain issues and uncertainty of supplies,” continued Tudor. He described his leadership style as “low key” but knows the families and lives of all his employees.

Delaware locals may be surprised to learn that Bernard’s late father, “Bud” began the floating Christmas trees on Silver Lake in Dover and the original Central Delaware Chamber of Commerce signs on Dupont Highway during his time as Cham-

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# Member News

ber President.

Noll continued, "He was very big into the community. I don't even know how he did it with starting a business and raising 4 kids. He was just everywhere. He died very young at 58, so he didn't have a lot of to do everything that I'm sure he wanted to do." It is evident Bud inspired the current leadership and prepared them to keep the company going long after him. They both credit strong, genuine relationships and treating employees like family as the key to their longevity as a company.

The life of the Dover Supply Electric Supply Company, Inc. has not been easy, but full of highs and lows. With the love and compassion of both employees and the family of Julius (Bud) Tudor and Bernadine Tudor, the business is still going strong and remains eager to serve the industry. "Never give up, even when times look bad." is Noll's




advice for any business looking to reach this milestone as well. The Dover Electric Supply Company, Inc., family would like to thank all of their employees, customers, vendors, community, and friends, and Wild Quail Golf and Country Club, for helping them celebrate 75 years of business!

The CDCC would like to thank the Dover Electric Supply Co., Inc. for their 75 years of serving Central Delaware and the surrounding area. We'd like to sincerely congratulate them on reaching this incredible milestone and portraying authentic leadership that keeps their employees and customers happily coming back. We thank Julius "Bud" Tudor, founder of the company, for his legacy as a previous CDCC President. Thank you for allowing the CDCC to be a small part of your business journey since 1971. Cheers to 75 years of service from the Dover Electric Supply Co., Inc!



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## Member News

# Painted Crosswalks Pilot Project in Downtown Dover

The Downtown Dover Partnership (DDP) has coordinated a painted crosswalks pilot project at two upcoming locations to help bring more life to downtown Dover. Located at W. Loockerman & S. State St. and W. Loockerman & S. Queen St., the community is invited to help paint the designs on a couple of Saturdays, in October. The design will be stenciled and check the DDP website for dates and times. People of all ages and skill levels are invited to make their marks!

To choose a design, the DDP contacted artists from their network and throughout the state of Delaware to submit ideas. By the end of the submission period, fourteen artists submitted a total of 31 designs. Artists were provided with inspiration pieces from the Biggs Museum of American Art's collection and were encouraged to use the images as references or submit ideas of their own. A panel of representatives, including judges from the Biggs Museum of American Art, Delaware State University, Downtown Dover Partnership, the Dover Art League, DelDOT, the City of Dover, and Project Leader, Randi Meredith met to review the artistry, reflection of Dover's character, and traffic calming feasibility of the submissions. Working together to hear everyone's area of expertise, two designs by Katherine Heisler of Milton, DE were chosen for this project.

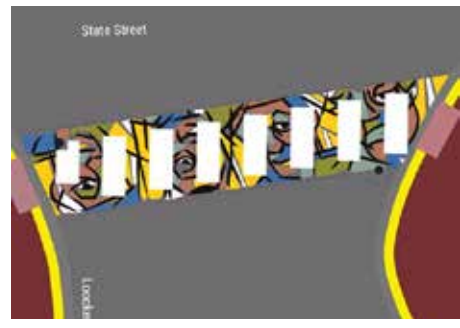
Heisler's chosen designs included a geometric, "accordion" pattern that manipulates the existing striping playfully, and a design representing a painting by Edward Loper II. Loper is a self-taught artist native to Delaware who has spent the last five decades earning various and

prestigious opportunities in the arts. In 2022, Loper's family provided artwork for an exhibition at the Arts Center/Gallery at Delaware State University entitled, "Edward Loper II: The Journey of Perspective." During this time, the curators at the Biggs Museum of American Art purchased Breakfast Club (2022) to add to their permanent collection. In response to being selected, Katherine Heisler said, "it is both inspiring and rewarding to bring a touch of creativity and wonder to our shared public spaces. I am honored for the opportunity to make art accessible and impactful for all and I look forward to being a part of this creative project in downtown Dover."

The crosswalks project is a part of a larger strategy of the Capital City 2030: Transforming Downtown Dover master plan to implement creative placemaking and engage the art community. Mosaic Development Partners, authors of the master plan for downtown suggested that "introducing art in the downtown area will give downtown Dover a new "identity" and will allow an arts district to grow in the downtown area." As a pilot, it was crucial to understand the requirements and details to complete the project. Future opportunities will become available to judge designs, submit artwork, and/or participate in painting as the process is better understood, scalable, and possible as early as Spring 2024. Additionally, the traffic paint requires a dry surface and specific temperatures, so visit [www.downtowndoverpartnership.com/ddp/crosswalks/](http://www.downtowndoverpartnership.com/ddp/crosswalks/) for all updated information. The unveiling of both completed designs is tentatively scheduled for Saturday, November 4th.



**ABOVE** Katherine Heisler, selected artist from Milton, DE.



**TOP RIGHT** Proposed design (pending approval) for the intersection of W. Loockerman St. and S. State St. Scheduled for implementation Sept. 30 (subject to change).



**BOTTOM RIGHT** Proposed design (pending approval) for the intersection of W. Loockerman St. and S. Queen St. Scheduled for implementation Oct. 14 (subject to change).



## Member News

# Downtown Dover Partnership Welcomes New Property Development Director!



Downtown Dover, much like many historic districts across the nation, has seen its share of ups and downs. Over the years, the city has worked diligently to maintain its historical charm, while simultaneously embracing modernity. The Downtown Dover Partnership (DDP) has been at the forefront of these efforts, working to foster an environment where local businesses can thrive and residents can enjoy a vibrant, local, lifestyle. However, the world has changed, and urban centers like Downtown must adapt to meet the evolving needs of their communities. The hiring of a dedicated Property Development Director underscores the commitment of the DDP to ensure that Downtown Dover remains a place of opportunity, innovation, and culture for residents and visitors alike for years to come! After a long process of finding the correct candidate, the DDP is ready to hit the ground running even faster.

Downtown Dover is on the cusp of a remarkable transformation, and the Downtown Dover Partnership (DDP) is proud to announce the appointment of a new Property Development Director who will play a pivotal role in bringing this vision to life. With a rich history and a promising future, Dover's downtown area is primed for revitalization, and the addition of this dynamic leader signifies a pivotal step towards a thriving urban center.

Meet Ken Anderson, DDP's New Property Development Director! This position entails planning, directing, and coordinating redevelopment efforts for the Downtown Dover Master Plan. Anderson is tasked with recruiting site developers and seeing construction projects from beginning to end. This position requires someone who must be a visionary, experienced with project management, and is invested in the cause – all of which encompass Anderson. The DDP is great hands with their newest hire.

Anderson has a full understanding of the local entrepreneurial and small business sphere from his 13 years of service as the Director of Small Business and Entrepreneurial Services for the Delaware Economic Development Office (DEDO). He became connected to the State of Delaware by providing consulting

services from his start-up company – Capital City 360 Consulting, LLC. This was the catalyst for his near lifetime of service to small businesses and entrepreneurship in the community which has transferred to his new position. He has overseen large-scale projects like the largest fiber optic infrastructure installation in the country with EZ Pass & Adesta Communications. As a self-proclaimed “Navy brat,” he has lived across the United States and graduated from the United States Naval Academy in Annapolis, MD. In addition to this glimpse of his impressive resume, Anderson is Senior Pastor at Dale & Lee Haven United Methodist Churches. Anderson is glad to be working with Diane Laird and the DDP team again after his experience of serving on the organization's Critical Improvements Program Panel and 13 years together at DEDO.

“All those things (prior professions) brought areas where I was really engaged, but I've never been involved in something this significant, where the impact on the Downtown, not only in terms of infrastructure and the way things look, but the on the people and surrounding community,” commented Anderson

It is clear to see that Anderson is more than capable of managing many kinds of projects, big or small, local or national, personal or professional. He has been a community leader for many years and knows the needs of the Dover people very well, including Mosaic Development Partners – the Philadelphian commercial real estate development company working on the Master Plan.

“I knew about the Master Plan way before I knew about this open position. I knew the developing founders of the Master Plan, I attended town hall meetings, and saw that this was something that had never been done before. This is something that if we are fortunate enough to see it through is going to be transformative for Downtown,” recalled Anderson.

Anderson is not one to shy away from hard tasks and challenges. He submitted his application, followed through the interview process and the match was made.

Progress and momentum have already been made since September

5th, 2023 – his first official day on the job. “I think we've already made some headway. The first day I was here I was a part of the property development review team, which reviewed proposals for the property development of the Master Plan. That was my first day, so I jumped in with both feet!” Within a couple weeks of his start date, a Memorandum of Understanding with the DDP's selected developer for the first project, Mosaic, was executed.

“I'm excited about this project, where we are, and the progress we've made since the 5th of September. A lot of work was done way before I got here, but we've moved the needle a bit since then and we are in discussion with our developer and that is a huge, huge deal.”


Anderson is most excited about

Continued on Page 20



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“When Americans lend a hand to one another, nothing is impossible. We’re not about what happened on 9/11. We’re about what happened on 9/12.” – Jeff Parness



## Remembering 9/11

The Central Delaware Chamber of Commerce (CDCC) had the privilege of attending the 9/11 Memorial Ceremony by the Dover Air Force Base Fire Department this past month at the Air Mobility Command Museum in Dover. This significant event served as a poignant reminder of the tragic events that transpired on September 11, 2001, and paid tribute to the brave men and women who serve our nation in uniform. The CDCC was honored to be part of this gathering to show respect and demonstrate unwavering support for the DAFB and First Responders, especially those directly affected by this tragedy.

On the front lines on 9/11

was former New York City firefighter, Kiernan Burke, who was the keynote speaker at the event. He shared personal account of his experience losing many friends and loved ones, and working among his crew to help anyone he could. He left the attendees with a powerful message: “As long as I’m standing, I’m going to be able to bring life to the names of the people that were murdered that day. Because they’re only forgotten when we’ve stopped talking about them.” Still to this day, he finds it hard to find the words to adequately describe the gruesome tragedy. “Carrying on their names and their message is doing the right thing for them... the NYC Fire department

always had great respect for the military, but after 9/11 we became very, very close partners in supporting each other,” he continued. Burke concluded with an inspiring message to the military men and women serving at the DAFB, reminding them that their work, service, and sacrifice mean more than words.

Following Burke, Col. Russell Gohn respectfully addressed all attendees with his words. He shared the impact of ground zero, support of the DAFB mission in connection with fire department officials, and a humble account of how people bring hope to life.

Military personnel and

civilians stood united to honor the memory of those who lost their lives on that fateful day. The ceremony was a somber yet inspiring occasion, highlighting the resilience and unity that defines our nation in the face of adversity. The chamber’s presence at the event underscored its commitment to both the military community and the broader Delaware community it serves – we thank you for your selfless service on that day, to your community, and our nation.

“When Americans lend a hand to one another, nothing is impossible. We’re not about what happened on 9/11. We’re about what happened on 9/12.” – Jeff Parness



## The Sun Set at the Hilton Garden Inn this past September!



On Wednesday, September 27th, from 5 - 7 pm, members and guests of the Central Delaware Chamber of Commerce (CDCC) gathered to enjoy a brief “staycation” at the Hilton Garden Inn in Dover (1706 N. Dupont Highway) for the Central Delaware Chamber of Commerce’s (CDCC) Sunset Business Mixer – the monthly premier networking event of the Chamber! The CDCC’s Sunset Business Mixer has built an impressive reputation for routinely and consistently bringing the business community together for valuable connections, relationship-building, support of a local business, and so much fun!

life every month, and we couldn’t be more grateful that you spent time out of your busy lives with us and your community.

We’d like to extend a very special thank you to the Hilton Garden Inn Dover team for welcoming us into their facility and creating a home-away-from-home experience for all guests in attendance. We thank you for supporting our strong tourist population, which allows us to share the beauty of Central Delaware with others, as well as provide crucial revenue for our Great First State. The CDCC sincerely appreciates the Hilton Garden Inn in Dover making time for us and serving their community. We know that the Hilton Garden Inn will take great care of you for your next staycation.



The CDCC staff, their members, and potential members felt at home indicated by the boisterous energy, smiles, and conversations that took place. This brings the CDCC staff great joy to see the room filled with like-minded local professionals – like YOU- engaging with other members to work together to grow and strengthen Central Delaware. Other than seeing your bright and shining smiles and experiencing your warm energy every month, that is why we continue to offer this event. There is no doubt that Central Delaware knows how to live, work, AND play together.

Thank you again to all who attended this month’s Sunset Business Mixer. We are enjoying squeezing every bit of sunlight we can with you before the days get shorter. We hope you made connections, reconnections, and memories to last a long time. Please join us on the last Wednesday of the month, (October 25th) for the next gathering which will be extra special because of the CDCC’s 20th Annual Holiday Gift Auction!



Thank you to everyone who attended September 2023’s Sunset Business Mixer at the beautiful Hilton Garden Inn in Dover. You encourage us more than you know to keep working for the betterment of our cherished hometown and community. You bring this event to

*For more information or to register for an upcoming Mixer, please visit [cdcc.net](http://cdcc.net) or call (302)734-7513. For more information about the Hilton Garden Inn in Dover, Delaware, please visit [www.dover.hgi.com](http://www.dover.hgi.com) or call (302) 674-3784. The CDCC can’t wait to see you next month!*



# Member News

## KEN ANDERSON

Continued from Page 17

the many prospects of the Master Plan over the next 6 years. 120 S. Governors Avenue is the DDP's top focus right now. "I think [people] need to see the dream manifested in some ways. Focusing our efforts on 120 S. Governors right now, going through the permitting process, and getting ourselves in the position to actually start construction is the core focus of my activity right now."

Readers are encouraged to stay informed and engaged with the Master Plan by visiting [www.downtowndoverpartnership.com](http://www.downtowndoverpartnership.com). There you will see the blueprints and vision for 120 S. Governors Ave. It will utilize a 5-over-1 construction design, meaning podium construction at one level, ground-level retail, daycare center, open-lobby, gym, coffee shop, 5 floors of residential units above, an open-courtyard, roof-top amenities and more. "I just love the image of that right in the core of Downtown Dover, 5 minutes walking distance of this office. It is our focus because we

believe it will be the catalyst for the rest of the Master Plan and will generate even more support and interest for what we're trying to do over these next several years."

As the Central Delaware Chamber of Commerce (CDCC) welcomes Ken Anderson to the role of Property Development Director, we can't help but be even more excited about the future of Downtown Dover. His expertise, combined with the dedicated efforts of the Downtown Dover Partnership, promises to usher in a new era for the heart of the First State that the CDCC is more than happy to support.

"We have some challenges in Downtown Dover, and some of those won't be resolved overnight, but projects like this are going to create opportunities for people that live here as well as for those who prefer to live here if it had the right kind of attractions, support, and affordable mixed-use housing. If you can have a facility and infrastructure that supports all of that, you have the beginning of a very, very unique place and I think Downtown Dover and the

Master Plan is able to do that. That is different than anything I've ever done before."

Anderson wholly understands the weight in the approach and method of an undertaking such as this. He is focused on the "how" of this project because he knows the traditional unilateral and bureaucratic strategies won't be as effective in this case. "You have to engage community, engage all the stakeholders, especially the ones who have nothing to bring to the table but their interest. If you can create interest among those that really can't support the project in an empirical way other than their interest, you are on your way to gaining support that contributes to the overall success of the project." This is a reminder that it takes a village and that is at the forefront of Anderson's purposeful approach.

"Another core focus of what I'm doing here is making sure this project is done on time, on budget, and earlier than what most people think."

Ken Anderson holds a wealth of knowledge and experience that will undoubtedly help him succeed in

his new position. Coupled with his passion, drive, and intrigue for "hard things" he will excel and surely leave a legacy on the Downtown Dover District. When he isn't busy thinking of the next steps, you can find him with his feet in the Bethany Beach sand, or spending time with his wife, Dr. Devona Williams, their 5 daughters, or his 11 grandchildren!

"Diane's a friend and colleague that I trust. It couldn't be a more perfect situation for a guy like myself. If I'm gonna come back and engage in something at this point in my life, I wouldn't have done it under any other circumstances," concluded Anderson.

The revitalization of Downtown Dover is not just about bricks and mortar; it's about fostering a sense of belonging, community, and pride. With a clear vision, dedicated leadership, community engagement, and the help of Anderson, Downtown Dover is poised to become a shining example of revitalization done right. Congratulations, Ken Anderson – your community is here for you!

## Ribbon Cuttings

### CDCC joins Visions of Hope HM, Inc. for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Visions of Hope HM, Inc., on Saturday, September 9th, at 5pm. The event was held at 425 N. Dupont Highway in Dover. Chamber members and friends joined owner, Linda Farrow, and her team to celebrate their Grand Opening Event!

Visions of Hope HM, Inc., is a black woman-owned nonprofit organization seeking to help enrich the lives of youth in foster care in the state of Delaware. Through long-term support programs facilitated by a team of passionate individuals, they make meaningful change in the lives of children who are hard to place due to age, emotional, and behavioral health problems. The mission of Visions of Hope HM Inc., is to provide supervised, long-term housing to youth aged 11–18 who are currently in foster care or are hard to place for the reasons mentioned. Visions of Hope HM, Inc., believes the key to a bright future for the children in their care is to "install a sense of hope, belonging, stability,

safety, and support," Farrow shared. They accomplished this goal by providing services such as counseling with a licensed clinician and collaborating with other agencies and organizations that help.

Visions of Hope HM, Inc., was founded by Farrow to help foster youth in need of assistance and residential housing and emergency shelter services. Using the trauma-informed approach enacted by Governor Carney in 2018, they nurture a safe and healing environment that greatly benefits both the children and their families. They also offer community-based support by enlisting the help of several community partners. Their foster home is safe haven for children in need. They provide 24-hour care, protection, and supervision for children aged 11–18 who are currently in the custody of the Division of Family Services (DFS). Each child is allowed to remain until they age out, after which, they will be transferred to transitional housing. Farrow hopes to acquire a new location for a transitional housing facility which



would help prevent homelessness among youth aging out of the foster care system. Visions of Hope HM, Inc., wants the children in their care to become a part of a community that cares about their whole being.

"Back in 2008, a friend called me after becoming a foster parent. He asked if I would be interested in partnering with him and another person to develop plans for a long-term foster home. Becoming a foster parent was one of my most rewarding careers, alongside becoming a certified nursing assistant and social worker. My caring nature and passion for what I do can also be seen

within everyone in my team. Together, we work to make Visions of Hope HM, Inc., the key to a brighter future for the youth of Delaware. I am confident that Visions of Hope HM, Inc., will make a meaningful change in the lives of children in the foster care system," Farrow declared.

*For further information about Visions of Hope HM, Inc., please contact (302) 608-4448 or visit [www.visionsofhopehm.org](http://www.visionsofhopehm.org). Please join the Central Delaware Chamber of Commerce in congratulating Linda Farrow and the Visions of Hope HM, Inc., team on their Grand Opening Event!*

# Ribbon Cuttings

## CDCC joins Smyrna Pediatric Dentistry for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Smyrna Pediatric Dentistry on Saturday, September 16th, at 12pm. The event was held at 51 Huntfield Dr., Suite 100, in Smyrna. Chamber members and friends joined Dr. Delgado and his team to celebrate their Grand Opening Event!

Introducing Smyrna Pediatric Dentistry, Central Delaware's newest dental practice dedicated to servicing the dental needs of children. Dr. Delgado and his team are passionate and skilled in providing comprehensive dental care to all children, including those with special needs. They have just finished construction on their new facility and opened in June 2023. They strive to transform dental anxieties into confident and healthy smiles!

The services provided at Smyrna Pediatric Dentistry are new patient exams, special needs dentistry, infant and baby care, emergencies dentistry, sedation treatment, and hospital dentistry. Guided by Dr.

Delgado, Smyrna Pediatric Dentistry came to life because Delgado's career and passion came together. He has specialist training in providing comprehensive dental care to all children, including kids with special needs, by using traditional behavior management. This need hits close to home because one of his sons is on the Autism Spectrum. Being a father himself means he knows the needs of children, especially when it comes to their oral health which can affect their overall wellbeing. I completed my Doctorate degree from Tufts University School of Dental Medicine in 2009 in Boston, Massachusetts. "It was during this time that I volunteered in the pediatric department and realized that I LOVE working with children! Fate and good luck brought me to Delaware, where it was a humbling surprise to find out that you can find many pockets of undeserved areas throughout the state," shared Dr. Delgado. He is motivated by seeing a happy and confident patient after a treatment.

Smyrna Pediatric Dentistry's facil-



ity was made solely with children in mind. From the colorful art on the walls, durable flooring choice and comfortable offices, the staff members at this dentistry are ready to make a difference in the oral health of children, setting them up for success in a welcoming and inviting atmosphere to make them feel at ease.

*For further information about Smyrna Pediatric Dentistry, please contact them at (302) 508-0037 or visit [www.smyrnadepd.com](http://www.smyrnadepd.com). Please join the Central Delaware Chamber of Commerce in congratulating Dr. Delgado and the Smyrna Pediatric Dentistry team on their Grand Opening!*

## CDCC joins The Tolliver Agency for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for The Tolliver Agency on Wednesday, September 6th, at 12pm. The event was held at 1147 S. Governors Avenue in Dover. Chamber members and friends joined owner, Mike Tolliver, and his team to celebrate their new location!

The Tolliver Agency is proudly here to serve Central Delaware for all their insurance needs. After 18 years of working out of the same location, the Tolliver Agency has now made a significant investment in themselves and the community by moving to a new location in Dover. This new location is a welcome upgrade to the company, and they are excited to continue serving the community here.

The mission of the Tolliver Agency is to "improve lives, one financial product at a time," Tolliver shared. The Tolliver Agency provides insurance and investments options to individuals and businesses. This includes, auto, home, life, boat, business, and commercial auto

insurance, as well as IRAs, Roth IRAs, annuities, 401(k)s and Simple IRAs. Their goal is to "provide clients with fair policies, reliable advice, and a sense of security that will help your family live well and thrive," Tolliver added.

Mike Tolliver has been working in the insurance industry since 2013 and is a Certified Financial Planner. Trust that the Tolliver Agency can handle all your insurance concerns because he has worked with individuals and businesses to protect and grow their assets his entire career. "I love the art and science of applying the right solutions to each customer's unique needs," he added. The Tolliver Agency is dedicated to serving the insurance needs of Central Delaware residents and businesses and is very familiar with the needs of Central Delawareans. The CDCC is happy to be a small part of the growth, development, prosperity, of the Tolliver Agency as we celebrate their new location to better serve the community.

The CDCC appreciates



seeing this company grow and give back. "As a member of the CDCC and other local networking groups, I have committed to the economic flourishing of this community. I also actively support two Delaware non-profits, Urban Promise, and Family Hope Coalition," added Tolliver

*For further information about The Tolliver Agency please contact (302) 233-9011 or visit [www.tolliveragency.com](http://www.tolliveragency.com). Please join the Central Delaware Chamber of Commerce in congratulating Mike Tolliver and the Tolliver Agency team on their new location in Dover!*

# Member of the Month



**NAME:** Taevann Calloway  
**TITLE:** Marketing Clerk  
**BUSINESS:** : Dover Federal Credit Union  
**ADDRESS:** 1075 Silver Lake Blvd Dover, DE 19904

**HOURS:** 9am-5pm MON, TUE, & THU, 10am-5pm WED, 9am-6pm FRI, 9am-12pm SAT  
**PHONE:** 302-678-8000  
**WEBSITE:** DoverFCU.com  
**EMAIL:** TCalloway@doverfcu.com

Dover Federal Credit Union is a community-focused credit union based out of Dover, Delaware. We started in 1958 in a small medical closet on the Dover Air Force Base and have since grown to 8 locations across Delaware. We currently serve close to 44,000 members and over 200 workplace partners. We offer a great variety of accounts that include but are not limited to: checking, savings, youth savings, IRAs, Share Certificates, auto loans, personal loans, credit cards and mortgages. Being a credit union means that everything we do is for the benefit of our members and our community.

My role at DFCU is unique because I get to have my hand in an assortment of things. For example, I'm involved in our social media marketing, digital marketing and also deal with the creation and distribution of our print marketing. I also participate in teaching financial literacy for our community partners, something that we don't charge extra for. If you regularly attend events in the central Delaware area, you have probably seen me working a table event for Dover Federal as well.

I believe the best part of our organization and the part that makes it unique is that we are Not-For-Profit. That simply means everything we make after we have taken care of all of our expenses are given back to our members and reinvested into the community. It makes coming to work everyday

worth it when I know that I am working for the greater cause of everyone around me.

I see Dover Federal Credit Union being bigger than it is now in our future. With 8 locations spread out in Kent and New Castle County, its safe to say we have a great footprint in Delaware but there's always room to grow. We have a great leadership team here and I have faith they can take us to new heights if that is what is best for the organization.

I have only worked for Dover Federal for 2 years but I can definitely see the great impact the CDCC has had on us in that time. Whether its meeting new community partners or just simply being able to advertise our new product to help prospective members, the CDCC gives us a reputable platform to grow our business.

The best advice I have to other businesses and organizations is to network. I always tell people that if there's an event to go to and you have the ability to go, go to it. You never know who you will meet or run into there. Your next customer or business partner could be there but if you don't go, you will never know. My last word of advice is just making sure everything you do is for the right reason. Good things happen to good people.



# Ambassador's Corner

## Sarah Patterson



I'm excited to begin my third year as a CDCC Ambassador. After graduating from Leadership Central Delaware in 2021, I first joined the Ambassador Committee as a way to continue to meet new people and stay active in the chamber; however, serving on the committee has turned out to be so much more than that. Providing support to new and existing businesses in our community has been extremely rewarding. I've made some beneficial connections with both CDCC members and fellow Ambassador committee members and I have a front-row seat to the multitude of events hosted by the chamber.

For those who are unfamiliar with this committee, each Ambassador is usually assigned 1-3 new CDCC members each month. Duties include welcoming these new members, informing them of the benefits of their membership, and

encouraging them to attend chamber events. We also can answer their questions about the chamber and in general help them become active members, getting the most out of their membership. If a new member is hesitant to walk into a mixer or other event alone, we'll gladly meet them there and introduce them around. My favorite events are Ribbon Cuttings: whether they are held to celebrate a new business opening in Central Delaware or to recognize a significant anniversary, they're always joyful events with lots of energy. Ribbon Cuttings are a great way for businesses to get publicity and are included as part of their chamber membership! If your business is interested in scheduling a Ribbon Cutting, contact Cleo at the CDCC office.

Ambassador Committee meetings are only once a month, usually held before the monthly Sunset Business Mixers,

which makes them very convenient to attend. Committee members take turns attending Ribbon Cuttings and other activities, so duties are flexible and can work with most schedules. The CDCC staff are wonderful to work with and they understand when other commitments – like tax season for me – take you away from Ambassador tasks. Others on the committee are happy to fill in when needed, as well. If you're interested in becoming more involved with the CDCC, joining the Ambassador Committee might be a great fit for you. Contact Jen at the CDCC office for more information.

When I'm not volunteering for CDCC, I'm a CPA and Manager at the Faw Casson, specializing in tax services for small businesses. Faw Casson's tax department is engaged in ongoing research, planning and consulting services for businesses and individuals.

The combination of technical skills, continuing education, and creativity of our tax professionals helps clients to survive and prosper in an increasingly complex environment. Faw Casson is also a member of AGN, an international accounting association, which gives us access to vital resources and allows us to collaborate with other accounting firms around the globe. To learn more about Faw Casson, please visit our website at fawcasson.com and check out our podcast, "Accounting and Accountability" wherever you listen to podcasts.

# Congratulations - You're a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2022-2023 in the Chamber Connections. "Congratulations – You're a 10!" is designed to recognize, congratulate and highlight recently renewed members who are celebrating membership anniversaries in increments of 10.



# Thank You for Your Renewal!

## RENEWALS FOR AUGUST 2023

Company Name	YRS	Company Name	YRS	Company Name	YRS
Artisans' Bank	52	A Center for Mental Wellness, Inc.	15	The Golden Fleece Tavern	6
Bally's Dover Casino Resort	52	Alzheimer's Association - Delaware Valley Chapter	15	Bangkok Thai Cuisine Corp	5
Carroll Properties, LLC	52	Bel Boutique, Inc.	15	Chaiyo Sushi & Thai Cuisines - Camden	5
Savant Wealth Management	52	Eagle Hospitality Group, LLC- MainStay Suites	15	Select Pizza and Grill	5
Capitol Cleaners & Launderers, Inc.	51	Ocean Marine Nav Inc.	15	Capriotti's of Dover, Inc.	4
Chesapeake Utilities Corp.	51	Stick It! Gymnastics	15	Jonathan L. Parker & Associates, LLC	4
Conner Strong & Buckelew	51	BFPE INTERNATIONAL Fire, Safety & Security	14	Camp Adventureland	3
Independent Newsmedia, Inc., USA	51	FCCB	14	G. Fedale Roofing & Siding - Lewes	3
C.F. Schwartz Motor Co., Inc.	50	NeighborGood Partners, Inc.	14	Mike & Mel's Family Restaurant	3
Delmarva Power	49	JAYRO INC	13	Nickle Electrical Companies	3
Procter & Gamble	49	True Access Capital	13	Celestial Shoes	2
Teal Construction, Inc.	39	Dover Community Pharmacy	11	DelMarVa Acupuncture & Wellness Center	2
Caesar Rodney School District	37	Delaware Department of Labor-Employment and Training	10	Heritage Sports Radio Network LLC	2
Wilmington University	37	Harvest Ridge Winery	10	The Catering Company	2
Delaware Today Magazine	34	Iron Source Durante Rentals LLC	10	Tracey Ingram, Money Transformation Coach	2
Westside Car Wash/Clean Car, Inc	32	Mountain Consulting Inc.	10	Delaware Community Development Corp	1
Lawrence A. Louie, DMD	29	Red Wing Shoes	9	Food Bank of Delaware	1
Quality Builders Inc.	29	New Image Inc.	8	Price Plumbing LLC	1
Hampton Inn - Dover	27	The Salvation Army	8	T-Mobile	1
Hertrich Family of Automobile Dealerships	23	Children & Families First	7	Tommy's Express	1
Smyrna Opera House	20	Grey Fox Grille	6		
Delaware State Lottery	17	My Salon Suite	6		
M&T Bank - Dover Main	16				

## New Members

<b>Chicka and Co</b>	Meghan Santana	2580 Hammond Town Rd	Harrington	DE	19952	302-382-3256
<b>PLACERS / PLACERS Professional</b>	John Graham	850 Library Avenue, Suite 106	Newark	DE	19711	302-266-0860
<b>Sheryl Gray LLC</b>	Sheryl Gray	502 W 7th St Ste 100	Erie	PA	16502	267-560-0804
<b>The UPS Store - Smyrna</b>	Utpal Turakhia	231 Stadium St	Smyrna	DE	19977	302-389-8036
<b>Triple D's Dance Studio</b>	Tara Sheppard	1251 North Dupont Hwy	Dover	DE	19901	302-666-5410
<b>USA Fulfillment</b>	BJ Collier	1870 Lynnbury Woods Rd	Dover	DE	19904	410-810-0880

## MEET THE CDCC STAFF!



Marketing & Communications Coordinator, LCD Coordinator  
**Cleo Bell**

- 1. Talk to me about...**  
the Leadership Central Delaware program and how the CDCC can market your business!
- 2. My favorite quote is...**  
"Breathe. Let go. And remind yourself that this very moment is the only one you know you have for sure."  
-Oprah
- 3. If I could live in any sitcom, it would be?**  
"The Office" haha
- 4. If I had one extra hour of free time a day, I would...**  
take singing lessons!
- 5. In one word I am...** optimistic!
- 6. Working at the CDCC, I've learned...**  
what a treasure my hometown is!

# Coffee On Us!

SPONSORED BY

## Tre Sorelle Dolce

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 **FIRST 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 last "Coffee On Us" Contest was **Marissa Castell of Kent County Levy Court for correctly identifying the Schwartz Theatre in Downtown Dover. Congratulations, Marissa – 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.\*\*\*

# Celebrating Life

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