

# Chamber Connections



Cornerstone Member, Century Engineering ...  
.....Page 8



Cornerstone Member, Kraft Heinz .....Page 8

**IN THIS ISSUE...**

State of the Base Event  
.....Page 8

Home & Garden Expo  
.....Page 10

Join the Resource Guide  
.....Page 12

cdcc.net

## Money Matters According to the Experts

**THE 2022 ECONOMIC FORECAST BREAKFAST**

Brought to you by:

**BIG**  
INVESTMENT SERVICES  
abigplan.com

*Save the Date!*

In addition to being dedicated, persistent, committed, flexible and diplomatic, all business leaders must also be resourceful! They must know where to turn to discover and obtain all the pertinent information they need to plan their businesses' success. But we obviously can't all be experts in everything. When it comes to economic trends, market analysis, examining the rate of inflation and unemployment, most of us could use an expert to study it, figure out what it all means, and explain it to us in terms that we can understand.

This year, as we begin to recover from the global health crisis of the last two years, this kind of information will be more important than ever! Business owners are dealing with a plethora of

Continued on Page 19

## It's A Christmas Party Take-Over!



That's right! It's a "take-over!" For this year's Central Delaware Chamber of Commerce Holiday Party, we're taking over Roma Italian Restaurant and Sul Tempo! That's right – the entire restaurant, just for us! On Tuesday,

Dec. 14, from 5 – 7:30 p.m., we will be together in the beautiful ambiance of Roma, enjoying delicious hors d'oeuvres and beverages, catching up with friends and business colleagues, sharing smiles and laughs, and listening to The Joe Baione Trio as they share their jazzy renditions of our holiday favorites! That sounds like an amazing holiday evening, don't you agree?

We would love to see all of you on this evening as we celebrate our amazing

Continued on Page 19



## The CDCC's Triple Play Event is Coming in January!

On Wednesday, Jan. 26, 2022, Central Delaware Chamber of Commerce members and guests are invited to an evening offering three events all wrapped up into one. This amazing networking event, which will be held at St. Andrew's Lutheran Church in the Great Hall, 425 N. DuPont Highway in Dover, will feature the CDCC January Sunset Business Mixer, the annual

CDCC Showcase and a Member 2 Member Expo. This is an evening you won't want to miss!

Mixers are a great opportunity for CDCC members and their guests to meet other business owners and collect qualified leads in a casual setting. Complimentary refreshments will be provided. Don't forget your business



cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes! Mixers help our area businesses to stay connected.

Continued on Page 18





# Calendar of Events

## The Last Time

This will be the last Judy's Journal I will be sharing with all of you. (Wow, that was really hard to type!) There is so very much I want to say, and if I were to dare try and say it all, I would need more than the 24 pages of this newspaper. To share all my thank-yous alone would fill millions of pages.

For every single month of my 17 years at the Chamber, I have sat here typing my Judy's Journal – it was my way of sharing my heart with you. Of course, I had to count them up and there have been over 200 editions! I have counted it a privilege to share my thoughts, ideas, new programs, new events, legislative updates, COVID updates and so, so much with you, our members.

I have truly loved every minute I have spent serving as the president of our Chamber. It is an honor I will carry in my heart always ... and always. Thank you for all you have done to support me and the CDCC throughout these years. You have been phenomenal partners, colleagues and friends.

I am so glad that this is not goodbye.

I am excited to continue my journey with the CDCC by serving as a consultant for the Chamber starting in January 2022 with your new president, Dr. Dina Vendetti. And can I just say, I am thrilled that Dina will be filling the position, and I am excited to have the opportunity to work with her through this transition.

As you all know, Dina "LOVES her hometown," and she loves the CDCC! It is evident in all she says and does. I have no doubt that she will lead this organization into a very bright future.

I ask all of you to give Dina the same support that you so generously and graciously gave to me!

The CDCC is the Chamber, and it is because of all of you, our fabulously phenomenal members! There are so many great, wonderful things still left to do to make Central Delaware the BEST place to live, work, and play, and I have no doubt in my mind or in my heart that the CDCC is going to do all those great, wonderful things!

Thank you for a fabulous 17 years!

Happy Holidays to all of you and your families!!!

### DECEMBER

#### Thursday, December 2

Leadership Central Delaware  
8 a.m. – 5 p.m.  
Tourism Day

#### Thursday, December 2

Kent County Open for Business  
8:30 – 10 a.m.  
Kent County Levy Court

#### Friday, December 3

Capital Holiday Celebration  
4 – 8 p.m.  
Downtown Dover

#### Monday, December 6

CDCC Executive Committee Meeting  
8 – 10 a.m.  
CDCC Conference Room

#### Wednesday, December 8

Marketing Committee Meeting  
10 – 11 a.m.  
CDCC Conference Room

#### Thursday, December 9

Member Orientation  
12 – 1:30 p.m.  
CDCC Conference Room

#### Tuesday, December 14

CDCC Board Meeting  
7:30 – 8:30 a.m.  
Faw Casson

#### Tuesday, December 14

CDCC Holiday Party  
5 – 7:30 p.m.  
Roma Italian Ristorante

#### Tuesday, December 21

LCD Steering Committee Meeting  
12pm – 1pm  
CDCC Conference Room

#### December 23 – 31

Christmas & New Year's Holiday  
Office Closed

### JANUARY

#### Thursday, January 6

Leadership Central Delaware  
8 a.m. – 5 p.m.  
Economic Development Day

#### Thursday, January 6

Kent County Open for Business  
8:30 – 10 a.m.  
Kent County Levy Court

#### Tuesday, January 11

CDCC Board Meeting  
7:30 – 8:30 a.m.  
Faw Casson

#### Tuesday, January 11

Young Professionals Social  
12 – 1 p.m.  
TBD

#### Wednesday, January 12

Marketing Committee Meeting  
10 – 11 a.m.  
CDCC Conference Room

#### Thursday, January 13

Economic Forecast Breakfast  
8 – 10 a.m.  
via Zoom

#### Thursday, January 13

Member Orientation  
12 – 1:30 p.m.  
CDCC Conference Room & via Zoom

#### Tuesday, January 18

LCD Steering Committee Meeting  
12 – 1 p.m.  
CDCC Conference Room

#### Wednesday, January 26

Ambassador Committee Meeting  
4:30 p.m.  
St. Andrew's LC Great Hall and Gathering Space

#### Wednesday, January 26

Sunset Business Mixer  
5 – 7 p.m.  
St. Andrew's LC Great Hall and Gathering Space

#### Thursday, January 27

Capital Reception  
5 – 7 p.m.  
Roma Italian Ristorante

Thank you to the CDCC Cornerstone Members!



An Industry Exclusive CDCC Marketing Package!



435 N. DuPont Highway, Dover, DE 19901  
P: 302.734.7513  
E: info@cdcc.net  
www.cdcc.net



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



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

### OFFICERS & BOARD OF DIRECTORS

Executive Committee Chairman ..... Brian J. Stetina, Faw Casson  
First Vice Chairman ..... Dana F. Wattay, Wattay Accounting  
Vice Chair, Economic Development ..... Christina M. Lessard, Lessard Builders, Inc.  
Vice Chair, Organizational Development ..... Jesse C. Keleher, Harrington Raceway & Casino  
Vice Chair, Community Affairs: ..... Dr. Cornelia Johnson, Delaware Technical Community College  
Vice Chair, Legislative Affairs: ..... C. Scott Kidner, C.S. Kidner Associates/Capitol Strategies  
Vice Chair, Military Affairs ..... Evans Armantrading, Jr., CNU Fit, LLC  
Treasurer ..... Chaz M. Rzewnicki, Dover Federal Credit Union  
Vice Chair Smyrna/Clayton ..... Lincoln D. Willis, The Willis Group, LLC  
Past Chairman ..... Shane E. Breakie, Chesapeake Utilities

### BOARD OF DIRECTORS

Kim I. Adams, Mountain Consulting, Inc.  
H. Scott Connell, Merrill Lynch/Bank of America  
Dilton (Dee) Gibbs, Kraft-Heinz  
Jackie R. Griffith, Delaware State University  
S. Ryan Halpern, Eye Specialists of DE  
Timothy R. Horne, Dover International Speedway  
Ryan D. Horsey, Parkview RV Center  
Konrad LaPrade, Delaware State News  
Richard A. Mohnk, Bayhealth Medical Center – Kent Campus  
Anthony A. Rohrer, Dover Downs Hotel & Casino

### HONORARY BOARD MEMBERS AND GUESTS

Robin R. Christiansen, Mayor, City of Dover  
Hon. Jeffrey W. Hall, Commissioner, Kent County Levy Court  
Col. Matthew S. Husemann, Commander, 436th Airlift Wing

### ADMINISTRATIVE STAFF

Judy Diogo, President  
Cristal R. Brenneman, Executive Assistant & Director of Special Events  
Dina C. Vendetti, Director of Marketing and Communications  
Cindy A. Friese, Assistant for Special Events and Sponsorships  
Sarah M. Geesaman, Administrative Assistant  
Leah M. Gray, Coordinator of Membership Sales & Retention

Member Chamber of Commerce of the United States.  
Chamber Connections production and layout by:  
Delaware State News

**(USPS 462-490)**  
Central Delaware  
Chamber of Commerce  
435 N. DuPont Highway  
Dover, Delaware 19901  
302-734-7513

**POSTMASTER:**  
Send address changes to  
Chamber News,  
435 N. DuPont Highway,  
Dover, DE 19901

**Subscription Price:**  
**\$20.00 per year**  
(included in membership dues)

Periodical Postage Paid at  
Dover, DE 19901





An Abilene Award – one of four, including three during Judy’s tenure



SBA Lifetime Achievement Award



Sen. Carper refers to Judy as a “Rock Star” at the 2021 State of the Base.



Judy began her work at the CDCC in 2005.



Raising the bar to 5 stars!



Flying High on a C-5!

## ~ ~ ~ Congratulations, Judy! ~ ~ ~

It’s the month of December, and as you’ve all learned,  
A retirement’s coming — it’s been very well earned.  
The 31st will be momentous for the CDCC —  
Bittersweet for us all, everyone, you and me.

On one hand: an ending, a finale, a close —  
On the other: a beginning, leading where? Who knows?  
A 17-year journey of amazing success,  
Our Judy wouldn’t stand for less than the best!

Through auctions and mixers and expos — oh my —  
Education, legislation — the time, it did fly!  
Networking and marketing with every new day —  
She never let anything stand in her way.

Collaborations and partnerships made for the winning-est team,  
The “little Chamber that could” became quite the machine!  
Our days have been filled, spreading light all around —  
Even global pandemic couldn’t keep that girl down!

Accomplishment is what our fearless leader should feel,  
Let’s look at the facts as we keep it all real.  
Accreditation with stars, first three and then five —  
And 40 percent growth — quite a sign that we’ve thrived.

New programs and activities our girl did invent —  
We’re definitely Open for Business in Kent!  
And as for TEAM-Dover, there’s no in between ...  
We’re on our 4th trophy from old Abilene!

Keeping track of her staff and the members, the board,  
Is quite a big job, she deserves an award!  
But oh, how we love her —and that’s no malarkey —  
There’ll never be anyone else quite like SPARKY!

Enthusiasm, energy, smiles, even tears —  
The tools that you’ve led with for all of these years.  
Let’s be positive, look forward, there’s no stopping us now!  
We applaud you — we thank you — so please take a bow!

There are times when a “thank you” seems not like enough —  
Expressing our gratitude can be kind of tough.  
You’re incredible, impeccable and really just great.  
Our Chamber’s become a real force in the state.

And now, our dear leader, we wish you the best!  
Rest, relaxation and all of the rest ...  
Moments as gardener, nanna and reader,  
You’ve been much more to us than just our fearless leader.

We’re excited to know that you won’t move away,  
There’s no relocation, that near us you’ll stay.  
We wish you bright days and so very much more —  
We love that in Delaware we’re all right next door!

Okay, our dear Judy —  
our leader and friend —  
The time has come for our  
poem to end.  
Please know from the hearts  
of everyone in your crew —  
This rhyme’s all to say that  
we’ll always love you!



Judy Diogo, our fearless leader

# Thank you for 17 years of impeccable leadership!



# Give the Gift of News!



A gift subscription to the Delaware State News or BaytoBayNews.com is the right size, the right color, the right price, and something that everyone can use.

**Order your gift today!**

Gift options include:

7-Day Home Delivery • Sunday-Only Home Delivery  
e-Edition • Unlimited Access to BaytoBayNews.com

 **DELAWARE STATE NEWS**  
The Capital Daily

 **BAY TO BAY NEWS**

302-741-8298 // 302-629-5509 // BaytoBayNews.com



## Cornerstone Members

# Kleinfelder Acquires Century Engineering, Inc.



Century Engineering, Inc., and its affiliates are excited to announce the completion of a stock purchase agreement with the Kleinfelder Group, Inc., a multinational firm specializing in engineering, design, construction management, construction materials inspection and testing and environmental professional services. Under this agreement, Century has been acquired by Kleinfelder.

“Century joining Kleinfelder presents a tremendous opportunity for our talented people to expand resources, integrate new services, and continue to deliver exceptional service,” commented Francis Smyth, Century president & CEO. “Our core business interests and similar cultural philosophy, will provide a foundation to better serve our clients’ long-term objectives.”

With the close of this agreement, the multidisciplinary engineering consulting services Century has provided you since their founding in 1953 will be integrated into the Kleinfelder organization. This agreement includes the continued operation of all staff in the company’s existing offices in Delaware, Maryland, Pennsylvania and Virginia.

“We are excited to welcome the talented Century staff in to the Kleinfelder family. We will continue to provide the level of client service you have become accustomed to receiving from Century. Century adds or strengthens key services to Kleinfelder offers in new geographic areas and aligns perfectly with our growing and diverse client portfolio,” remarked Kleinfelder President & CEO Louis Armstrong. “We are eager to provide staff with new technical opportunities and to leverage the combined capabilities of the two companies to address all your project needs.”

Century’s agreement with Kleinfelder underscores their commitment to continue providing their customers with exceptional client service while they transition the ownership of the business. Century’s existing contracts and project commitments will continue without disruption and will now be enhanced by additional support, as needed, from their expanded services. Kleinfelder’s vast network of diverse industry-leading professionals throughout North America will combine with Century to deliver quality solutions that address our clients’ technical needs and bring additional value

to their projects through an expanded pool of services.

“We are very excited to be partnering with Kleinfelder,” said Century’s Executive Vice President, and leader of the local Delaware market, Scott Rathfon. “Similar to Century, Kleinfelder values it’s employees and the company culture and community relationships that have been built over time. The Delaware market will continue to be serviced by the exceptional staff that we have built while providing quality services to Delaware over the past 34 years. Kleinfelder also has a great reputation for delivering high quality technical services to its clients. Together, we will be able to provide even more services and solutions to benefit our clients. I look forward to an extraordinary future working together!”

As always, the experts at Century are thankful for the continued support and partnership of their clients. They are thrilled to now be able to offer the enhanced service capabilities that Kleinfelder offers. They look forward to continuing their work with the Central Delaware Community as well as the communities they serve in Maryland, Pennsylvania, and Virginia.

Learn more about Century Engineering at [www.centuryeng.com](http://www.centuryeng.com). To learn more about the Kleinfelder Group, see [www.kleinfelder.com](http://www.kleinfelder.com).

Please join the Central Delaware Chamber of Commerce in congratulating Cornerstone Member, Century Engineering, on this new chapter!



**Scott Rathfon,**  
Executive Vice President



**Louis Armstrong,**  
Kleinfelder President and  
CEO



**Francis Smith,**  
Century President and CEO

## While many in the U.S. are still seeking ways to return to normal, Kraft Heinz is finding ways to make life delicious for its employees and the Dover community

# Kraft Heinz

The month of October brought about more than just pumpkin spiced flavored treats (#PSLife) and the return of favorite fall shows. It launched the start of celebration and community. This year, the Kraft Heinz team rallied together to participate in classic programs as well as start new traditions.

To start the month, the factory participated in Manufacturing Day (observed Oct. 8). This day was created to showcase the industry to the next generation of tradespeople. With more than an estimated 1.4 million jobs unfilled by 2030, the demand of innovation, technology and processing seekers will be a critical hiring priority. Although the facility was not open to the public, information was shared about the demand for various skills over the next decade to meet the needs of our ever growing world.

During the day, employees were able to read statistics related to the development of Manufacturing Day in the U.S. and learn about the products Kraft Heinz and other CPG manufacturers in the area create. The best part of the day? Recognizing the dedication and spirit of the employees who have produced quality food products to feed not only the Dover community, but the nation.

A new activity that took place during the month of October was a sweet and spooky treat. The Dover plant hosted its first Trunk or Treat (Oct. 30) for employees’ family, friends and neighbors. In the lot, cars and people were transformed into a host of characters, heroes, and creatures while all sorts of candies and snacks were passed out. The event hosted nearly 100 costumed children during the day.

The idea was brought on by the site’s employee-led committee to provide solutions to matters within the facility and drive collaboration. The concern was how would families be able to provide a safe experience for their children while also preserving the spirit of this timeless tradition. Thus, our first Trunk or Treat! While a wild success, the vision for next year is one of more engagement with the community and of course, more treats!

Although the month has come to an end, the ways that the Kraft Heinz Dover plant is championing great people is in full production.

For more information about the Kraft Heinz Company or how to become a part of the team, visit: <https://careers.kraftheinz.com/careers/Home>





# Central Delaware: A Safe Place to Call Home



Our panel was a true collaboration of law enforcement.



A great book discussion led by Sand and Ryne ended a very informative day.

On Thursday, Nov. 4th, our Leadership Central Delaware Class of 2022 had the opportunity to examine what it means for a leader to be data driven, a goal setter and to exhibit the skill of discernment — all through the lens of public safety and criminal justice. As they listened to the presenters and worked through the day's exercises, certain themes surfaced throughout the day: the importance of collaboration and transparency; the welfare of those who serve; and the art of clear and widespread communication. They met various public servants and visited several public safety agencies to discuss various aspects of securing our community.

Stephen Burgess (LCD Class of 2021) and Fireside Partners served as host for the morning learning session. First on the agenda was a panel discussion exploring "Law Enforcement Issues of Today." Participating on the panel were Chief Torrie James of Smyrna Police Department; Capt. Joshua A. Bushweller of DIAC and Delaware State Police; FBI Special Agent David Bole; Chief Michael Hertzfeld of Delaware Capital Police; and Lt. Col. Schneider Rislin, the 436th Security Forces Squadron commander at Dover Air Force Base.

The panel explored a number of topics, including community perceptions of policing, the need to respond to situations based on training, the importance of transparency, the mental wellness of law enforcement



Stephen Burgess (Class of 2021) introduced the class to the work of Fireside Partners, Inc.

personnel and the necessity for collaboration and cooperation among agencies. Panelists also shared bits of wisdom and advice for safe living.

A generous portion of the panel discussion centered around perception and ways to improve the relationship between police officers and the community. "Community engagement is essential in providing a high level of security," remarked Lt. Col. Rislin. "To develop that, work not only needs to be done on the citizen side of the equation, but in the training of law enforcement as well. We call it the art of 'Chick-fil-A' serve – it must be our pleasure to serve you."

In dealing with community relations, especial among the younger generation, Chief Hertzfeld added, "Officers need to be involved in the community because that will allow people to see them in a different light and get to know them.

"It is also important that citizens, especially young people, see the police as accessible," Hertzfeld continued. "I would encourage any of you that are mentoring young people to bring them into the police station to meet the chief. No matter how busy he is, that visit is likely to be the best part of his day. The youth will eventually replace us, and we have a responsibility to shape them."

Lt. Col. Rislin advised that to get the youth to see police officers in a new light, law enforcement must find a way to reach their parents. He explained that telling one's own story has been



The Class of 2022 ... Ready for anything!



Capt. Joshua A. Bushweller, Intelligence Commander DIAC Director, Delaware State Police

the best way for him – "a foreigner, dark-skinned cop" – to get people to understand who he is and why he is driven to serve the public.

In addition to public perception, the panelists and class members enjoyed a lively discussion around recruitment, the role of women in policing, community projects and technology. Class members thoroughly enjoyed this eye-opening discussion and were glad for the opportunity to hear from these incredible public servants.

Next, class members learned about the VIPR Program (Visual Intermodal Prevention and Response) from Sgt. Scott Weaver of the Delaware State Police, Division of Gaming Enforcement. Weaver shared statistics on active shooter events and spoke about pre-attack behaviors that (when noticed and addressed) can be keys in preventing an incident. He emphasized the need to report unusual sightings and behaviors. The statistics show that a large percentage of would-be attackers have been planning for a week or more, and signals are easily spotted if people are paying attention. "If you see something, say something," he advised.

Sgt. Weaver went on to explain that a piece of information gained from one phone call is likely to add to the information that officers may have already received from another phone call. Weaver shared a simple formula for the steps to take in responding to an attacker or intruder: "Run if you can, Hide if you can't run, Fight only if



Smyrna Police Chief Torrie James (left) and FBI Special Agent David Bole

running and hiding are not an option ... Run, Hide Fight." He also emphasized the importance of watching for signals.

Lt. Col. Rislin of the DAFB led class members through a threat scenario. Participants were given an emergency scenario and were required to create plans for how the community and the air base might communicate the situation to the public and respond to the emergency. He instructed the group on the importance of collaboration in such scenarios and gave examples of how the base and the community have worked together in the past.

Stephen Burgess, class member and part of the team at Fireside Partners, led a tour of the facility while explaining the company's history and mission. Fireside assists companies and individuals with every aspect of an emergency, from preparedness to monitoring to response. Clear communication and collaboration are critical to this worldwide emergency response specialist. The team includes a cross-section of the various industries and experts with specialized skills that are typically needed in a variety of emergency situations, from mental wellness professionals to search and recovery experts.

He stressed the notion that victims of emergencies tend to mimic the authorities on the scene, so it is imperative that decisions regarding disasters and dangerous situations are handled in a calm methodical way, based on training. "Calm is contagious," he remarked. Stephen



also shared his perspectives on leadership in short catch phrases that were extremely on point and easy to remember such as “play to the intersection of strength and passion,” “data lies less often than emotions” and “mistakes are opportunities.”

Next on the day’s agenda was a fascinating visit to the Delaware Information & Analysis Center (DIAC) where Capt. Bushweller led a tour of this “fusion center.” DIAC takes in information from multiple sources regarding criminal threats and activities that could threaten public safety, analyzes it and makes decisions, based on a “need to know,” about the dissemination of such information. DIAC is 1 of 80 fusion centers nationwide. Bushweller and his team shared intriguing examples of crimes that have been solved based on this information. He emphasized the need for the public to keep their eyes and ears open and hone the art of noticing things that are out of place. Just as class members learned earlier in the day from Sgt. Weaver, DIAC’s charge to the state’s citizenry is “If you see something, say something.”

This interesting and informative day ended at the Delaware Fire School where Tucker Dempsey, training administrator, explained the purpose of the school, tips for fire prevention and took the class on a tour of the remarkable facility. He explained that the vast majority of Delaware firefighters are a majority volunteers, and that the fire school provides training for them, police, educators and many other professionals in the community.

The day ended with the class book discussion led by Sand Hoffman and Ryne Johnson. As the day wrapped up, the class members left with a



The class was treated to a tour of the Fire School the various props would-be firefighters use for training.



The threat scenario helped class members to view the threat through the eyes of law enforcement.



Fireside has an amazing system for monitoring traffic in the air and on the waterways.



The threat scenario helped class members to view the threat through the eyes of law enforcement.



Chief Michael Hertzfeld, Delaware Capital Police.

renewed understanding of what it takes to maintain a safe community. They had learned a great deal about collaboration, setting goals, discernment and the use of data in making decisions

Many important skills and pieces of information were added to their leadership portfolios and most essential of all, they learned that every person is part of the team that keeps the public safe. There are various ways that we are all called upon in an emergency to be part of the resolution – as citizens, as residents, and especially, as leaders.



Lt. Col. Shneider Rislin, 436th Security Forces Squadron Commander



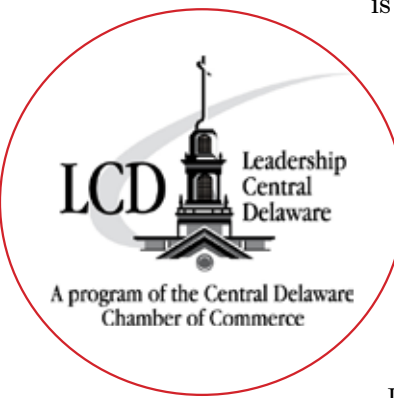
Tucker Dempsey explains the mission and scope of the Fire School’s services.



Our class was amazed by the team at Fireside Partners.

# Making a Difference Along Yoder Drive

Leadership means a lot of things. Honesty, vision, integrity, participation – these words are often associated with leaders of all kinds. The heart of leadership, however, is the desire, the drive and the determination to give back. When a leader finds a way to serve his/her community, to give of his/her time and talent, that’s when the impact of their leadership ability is made.



(DelDOT). The Adopt-A-Highway program (AAH), begun in 1990, is more than just a “clean-up” campaign. This program of service works to educate citizens about the responsibilities of caring for and repairing our land.

The stretch of road assigned to LCD is in west Dover: Yoder Drive from Pearson’s Corner to Nault Road. The most recent cleanup day was held on Saturday, Oct. 30, when a group of alumni gathered for a few hours to clean up the assigned section of highway. It was a gratifying day filled with smiles and laughs that resulted in a clean, beautiful stretch of Kent County roadway.

The requirement for the Adopt-a-Highway program is that the stretch of roadway is cleaned up three times per year. The Alumni have designed the last Saturdays of April, July, and October as official

clean up days! All LCD Alumni should mark their calendars now – and feel free to bring family members and friends!

The LCD Alumni are happy to have joined this effort. The AAH program is a perfect fit for our graduates, as it centers on the idea of people who care enough to make a difference. As Dr. Suess once said, “Unless someone like you cares a whole awful lot, nothing is going to get better. It’s not.”



Sponsors confirmed as of 9.21.21



## Member News

# Specialized Training Means Better Care



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

PAM (Post Acute Medical) Rehabilitation Hospital is the only acute rehabilitation hospital in Central Delaware. Their regimen of acute care is marked by several factors not present at sub-acute care facilities. The primary difference between treatment at PAM and treatment at a sub-acute facility is that the doctor assigned to each patient oversees the care of that patient every single day. Regulations mandate doctors in sub-acute care facilities to see patients once every 30 days. In addition, PAM employs a team of three doctors who have been specially trained as physical medicine and rehabilitation physicians (PM&R doctors) or physiatrists.

Physiatrists have received specialty training in treating a variety of medical conditions that affect the brain, spinal

cord, bones, muscles and more. Their goal is always to assist patients as they work to improve their ability to move and maintain their quality of life. In addition, they are able to provide an accurate and detailed prognosis for patients and set in place a plan for their recovery.

Generally, patients who are admitted to PAM have been discharged from the hospital and are medically stable. While each patient may have their own unique underlying conditions for which they are receiving treatment, they are not functionally stable, therefore, the primary focus of their stay at PAM is therapy. PM&R doctors are able to prescribe that therapy and the exercises that should be used, outline any precautions that should be taken, and coordinate and integrate their treatment. PM&R doctors emphasize the treatment of the patient as a whole as they enable them to manage the various aspects of their recovery.

The PM&R doctors at PAM deal largely with neurological and complex orthopedic conditions, each of which come with their own set of peculiar complications. It is in the management and treatment of these complications that the specialty skills of the PM&R physicians are best seen. Whether prescribing specific therapies, medications, injections or minor procedures, it is evident that these physiatrists employ their expertise to be able to maintain the best treatment regimen possible for the patients in their care, as patients in the hospital

and after they transition to outpatient care.

While able to generally treat all patients, the team of three PM&R physicians at PAM specialize in different areas such as brain injury, spinal cord injury and pain. Focusing in depth on certain aspects enables them to best address the issues and complications presented by a variety of conditions while patients are in the hospital as well as post discharge. Other medical doctors such as hospitalists and specialists are consulted as needed to provide appropriate coordination of care and balanced condition management.

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

From the time its doors first opened, the Post Acute Medical Rehabilitation Hospital of Dover has made a tremendous impact in Central Delaware. Their ability to build the foundation for long-term medical and functional recovery through one-on-one physical, occupational, and speech therapy has been incredible. They have provided a place where patients



**Haresh Sampathkumar, MD, is Board Certified in physical medicine and rehabilitation. Additionally, he serves on the board of directors for the Brain Injury Association of Delaware.**

can achieve the long-term milestones they once thought were impossible to conquer – and have helped patients return to their families and their lives.

In doing what they do, PAM seeks to always assist and support patients and fulfill their role as a valuable member of community. To learn more about PAM, contact (302) 672-5800 or visit [www.postacutemedical.com](http://www.postacutemedical.com).

## Kent County Levy Court Honors CDCC President Judy Diogo



On Nov. 9, 2021, Judy Diogo received a special honor from Kent County Levy Court (KCLC). In appreciation for her 17 years of effective leadership as president of the Central Delaware Chamber of Commerce (CDCC), the Court's commissioners and Kent County administrator bestowed on her the Kent County Medal for Meritorious Service. She is only the 34th person to receive this honor.

The members of KCLC cited Judy's contributions to the success of Kent



County, noting her advocacy on behalf of big and small businesses in Kent County at the Delaware General Assembly and before the Levy Court — and spending countless hours organizing community events, supporting Dover Air Force Base, encouraging job growth and manufacturing, contributing to the development of the area's workforce

and economic development, promoting tourism's economic impact, partnering with area organizations and agencies for the good of the Central Delaware business community, and in the last 18 months, tenaciously rallying for businesses as they have struggled through the COVID-19 pandemic.

In addition, they were eager to recognize her stellar leadership and

insightful influence, the CDCC has flourished, experiencing 40 percent membership growth and expanding its impact and voice in the Dover area business community, by demonstrating that the 5-star nationally accredited Chamber is, without a doubt, THE essential resource for businesses in Central Delaware.

During the brief ceremony, each commissioner and the administrator took a moment to express their appreciation and recognition of Judy's work – and shared best wishes with her for a happy retirement.

The ceremony awarding this prestigious medal was a complete surprise and Judy was extremely touched by this generous gesture. Judy will retire effective Dec. 31 but will continue to play an important role as part-time consultant to assist the Chamber with the transition to new leadership.



## Member News

# Art and History in an Amazing Collection



Vic and Lynn Giangrant

Over the past 40 years, people in Central Delaware have come to understand that a trip to Westside Car Wash always ends in a beautifully clean vehicle. When a car or truck is treated to a trip through the tunnel at Westside, it always comes out looking and smelling almost like new! But what most people don't realize is that a visit to the iconic car wash also offers an amazing lesson in history for customers while they wait.

Car Wash owner, Vic Giangrant, has spent decades working on a unique collection. Vic collects gas pumps! West Side Car Wash currently houses about 28 gas pumps in its waiting room, garage and all around the property, representing a time span from the late 1800's to the present. Vic's interest in these incredible relics stems from his experience as a boy. When he was 14 years old, he pumped gas at a Texaco station to save money for a minibike. Ever since, he has been absolutely fascinated with the pumps and the history they teach.

The oldest pump in the collection is in the public waiting area. It is a red pump from around 1898 – 1900 made by Bowser. Indiana native Sylvanus Bowser, is widely credited for inventing the first gas pump. He founded his company to dispense kerosene and later constructed the first gas pump. His pump was mounted on a metal drum and relied on the power of gravity. He often referred to it as a "filling station," a term that is still in use today.

Another interesting pump in the waiting room is on wheels and loosely resembles a hot dog vendor cart. This particular pump actually served as a portable gas station! The owners of the pump would take it from street corner to street corner and people would stop wherever the pump was to fill their tanks. The portable gas station is in impeccable condition, as are all of Vic's pumps, with original parts and a beautiful paint job. "Isn't it beautiful?"



Pumps of all shapes and sizes.

Vic queried. "To me it's more than history – it's art!"

Vic's original gas pump purchase was a 1912 Wayne gas pump purchased from a pawn shop in Connecticut while on a family vacation. The Wayne Company, of Ft. Wayne, Ind., began when a faction of workers from the Bowser Self Measuring Pump and Oil Storage Systems left to start their own operation. The company, originally known as the Wayne Oil Tank Company, is still in operation today under the name Wayne Fueling Systems. Vic learned later that this pump was in such good shape because it had spent many years in E. E. Rogers' basement!

The Indian Gas pump is Vic's personal favorite. "Just look at the detailed paint work and the colors," explained Vic. "It's a beauty!" Vic explained a bit of the company's story: "Indian made terrible gas, but they made the best motor oil around. Texaco, at the time, made great gasoline, but horrible oil. So, to obtain the best of everything, Texaco bought Indian. Indian Oil is still around today – it is known as Havoline!"

There are a number of gas pumps in the collection known as "visibles." These pumps are equipped with a clear cylinder where customers could actually see the gas that was flowing into their cars' tanks. The measured amount of gasoline was pumped up into the cylinder. A valve on the pump would then be opened and gravity would work its magic to feed the gas into the tank. While the cylinders served their purpose in reassuring people of what they were buying, they presented significant challenges. They were susceptible to breakage from vandalism or even hail. They were eventually replaced by a much smaller "see through" device known as a VisiGauge.

The expansive collection includes pumps displaying names we grew up with: Texaco, Indian, Mobil, Sunoco,

Sinclair, and more. There's even a Sinclair dinosaur outside!

It is easy to see progress by tracing the pumps from the oldest to the more current ones. The invention of electricity brought a whole new series of innovations. Each pump has its own story to tell, and as its tale is related, history unfolds in a new and meaningful way. As the world moves away from gasoline-powered vehicles, Vic's collection will help preserve the history and development of the automobile. "We are at the end of an era," commented Vic. "The new era will be all about vehicles powered by electricity. It's coming – in fact, it has already begun."

Gas pumps are not the only pieces of memorabilia at the car wash that teach customers about the past. A collection of vintage signs, all related to the automobile transportation industry line the walls. On several shelves close to the ceiling, a massive collection of model cars also has a story to tell. Vic is also proud to show customers several other pieces of America's past: an orange jack pump used to pump oil, a kerosene pump used to fill lanterns, an engine analyzer from around 1920, a 1929 Buick Tire with a wooden wheel, a steam engine that was built in Baltimore and once served the Clayton Ice House, and much, much more.

When asked if there was a certain pump that he would still love to acquire, Vic responded without hesitation. "A Wayne 800. They are very rare and very expensive, but they have the most beautiful shape!"

The next time you visit the West Side Car Wash, plan to spend a little extra time looking around. Notice the gas pumps everywhere. Read the signs. Examine the model car collection. Begin to understand where it all began and how far we've come. Vic is happy to give anyone who asks what he calls "the gas pump tour." Take him up on it – you will learn so much – and you won't be disappointed!



Vic explains the mechanics of this pump.



Another visible gas pump.



Don't miss the model car collection!



This Bowser represents one of the very first gas pumps.



One of many visibles in the collection



The jack pump was used to pump oil out of the ground!





# Chamber Mixer: Connections Made at RE/MAX Horizons

On Wednesday evening, Nov. 17, Steve and Barbara Schmidt and their team at RE/MAX Horizons welcomed a great group of Chamber members for the last Sunset Business Mixer of the calendar year. The Schmidts are the new owners of this incredible agency and were excited to share with attendees all that they are doing to connect people and properties here in Central Delaware. The Schmidts bring nearly 30 years of real estate experience and are happy to bring their wealth of knowledge to help clients in any real estate situation.

We would like to extend a big thank you to the folks at RE/MAX Horizons for hosting our

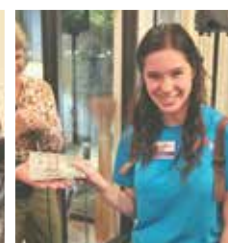
mixer and for welcoming all of us with such warm hospitality. Our Chamber members enjoyed an evening of networking, sharing business cards, and catching up with colleague over delicious refreshments. Several members were excited to win amazing door prizes. Tim O'Connor of Dover Federal Credit Union was named the Member of the Month for January.

After completing their 5-Star Journey Maps, four of our members were awarded their 5-Star Membership pins. Congratulations to Loida Hopkins of Spanglish Foods, Inc., Barbara Day of Instant Imprints, Mari Graden of Smyrna Nutrition and Christine Menser of FCCB Bank!

Anyone interested in creating a 5-Star Journey Map and working towards 5-Star Membership should contact the CDCC Office as soon as possible.

Overall, it was an evening filled with making contacts, renewing business relationships, expanding networks and enjoying each other's company!

The CDCC's next Sunset Business Mixer will be held on Jan. 26, 2022, in conjunction with our semi-annual Member 2 Member Expo and our annual CDCC Showcase. This event will be held at St. Andrew's Lutheran Church in the Great Hall and will be the perfect place to bring friends and colleagues who may be interested in joining the Chamber. Our Ambassadors and Marketing Committee members will be present in full force to help share valuable information about what membership in the CDCC means and how it can help businesses grow and be successful. Mark your calendars now and plan to attend!





## Member News

# WonderFEST Opens Light Spectacular at Hudson Fields



By Peter Briccotto

WonderFEST, Delaware’s Merry Bright Holiday Fundraiser, is open nightly through Jan. 2, 2022, illuminating Hudson Fields with over 50 holiday light display vignettes. Located in Milton, just minutes from Rehoboth Beach, WonderFEST is the heart of the holidays in Coastal Delaware!

Featuring never-before-seen exhibits, including a Journey Under the Sea and the Delaware-inspired Small Wonder Exhibit, guests can take a cozy ride along this dazzling trail of lights. Guests will also enjoy the Grand Finale experience with a drive-thru visit with Santa. Produced by the nonprofit Festival of Cheer, organizers and volunteers hope to raise \$175,000 during this year’s festival.

In addition to a new Grand Entrance display, the unique Small Wonder Exhibit showcases the Cape Henlopen Towers, the Lewes Lighthouse, the Dolle’s Sign and the enormous Indian River Inlet Bridge. In addition to celebrating iconic Delaware landmarks, patrons will dive into a magical world Under the Sea decorations, with dolphins jumping over the trail, water-skiing Santas and more. Fan favorites, including the Tunnel of Lights, Giant Fantasy Tree, and Golfing Santa, return to brighten

the route.

John Snow, president of Festival of Cheer, shares, “We are thrilled that the region continues to embrace our festival. Unveiling the Small Wonder Exhibit is a tremendous moment for our nonprofit which celebrates the landmarks that make our community beautiful!”

Snow reminds visitors that while the Light Spectacular is better than ever, the charitable mission of the festival is bigger and brighter than the show. The organization has set a goal to raise \$75,000 for their Community Grant Program to invest in Sussex County charities. Additionally, they hope to raise \$100,000 to build a new venue for favorite attractions to return in 2022.

In addition to the “stay-in-your-car” experience, open-air hayrides are available. Hayride Tickets may only be secured online prior to arrival, and they do include a hot chocolate and cookie refreshment bar.

With the popularity of the Light Spectacular growing to welcome over 75,000 visitors, organizers faced new challenges including a parking shortage at Hudson Fields to accommodate all guests who wanted to enjoy the other attractions, and wait lines clogging surrounding roads. Organizers felt it was best

that WonderFEST will remain a drive-through only experience for 2021 with Light Spectacular route, including 2 miles of line cueing within the property to keep visitors off of surrounds roads. Proceeds from this season will ensure organizers can secure another venue to bring back the WonderFEST Carnival, ice skating rink and the Lodge in 2022.

Team WonderFEST also wants to clarify their fundraiser is no longer affiliated with Schellville. Schell Brothers desired to offer their attraction this holiday season for the community. With the limitations at Hudson Fields mentioned above, they relocated Schellville to a new location. They wish them the best, and encourage everyone to visit Schellville behind Tanger Outlet before or after their drive through WonderFEST!

Peter Briccotto, event director, notes, “First and foremost, our goal remains to create a safe and successful fundraising event for the community to enjoy. It’s been remarkable to witness the growth of attendance for our Light Spectacular – and we are continuing to build on this success for another season. With the communities support, we could double the amount of grants available to Sussex County Charities!”

For tickets or information, visit [wonderfestde.org](http://wonderfestde.org)



**Edward Jones**



**Christopher Smith**  
Financial Advisor  
CFP®, AAMS®

**302.735.8770**



**WE ARE LOCAL AND WE ARE HERE FOR YOU**

Complimentary Portfolio Review  
Personalized Financial Strategies  
Strategic Planning

Your Town. Your Voice.  
**Your News.**




**GANNETT**



# State of the Base: A Celebration of TEAM Dover



CM Baker Photography



CM Baker Photography



CM Baker Photography



CM Baker Photography



CM Baker Photography



CM Baker Photography



On Monday, Nov. 22, approximately 120 people gathered at The Landings at Dover Air Force Base (DAFB) for the annual State of the Base Briefing and Breakfast sponsored by Delaware Technical Community College. There was a strong sense of excitement, as civilians, active-duty personnel, reservists and members of local, state and federal government assembled for this ever-popular early morning event. An atmosphere of strong community pride always marks occasions like this when we firmly stand together as TEAM Dover.

Col. Matthew Huseman, 436th Airlift Wing Commander, and members of his staff shared the past year's story of Dover Air Force Base, its many missions and accomplishments. Col. Huseman introduced the base's joint partners: the 512th Airlift Wing, Air Force Mortuary Affairs Operation

(AFMAO), Air Force Medical Examiner System (AFMES) and the Joint Personal Effects Depot (JPED). Their leaders explained the mission of each partner and talked about their partnership with the 436th. Col. Huseman also shared DAFB's story as seen through the eyes of specific airmen who have made significant contributions in the past year.

The past year was marked with many activities and events, motivated by the base's mission to safely fix and fly aircraft; prepare and deploy airmen; move cargo; and return America's fallen heroes with dignity honor and respect. Upcoming projects and activities slated for the next year were also discussed, including the construction of a new hangar (scheduled for completion at the end of 2022), a new state-of-the-art school (scheduled for completion in time for the 2023-24 school year),

a new blood lab and a new dormitory that will provide an additional 144 rooms.

Col. Huseman ended his presentation with the announcement that the 2022 DAFB Open House and Air Show, "Thunder Over Dover," will take place on May 20 to 22. The underlying theme of the colonel's remarks were about the significance of the TEAM Dover relationship. Earlier this month, Dover was announced as the 4th-time winner of the Abilene Trophy, given to the community who demonstrated the best community engagement and support in the past year. "This community makes a huge difference for every one of our airmen," remarked Col. Huseman. "Thank you to all of you for being part of such an amazing TEAM that's been empowered to win ... just watch us!"

We were pleased to also welcome





CM Baker Photography



CM Baker Photography



CM Baker Photography



our state's U.S. Congressional delegation to the event. Sen. Thomas Carper, Sen. Christopher Coons and Rep. Lisa Blunt-Rochester were on hand to share remarks regarding America's military activities and their impact on our nation and worldwide. They demonstrated a great deal of support and respect for our military personnel, as well as great pride in the connection between the civilians and soldiers of TEAM Dover.

Sen. Carper spent time explaining the impact of the recently passed "infrastructure bill" in Washington. He ended his comments by saying "Thank you ... not just for serving and doing your job, but for your commitment to excellence and for being part of what contributes to our effort to create, as the Constitution outlines, a more perfect union."

Sen. Coons spent time speaking

about the importance of supporting our military and about the bills that are currently under review to do just that. Rep. Blunt-Rochester spoke about the need to work together. "The greatest threat to our country is division," she stated, "To stay empowered we must stay united."

The CDCC wishes to thank all who made this event possible, especially our sponsors. Thank you to our Signature Sponsor, Delaware Technical Community College. Special thanks also to our Breakfast Sponsors: Action Unlimited Resources, Air Force Association - Galaxy Chapter, Bill Hare - Always Advertising, C.S. Kidner Associates / Capitol Strategies, CNU Fit, Dover International Speedway, JDog Junk Removal, Ceil Jones - Realtor, Landmark Science and Engineering, and Tidewater Utilities, Inc. Thanks also to our Platinum Sponsors:

Axia Hotel Group, Chesapeake Utilities, Century Engineering, Dover Federal Credit Union, Harrington Raceway & Casino, Kraft Heinz, L & W Insurance, Pam Rehabilitation Hospital of Dover, and R & R Commercial Realty. And a big thank you to the folks at The Landings at Dover Air Force Base for doing such an incredible job hosting!

Overall, this year's State of the Base Briefing was an amazing event! It was a marvelous occasion for showing support and encouragement for the heroes in our nation's military, especially the personnel at DAFB. Their work is a great source of pride for all of us. It was wonderful to be able to celebrate their accomplishments and show our gratitude! Go TEAM Dover!!!





# U.S. Congressional Delegation Discuss Current Issues with Board Members and Community Leaders

On Monday, Nov. 22, members of our Board of Directors and other community leaders were given an opportunity for open discussion with the members of our U.S. Congressional delegation and their staff members, following the State of the Base Briefing.

Sen. Tom Carper, Sen. Chris Coons and Rep. Lisa Blunt-Rochester led a lively discussion on several current issues. The discussion provided opportunity for follow up questions and

much give and take on the pressing matters of the day. The conversation was framed by questions regarding the current problems with the supply chain, rising gas prices, difficulty in finding workers to fill jobs, a potential vaccine/testing mandate and the place for family medical leave in our business communities.

The members of the delegation listened carefully and explained what is happening in Congress to

address each of these issues. They were very open in their remarks and seemed happy to have the opportunity for a face-to-face discussion with constituents.

Each member of the delegation underscored the continuing effects of the global pandemic and the need to continue to address it. They indicated that we need to do everything we can to put the global health crisis behind us – that must be the priority. “Absent that

work,” remarked Sen. Chris Coons, “I don’t know how we get back to a robust economy.”

At the end of the conversation, CDCC President Judy Diogo thanked the delegation for meeting with the group, for their hard work on our behalf and for all they do to assist and support the business community.



**Sayers**   
Jewelers & Gemologists  
Since 1950

*Shop an extensive selection of beautiful and unique jewelry!*

Receive personal and professional one on one assistance with your holiday shopping.



**Holiday Hours:** Dec. 13 - Dec. 23 9am-7pm  
Christmas Eve 9am-4pm

19 S. Main Street, Smyrna, DE 19977 (302) 653-9456



## Member News

# Harrington Casino Fundraisers Benefit Ronald McDonald House & Make-A-Wish



Though the holiday season is rapidly approaching, the spirit of giving came early as Harrington Raceway and Casino recently presented checks to two local charitable organizations, Ronald McDonald House of Delaware and the Make-A-Wish Foundation.

The funds were a result of two recent fundraisers, which have become annual events at the casino. On Oct. 2, the casino's 5th annual Ronald

McDonald House of Delaware donation drive netted nearly \$15,000. Then, on Nov. 6, a total of \$19,000 was raised to benefit the Make-A-Wish foundation. Both events were held in the casino's Gold Room, which were made possible by nearly 3,200 customer donations.

"Not only am I honored to be involved with both of these organizations but also to work for a company that believes in supporting and giving so much back to our local community," said Hank Rosenberg, Harrington Raceway's chief operating officer of hospitality, who also serves on the board of directors at Ronald McDonald House of Delaware and

Southern Delaware Advisory Board for Make-A-Wish Delaware.

"Having worked with the Ronald McDonald House for 13 years and Make-A-Wish Foundation for 25 years helps me put my life in perspective. Any problem that I encounter in my daily life is nothing compared to the families that these two organizations service. The efforts of the MAW Foundation and RMH help the children and their families at their most trying times. Over the years, I have heard on so many occasions of how much these two organizations meant to the families and the experience that they will never forget."

Both organizations' philanthropic efforts are children and family centered, as the Ronald McDonald House of Delaware's mission is to serve families with seriously ill children by enabling access to medical care and offering a place that offers comfort, hope and togetherness. The mission of the Make-A-Wish Foundation is to create life-changing wishes for children with critical illnesses.

To learn more about these organizations, please visit [www.rmdhde.org](http://www.rmdhde.org) or <http://wish.org/philadelsv>.

Story Submitted



## The Home & Garden Show: A Great Place to Grow your Business!

The Central Delaware Chamber of Commerce is excited to present our second Home & Garden Show in February of 2022! This show, a two-day expo-style event, will be held on Friday and Saturday, Feb. 25-26, at Harrington Raceway & Casino. The Gold Room will provide the perfect venue for the area's home and garden experts, to help guests turn their living space dreams into a reality!

If you are a vendor, imagine what an amazing opportunity this will be to share the good news about your business's products and services. Instead of spending your time, energy and money trying to reach the masses of people who are dispersed around our area, we'll bring the customers to you. This is an extremely efficient way to reach qualified customers in your target market!

Customers who attend the 2022 Home and Garden Show will be interested in the benefits of your products because they come specifically to learn. They will already have ideas in mind – what they're lacking is the know how to get their desired improvements done. You will be able to listen to each of their needs and address them on an individual basis. Once these customers engage in a conversation with you, the expert in the field, and have a great informational experience with you, they'll be ready to buy. After all, face-to-face selling creates trust!

Imagine the product and service awareness that you'll be able to create with the visitors to our show. You have a high-quality opportunity to share the latest trends in design, product offerings, maintenance tips, and more

on everything to do with improving and redesigning the customers' living spaces, inside and out. And you'll have all the time you need to ensure that they gain a complete understanding of what's involved to complete their projects. They won't be in a rush because they've made it a priority to be there. These are people who have an idea of what they want – you, the expert, are the person to help them get it!

Not only is the Home & Garden Show a great place to meet prospective customers, but it's also a great forum for networking with other industry professionals. The Central Delaware business community thrives on business referrals. Imagine the partnerships that can be created at this event – partnerships that will earn you additional business are a great

way to promote your expertise!

We're looking for builders, plumbers, landscapers, pool companies, electricians, security system providers, painters – anyone who has a role in creating and re-creating a place called "home." If you are a home improvement specialist, please consider joining our show in February to share your craft and expertise ... and gain many new customers and leads for your business.

For more information about how to connect with our guests as a vendor, contact Cindy Friese at [cfriese@cdcc.net](mailto:cfriese@cdcc.net) or call the CDCC Office at (302) 734-7513. We look forward to planning for spring and summer projects with you in February!



## CDCC joins RE/MAX Horizons for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for RE/MAX Horizons on Nov. 2 at 625 S. DuPont Highway, Suite 103, in Dover. Chamber members and friends joined Steve and Barbara Schmidt and their team to celebrate their new ownership of the agency and their new location.

The mission of RE/MAX Horizons is to offer services far beyond just bringing buyers and sellers together. With a specialty of residential real estate, farms, land and investment properties, RE/MAX Horizons brings a wealth of experience to help clients in any situation. RE/MAX Horizons was recently purchased by Steve and Barbara Schmidt to accommodate their

growing business. Steve, originally from Dover, and his wife, Barbara, have been in the real estate business since 1992.

RE/MAX is a proud member of the Central Delaware community, and the team are eager to find ways to give back. The team at RE/MAX is currently working on their plan for 2022 and will be helping to support various community programs.

To learn more about RE/MAX Horizons and all they have to offer, visit them online at DelawareRealEstate.com or call at (302) 678-4300. Please join the Central Delaware Chamber of Commerce in congratulating the folks at RE/MAX Horizons on their new ownership and new location!

## CDCC Member Union Baptist Church Celebrates Re-Opening

Union Baptist Church celebrated their grand re-opening on Sunday, Nov. 14. The event was held at 883 Lincoln Street in Dover. Members, clergy and local dignitaries joined together to celebrate the re-opening of the church's doors post-pandemic.

Since its founding in the summer of 1902 under the leadership of the Rev. H.J. Marshall, the mission of Union Baptist Church has been for every member to achieve a mature level of praise and worship to the triune Godhead, drawing from their past, while looking forward to enhance their future. The folks at Union Baptist work diligently to be a church that "Unites people to God, purpose and community." Understanding that individuals are comprised of spirit, soul and body, their goal is to minister to the complete person.

Like many other worship centers around the country, Union Baptist was forced to close its doors for worship during the height of the COVID-19 pandemic. The congregation, however, made good use of that time as they worked to remodel and perform some significant building maintenance.

Earlier this year, the congregation welcomed new pastor, Dr. Matthew J. Mitchell. He has "hit the ground running" with an invigorating and inspiring sermon series. Sunday School and Bible class are once again operating, and for the first time, the congregation is pleased to offer "Children's Church." Parishioners are excited that, with a new pastor comes new vision, and with God by their side, they will continue to move forward.

For more information about Union Baptist Church and all



Union Baptist Church's pastor, the Dr. Matthew J. Mitchell, Bishop Doreina C. Miles, Mayor Robin R. Christiansen and State Sen. Trey Paradee cut the ribbon as Union Baptist Church re-opens its doors!

they have to offer, visit [www.unionbaptistchurchdover.org](http://www.unionbaptistchurchdover.org). Please join the Central Delaware Chamber

of Commerce in congratulating the congregation at Union Baptist Church on their grand re-opening!

## CDCC joins myInstant Team for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for myInstant Team on Nov. 23. The event was held at the CDCC Office at in Dover. Chamber members and friends joined Steve and Ailyn Whalen and their team to celebrate the company's grand opening of their new business!

The mission of myInstant Team is to offer turnkey modern services while adhering to old-fashioned values. The folks at myInstant Team are

eager to know their customers on a personal level so they can help their businesses grow in a local, national or even international market. They pride themselves in getting businesses noticed through proper digital marketing (social media), website and graphic design services. The experts at myInstant Team understand what is really involved behind the scenes in gaining exposure for a company, including optimization and metrics that ensure discovery and higher rankings.

The myInstantTeam is happy to handle all of this in and more, allowing their customers to focus on what they do best!

myInstant Team is committed to assisting companies in making the most of every opportunity by offering a wide range of services including marketing competitor research, website design, digital/social media, directed advertising, graphic design, brand identity, reputation management, virtual assistant and customer support specialist services.

After going through the work of establishing another company 11 years ago, Steve and Ailyn saw first-hand the need for myInstant team. The challenges they faced in expanding their team and their marketing motivated them to create myInstant Team to service other companies with the values and quality they were seeking. Initially, myInstant Team worked with a limited group of clients who had approached them after seeing some of their work. Now, they are pleased to offer their services to everyone.

The myInstant Team is a proud member of the Central Delaware Community and are eager to find ways to give back. They believe firmly that it is essential to leave this world a little better than they found it. To that end, they are involved in many community service efforts, both here and abroad. A great example of their work is seen in the opportunity they were given to help preserve a piece of American and Delaware history with the renovations they have done to the John B. Lindale Peach House in Magnolia. The Lindale Peach House is an all-wooden structure made with hand-hewn timber from the 1890s which was recorded by the Library of Congress in 1973. It served as one of the largest peach farms prior to a blight which damaged millions of peach trees in the early 1900s.

To learn more about myInstant Team and all they have to offer, visit [www.myInstantTeam.com](http://www.myInstantTeam.com). Please join the Central Delaware Chamber of Commerce in congratulating Steve and Ailyn Whalen and the team at myInstant Team on the grand opening of their new business!



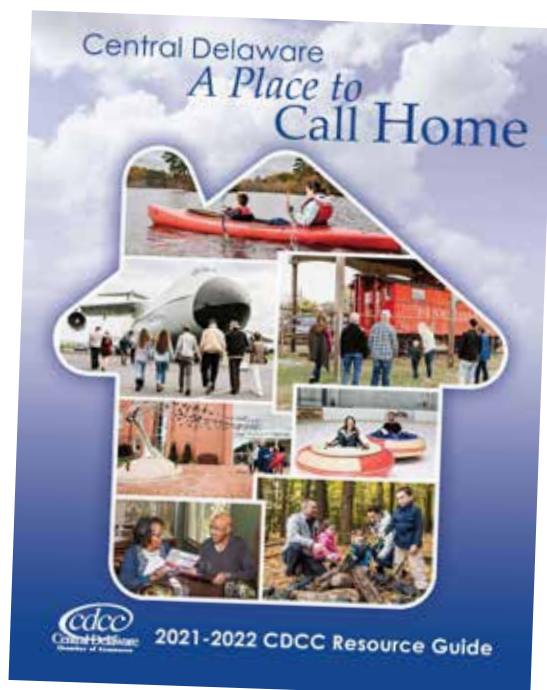
# The CDCC's Central Delaware Resource Guide is All You Need

Are you looking for a great way to get your name out in the public eye? Would you love to be recognized as an integral part of the Central Delaware Business Community? Do you wish there was an easy way to advertise your business for an entire year in a publication that has become a "go-to" guide for people in your area? Your Central Delaware Chamber of Commerce has an amazing opportunity for you!

The CDCC is pleased to once again offer a publication that includes all the information readers need to know about Kent County: the Central Delaware Resource Guide is the premiere reference book for our area. On full-color glossy pages, this 96-page reference guide will put at your fingertips all the details you will need about Taxes, DE industries, Local and State Government, Tourist Attractions, Housing, Accommodations, Restaurants, Medical/Health Care, Education and much, much more. A perfect go-to-guide for newcomers to Central Delaware as well as life-long residents, our Resource Guide is the perfect place for people to learn about you and your business!

A hub for thriving small businesses... spectacular parks and waterways... fabulous restaurants... four college presences... cutting edge health care... quaint downtown areas... nature at its best... legislators who listen... that's what the heart of Kent County looks like. Central Delaware has much to offer... and a lot to be proud of! It is imperative that we share the good news about our area – we don't want to be the region's best-kept secret! The Resource Guide will tell the remarkable story of Central Delaware in a way that is interesting, engaging, and useful... and by advertising in the publication, you will become known as an important part of that story!

To that end, 8,000 copies are distributed to both new and current residents of Kent County, as well as Kent County businesses, colleges, universities, hotels, The Dover Air Force Base, DE Visitors' Centers/Rest Areas and many other prominent, high traffic areas. Many of our larger member businesses, as well as Dover Air Force Base, distribute these books to their newest employees, often people who are coming to town from other areas. In addition, the Resource Guide is available on our website. What a marvelous opportunity to get your name out to many prospective customers!



Advertising spaces are now available in the upcoming publication. Our goal is to have the CDCC 2022-23 Resource Guide available for distribution by July 1, 2022. As company leaders are meeting to create next year's budget – be sure to include the Resource Guide in your plans!

We are happy to announce that there will be *NO PRICE INCREASE* this year for advertisers – we are happy to honor prices from last year! Again, this year, we are able to offer a special package deal to the first 35 businesses who reserve a half or full-page ad – those businesses will also receive an ad on our Dover/Kent County map for free! All full-page or half-page advertisers will receive a hyperlink from our online version of the Resource Guide to your website, driving traffic directly to you. We distribute 10,000 copies of the map each year. Each map will feature a numbering system that shows the exact location of our business advertisers!

Central Delaware's small businesses are a vibrant and essential part of the Central Delaware story – please consider helping us to share that story with as many people as possible... for a whole year! For more information, pricing, or to reserve a spot in our Resource Guide, contact Dina Vendetti at the CDCC office (302) 734-7513 or [marketing@cdcc.net](mailto:marketing@cdcc.net). Don't be Central Delaware's "best-kept secret!" Instead, let your CDCC help you to be the business our residents think of first!

# Good morning!

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



Sign up for **FREE:**  
[BaytoBayNews.com/newsletters](http://BaytoBayNews.com/newsletters)

# DELAWARE STATE NEWS



The Capital Daily



## Member News



# Comcast Partners to Expand Rural Broadband Access to More Than 300 Delaware Households

Now more than ever, the internet is central to our everyday lives. We depend on it to find jobs, learn and do homework, stay entertained, shop and access health information. Most importantly, we rely on this technology to stay connected with family and friends.

To meet the needs of its customers, Comcast continues to invest in its fiber-rich network, and in Delaware, Comcast is partnering with the state to expand broadband access to more than 300 rural households in Kent and Sussex counties. The investment was shared at a Sept. 16 event in Bridgeville where Gov. John Carney announced the state's rural broadband grant program, allocating \$100 million to connect thousands of unserved addresses.

"We've invested more than half a billion dollars in capital expenditures, employee wages and benefits, taxes and fees, and charitable giving in Delaware over the last three years," said Kevin Broadhurst, Comcast's Beltway Region vice president of government & regulatory affairs. "We're excited to participate in the

state's broadband program to bring our advanced network to even more Delaware residents and businesses to ensure they are connected to the fastest, most reliable internet speeds and in-home Wi-Fi experiences."

With this expansion, new Comcast customers will gain access to broadband service with speeds up to 1.2 gigabits as well as Xfinity products and services, including the award-winning Xfinity X1 video platform, Xfinity Home, Xfinity Voice and Xfinity Mobile. Area businesses can choose from the full suite of Comcast Business products and services, including Ethernet network speeds up to 100 Gigabits-per-second.

Comcast recently announced a \$28M investment to expand its fiber-rich network throughout the company's Beltway Region, including Delaware.

Beyond network expansion, Comcast has been connecting more people to the Internet and the technology they need to participate and excel in an increasingly digital world for over a decade. Through its Internet Essentials program, the nation's largest and most comprehensive broadband adoption

program, Comcast has helped connect 10 million low-income Americans to broadband Internet at home since 2011 – most for the very first time.

Comcast is also participating in the federal government's Emergency Broadband Benefit (EBB) program, a temporary discount program available on all tiers of Xfinity Internet service, including Internet Essentials. New and existing customers who are interested in participating can receive up to a \$50/month credit on their internet bill from Comcast.

### Project UP and Comcast's \$1 Billion Commitment to Advancing Digital Equity

Looking toward the next 10 years, Comcast is building on its digital equity foundation and expanding its impact through Project UP, a comprehensive initiative to advance digital equity

and help build a future of unlimited possibilities. Backed by a \$1 billion commitment to reach 50 million people, Project UP encompasses the programs and community partnerships across Comcast, NBCUniversal and Sky that connect people to the internet, advance economic mobility and open doors for the next generation of innovators, entrepreneurs, storytellers and creators. For more information on Project UP and the latest news on efforts to address digital inequities (including the recent expansion of the Comcast RISE Investment Fund to provide millions of dollars' worth of grants to small business owners of color and investment in research to increase diversity in the technology and digital fields), visit [corporate.comcast.com/impact/project-up](http://corporate.comcast.com/impact/project-up).



*Article submitted by Comcast*

## Sunset Mixer

Continued from Page 1

The annual Showcase event is designed to help members and prospective members fully understand the value that a CDCC membership brings. Information tables will feature our four pillars: Education, Legislation, Marketing and Networking. The displays will help guests understand how the Chamber assists its members in each of these areas. Do you have

friends or business colleagues who might benefit from chamber membership? Consider inviting them to this information-filled evening and let them witness firsthand what a chamber membership can do for them. The Showcase is also a great way for our veteran members to get up to date on all the new programs and events their membership has to offer.

Our Member 2 Member (M2M) Expo is a wonderful example of the kind of networking opportunities that are

provided by the Chamber. We will be including several member businesses who will have the opportunity to create tabletop displays that show off what they do and what they have to offer. Our semi-annual M2M event is a great way for our members to become familiar with what our Central Delaware business community is all about. It will also be a terrific venue for showing prospective members one way that we help to build bridges between our member businesses.

For more information or to register for this three-in-one evening of activities, please call the CDCC Office at (302) 734-7513. You can also register online through our Calendar of Events at [www.cdcc.net](http://www.cdcc.net). We look forward to seeing you at St. Andrew's Great Hall in January!





## Member News

# Dover Downs Hotel & Casino Announces New Partnership and Royal Prime Steakhouse



Royal Prime Steakhouse Lounge, a classic American steakhouse, brings a fresh new experience to Dover Downs Hotel & Casino.

Bob Ciprietti, will provide all guests with a first-class experience with a fresh take on classic American cuisine. Bob's father grew up in Italy, and his mother's family owned an Italian

restaurant for over 55 years. This family background of delicious cuisine led him to open his first restaurant, Touch of Italy, located in Lewes, Rehoboth and Ocean City, Md. Ciprietti and his team are excited to make their mark on Dover Downs Hotel & Casino.

"We are excited to partner with Bob and offer our guests and community a new dining experience to enjoy at Dover," said Tony Rohrer, vice president and general manager of Dover Downs.

their classic collection of USDA Prime beef which is aged for 21 days in their in-house aging box, with the option for customers to choose their own cut, an array of seafood dishes and an extensive wine and cocktail list. Royal Prime Steakhouse Lounge will feature a dueling piano bar, perfect for live music, paired with signature cocktails.

Lounge hours are Wednesday through Saturday from 4 to 11 p.m. For more information about Dover Downs, visit [doverdowns.com](http://doverdowns.com).

At the core of Royal Prime's menu is

**Story Submitted**

### Holiday Party

Continued from Page 1

amazing community and the people who make it such a wonderful place to live, work, and play! Perhaps you'd like to treat your employees to an evening of holiday fun – this would be a great way to thank them for all they do throughout the year! Whether you come alone or with your staff, know that we will be have reserved the space, we're working on the details,

and we will be ready to greet you when you arrive!

We'd like to extend a special thank you to our food station sponsors: Artisans Bank, Dover Downs Hotel & Casino, and Weiner Benefits Group. Thank you to the Joe Baione Trio for their unique musical stylings and to Joe and Kristin Garramone and their team at Roma Italian Restaurant and Sul Tempo for hosting our event.

Mark your calendars now for Tuesday, Dec. 14. We'll gather at

Roma's and celebrate the holidays together! Tickets for this event are \$30 and include an amazing array of hors d'oeuvres, two drink tickets and an evening of fun, conversation, laughter and music.

For more information or to register for this fun-filled event, call the CDCC Office today at (302) 734-7513 or email us at [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net). It's the most wonderful time of the year – we hope you'll join us for this holiday event!



## Loida Hopkins of Spanglish Foods, adds a kick to the November Young Professionals' Luncheon



### Economic Forecast

Continued from Page 1

challenges: hiring and retaining a dependable workforce, obtaining goods that are detained in the supply chain, rising operational costs, planning for a future filled with new hurdles that we've never seen before. Customers are keenly aware of where and how they are spending their money. The implications of the state of the economy will impact the way that decisions are made and business is transacted.

As THE essential resource for the development of businesses in Central Delaware, the CDCC is here to help! Providing you with the information you need is exactly what our Economic Forecast Breakfast (brought to you by BIG Investment Services) is all about! This informational breakfast event will help to provide insight into the health of our economy on federal, state, and local levels as we enter 2022. Participants can expect to learn critical information about the impact current trends will have on their businesses.

Mark your calendars NOW and save this date for Thursday, Jan. 13, beginning at 7:30 a.m., at Maple Dale Country Club. Tickets for the event are \$20 for CDCC members and \$25 for non-members.

Our speakers for this morning event will bring a great deal of expertise and insight. David Boothe of BIG Investment Services will address the current state of the economy at the national level. At the local level, we will hear from Shannon Heal, business developer for Kent Economic Partnership (KEP), who will share her knowledge on the financial health of Kent County, while also giving an update on KEP and the new businesses they are bringing to the area. Arrangements are also underway for a speaker to share perspectives on the current trends at the State level.

These seasoned experts in the field will not only share facts, but they will also discuss the implications and impacts on our business community. While economic forecasts are just predictions, knowing the direction of an ever-moving economy can certainly have an impact on plans for the new year.

For more information or to register for this event, call the CDCC Office at (302) 734-7513 or visit our website at [www.cdcc.net](http://www.cdcc.net). We look forward to seeing you at this informational breakfast event as, together, we learn more about the State of the Economy for 2022 and its impact on the Central Delaware Business Community!



## New Members' Spotlight

# Meet Bruce Rushton and The Growth Coach of Northern Delaware



The Growth Coach of Northern Delaware is a business coaching and consulting company serving small and medium sized businesses in Delaware. Companies, business owners and leaders come to The Growth Coach when they want to intentionally grow their business through: strategic planning; goal identification and execution; employee training and development; and business operation and acumen training. They bring the same planning, training and development solutions used in large corporations to small businesses here in Delaware.

Before becoming a Growth Coach, CEO Bruce Rushton served in various leadership positions focused on

training and developing independent business owners and executives for two Fortune 500 companies. From 1999 to 2011, he worked for the Mac Tools division of Stanley Black & Decker as a project manager, training manager and vendor manager. In 2011, he joined DuPont Pioneer as the sales training and development manager before being promoted to the dual role of sales effectiveness manager and Executive Leadership Team member of the North Atlantic Commercial Unit.

In those roles, he became an expert in business leadership, strategic planning, sales coaching, sales training, leadership training, territory management, as well as sales and marketing execution. In addition to his corporate experiences, he holds a Bachelor of Science degree in business administration, as well as a Master of Business Administration degree from Ohio Dominican University.

Bruce is originally from Ohio. He moved to Delaware eight years ago with his wife, Fresha, and youngest

son, Jalen. His two older children stayed in Ohio where they were, at the time, attending college.

In addition to his Growth Coach business, Bruce is the founder, president and CEO of the Kool Boiz Foundation: a 501(c)(3) non-profit organization founded in 2015 with the purpose of providing educational, financial and emotional support for boys and young men of color. The foundation provides college scholarships, mentoring programs and young men's empowerment conferences as a way to build strong young men and future leaders.

The Growth Coach of Northern Delaware joined the CDCC to begin building relationships with business owners, executives, and managers in the Central Delaware area. Their business is a relationship business, and they strive to be a resource for business owners in their various journeys to be successful and profitable. Bruce felt it was an obvious win to join the Chamber because the



CDCC and The Growth Coach share a common mission to help businesses.

To learn more about The Growth Coach visit [www.thegrowthcoach.com/northern-delaware](http://www.thegrowthcoach.com/northern-delaware), or call (302) 317-9057. Please join the Central Delaware Chamber of Commerce in welcoming The Growth Coach of Northern Delaware and Bruce Rushton into membership!

# Meet Monica Butler and Butler Health Coaching



The Mission of Butler Health Coaching is to empower women to develop effective health and wellness practices and routines that inspire, invigorate and support them in becoming their healthiest, fittest and best selves.

Health coaches partner with clients in the creation of personal wellness programs. By starting with developing a wellness vision, behavioral goals and action steps, coaches and clients work together towards sustainable change. In addition, health coaches help enhance clients' self-awareness, self-motivation, self-regulation and self-efficacy to successfully enact desired lifestyle changes.

Monica M. Butler, NBC-HWC, is a National Board-Certified health and

wellness coach, graduating from the Institute for Integrative Nutrition. She decided to become a health coach after being diagnosed with celiac disease and realizing she needed to work on her own binge drinking and emotional eating habits, in addition to navigating a gluten-free lifestyle.

After 33 years in education, Monica retired in 2018 to focus on Butler Health Coaching. Her primary motivation is in helping others along their health and wellness journey. From weight loss to smoking cessation to movement, sleep and stress management, she's coached clients with a wide variety of health and wellness goals. She carefully begins her work where the client is, and together, they work from there.

A teacher, mentor, presenter and motivator, Monica has made significant life enhancing changes to her own

health and wellness routines and seeks to share them with others. She lost 50 pounds after age 50 and has maintained a healthy lifestyle, complete with greater reliance on her faith, lots of self-care, healthy eating and consistent exercise. Most recently, she completed her first half marathon, checking off something that has been on her "Health & Wellness Bucket list" for over 20 years. She is a firm believer that if she can do it, anyone can.

Monica is excited to be a part of the Central Delaware Chamber of Commerce. She is new to the area and is anxious to meet people and make connections. She is thrilled that the CDCC will be able to assist her as she strives to make a positive contribution to the health and wellness of the Central Delaware community.

For more information about Butler Health Coaching, visit



[www.butlerhealthcoaching.com](http://www.butlerhealthcoaching.com) or email Monica at [monica@butlerhealthcoaching.com](mailto:monica@butlerhealthcoaching.com). Please join the Central Delaware Chamber of Commerce in welcoming Monica and Butler Health Coaching into our membership!

# Meet Troy Windham, Shelley Wiley and Bella MediSpa



Bella MediSpa Skincare and Laser Center provides many medical grade skincare services and products. Their services include Halo laser resurfacing, BroadBand Light (BBL), microneedling, microdermabrasion, chemical peels, HydraFacials, laser hair removal, CoolSculpting, Emsculpt Neo and ZO Skin Health products.

They are pleased to offer these unique specialized services to Central Delaware - services that set Bella

MediSpa apart from many other offices locally and even in throughout Delaware. The team at Bella MediSpa is among the first in Delaware to offer Halo Hybrid Fractional Resurfacing, BroadBand Light and Emsculpt Neo.

The business came together when medical aesthetician Shelley Wiley and businessman Troy Windham joined together with the idea to bring something new and exciting to Dover. Shelley has 15 years in the field, including 10 years at a central Delaware practice before deciding to join business partner, Troy, in opening the MediSpa.

The team at Bella MediSpa is excited

to be part of the Central Delaware Chamber of Commerce. They look forward to becoming involved in the local community, making connections, and expanding their network. They are anxious to work with and support others who have similar goals, as well as sharing all the amazing services they have to offer.

To learn more about Bella MediSpa, visit [www.bellamedispa.com](http://www.bellamedispa.com) or their Facebook page at [www.facebook.com/DelawareMediSpa](http://www.facebook.com/DelawareMediSpa). Or give them a call at (302) 736-6334. Please join the Central Delaware Chamber of Commerce in welcoming Troy, Shelley, and Bella MediSpa into membership!





## New Members' Spotlight

# Meet Lookback Lab



The team at Lookback Lab understands the importance of preserving memories and reliving life's best moments. They provide an amazing service to customers who have aging video tapes, photos and audio tapes. The experts at Lookback Lab can take those items and give them a new life – one that's easy to download and share!

Old video tapes become digital files; old photos are restored and digitized; and aging cassettes are turned into digital music files. In addition, Lookback also offers slide scanning. So many people have their fondest memories trapped on old video and audio tapes that can no longer be played. By transferring them to digital, they can go back in time with old friends and preserve their family's history for new generations. Lookback Lab offers free pick up and drop off in Kent County.

This local small business is operated by a team of native Delawareans. When

they are not helping to preserve people's precious memories, they enjoy fire pits and spend their weekends hanging out with family and friends.

The folks at Lookback Lab are thrilled to be part of the Central Delaware Chamber of Commerce. They are excited to meet fellow members and make connections. They look forward to attending events and activities and expanding their network and their book of business.

For more information about Lookback Lab and what they have to offer, visit [www.lookbacklab.com](http://www.lookbacklab.com) or give them



**Micah Adams, one of the three Lookback owners**

a call at (302) 829-3334. Please join the Central Delaware Chamber of Commerce in welcoming Lookback Lab into membership!

# Meet CenterPoint Church and Rev. Dave Dorst



CenterPoint Church is located in downtown Smyrna, near the corner of Commerce and Main Street, in what used to be the Citizen's Bank building. CenterPoint began with a core group in 2004 and met at various locations around Dover until they moved to Smyrna in 2016. The Church purchased the 100-year-old building at 5 W. Commerce St. and the parking lot across the street in 2018, and spent almost a year renovating the main level and the upper room. They began worshipping in the building in October 2019. Renovations on the basement began this summer, so the church is hoping to utilize the entire building by early 2022. CenterPoint is part of the Presbyterian Church in America, a thriving denomination that has over 1,500 churches nationwide, including ten others in the state of Delaware.

Rev. Dave Dorst grew up in Pittsburgh, but spent most of his

adult life in Leesburg, Virginia, as an Associate Pastor of youth, worship, and outreach. He was called by CenterPoint Church to become its second Senior Pastor and he arrived at what he thought was a great time to start a new ministry – March 2020. But since a global pandemic hit America the same week, Dave was not able to spend time with his congregation until June, when he and his family moved to Delaware. In the meantime, he uploaded his sermon every week and spent time on Zoom, texts, and emails with his new flock, until the church began meeting in person again in June. Since then, the church and Pastor Dave have enjoyed getting to know each other as they minister together. Dave and his wife, Kathy, just celebrated their 25th wedding anniversary. Their sons, Miles and Wesley, are students at Grove City College in PA, and their daughters, Alayna and Natalie, attend Middletown High School where they were both starters on the Blue Hen Conference Championship winning Volleyball team.

The church's motto is "Come as

you are, Grow in grace and truth, and Go as Jesus said." So, after worship, members meet to pray, study the Bible together, and look for ways to love their neighbors and our community. The folks at CenterPoint are always looking for ways to serve and love others because they know that God has abundantly blessed us in Christ. They also understand that in order to serve others and identify needs they must be tied to the community. Pastor Dave is excited that CenterPoint has now joined the Chamber and is looking forward to networking and making connections with people in the community. He is hopeful that, as he gets to know the community better, ministry opportunities will arise.

To learn more about CenterPoint Church and all they have to offer, visit them online at [www.centerpointpca.org](http://www.centerpointpca.org) or email Pastor Dave at [ddorst@centerpointpca.org](mailto:ddorst@centerpointpca.org). Please join the Central Delaware Chamber of Commerce in welcoming Rev. Dave Dorst and CenterPoint Church into our membership!



# Meet Kohren and Arthur Rowland at FOLDS Laundry

FOLDS stands for Family Operated Laundry Delivery Services, and the owners' passion motivates their promise to care for their customers' clothes as if they were their own. FOLDS' mission is to provide dependable and consistent laundry service to their customers through continuous dedication, commitment and outstanding customer service. The professionals at FOLDS work diligently to stay current on the latest technologies, cleaning methods and solutions for dealing with stains or delicate fabrics.

FOLDS offers residential and commercial wash, dry, and fold service. They use a flat rate model that allows customers to know exactly how much

they are paying for their service. They provide two different sized laundry bags from which to choose.

The customer fills the bag with dirty laundry, members of the FOLDS team pick up, wash, dry, fold and deliver it within 48 hours, smelling fresh and clean.

Now with the opening of FOLDS Wash House, customers have the option to drop off laundry for a discounted rate.

The Rowland Family relocated from Philadelphia seven years ago in search of a more family friendly community. This large family of seven (Arthur, Kohren, four children and Kohren's mother, Bernice) and their beloved dog, Sweet Bella Rae, live in and work in Smyrna. In addition to

owning and operating FOLDS, Kohren is a registered nurse and works at Children's Hospital and Arthur is a case manager for the Federal Bureau of Prisons in Philadelphia.

FOLDS Laundry and the Rowlands are excited to be new members of the CDCC. They are excited about the plethora of networking opportunities and resources available through the Chamber that will help them as they expand and grow their business. They have experienced such a positive start with the CDCC that they have been recommending membership to every small business owner they know!


To learn more about FOLDS and all they have to offer, either visit [www.foldsdelivers.com](http://www.foldsdelivers.com) or call 855-MYFOLDS (693-6537). Please join the CDCC in welcoming Kohren, Arthur and FOLDS laundry into membership!





## New Members' Spotlight

# Meet Shauntay Furbush and Sovereign Beauty Bar & Supply



Sovereign Beauty Bar & Supply specializes in performing beauty enhancing services such as installation of eyelash and hair extensions, as well as brow services. Sovereign Beauty provides beauty supplies such as shampoo, conditioners, beauty tools, and accessories. Years of experience will allow Sovereign Beauty to provide honest, genuine advice and education on the high-quality products they offer.

Hailing from Wilmington, Delaware, Shauntay is a credentialed accountant,

insurance agent, notary public, and beauty tech with a foundation in Business with a concentration in management. When Shauntay is not engaged in creating beauty, she enjoys working out, reading, and spending time with family members and friends. Sundays are earmarked for lounging in pajamas and trying new recipes!

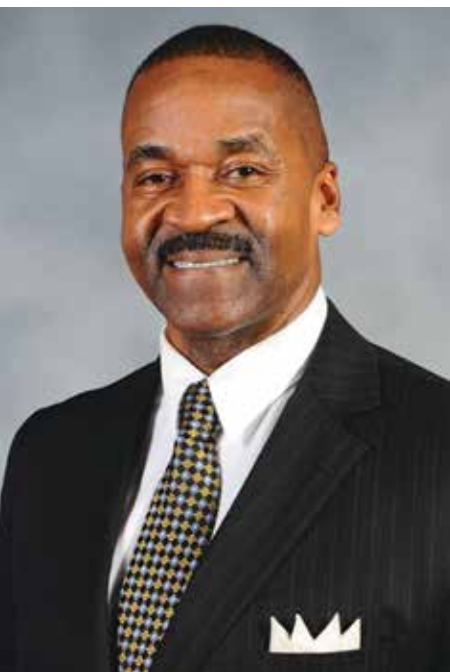
Shauntay is thrilled to be a new member of the Central Delaware Chamber of Commerce. She is eager to make connections with fellow members

and expand her network. She is interested in learning new ways to expand and grow her business.

For more information about Sovereign Beauty and all they have to offer, visit them online at [www.sfbeautybar.com](http://www.sfbeautybar.com) or give Shauntay a call at 302.678.0189. Please join the Central Delaware Chamber of Commerce in welcoming Shauntay and Sovereign Beauty into our membership!

## Ambassador's Corner

# Rev. Dr. John G. Moore Sr.


Rev. Dr. John G. Moore Sr. truly lives out the title of an ambassador. Originally hailing from Philadelphia, this committed altruist does all he can to improve the quality of life for people he meets in his everyday travels. He retired from the United States Air Force after 20 years of service. He is the associate pastor of the Dover Christian Church, a member of the Colonial Rotary Club and for the last 14 years has been a leader of philanthropy and community engagement with the United Way of Delaware.

John speaks annually to thousands of people throughout

the First State on issues of early education, youth leadership development, diversity and inclusion, financial empowerment and civil rights. His devotion to others has not gone unnoticed. He was awarded the Jefferson Foundation Award by Governor Jack Markell; the Liberty Bell Award from the Delaware State Bar Association; the prestigious Stanford L. Bratton Award by the First State Community Action Agency; and Citation Award for Community Service from the Eastern Region National Sorority of Phi Delta Kappa, Inc.

For over a quarter of a century, he has ignited the DREAM in the hearts and minds of children, youth and adults through his reenactments of the late Rev. Dr. Martin Luther King Jr. He is proud to be a member and serve as an ambassador for the Central Delaware Chamber of Commerce.

## Member Milestones



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

Congratulations to the folks at Kent County Motors! Since 1922, Kent County Motors, Dover's new and used Buick GMC Dealer, has been serving Central Delaware with quality new and used cars, trucks and SUVs. Whether you are doing the research, ready to buy, need help with financing or are looking for a reliable service and parts department, the highly qualified team at Kent County Motors is ready to help!

Kent County Motors takes great pride in their service to customers. Their trusted team of experts is up-front and personable as they work to tailor their services to fit your needs.

They strive to make your experience the very best as they work diligently to put you, the customer, first.

Kent County Motors is a proud member of the Central Delaware Chamber of Commerce. The company is celebrating 35 years of Chamber membership! Thank you, Kent County Motors, for your incredible work as you assist customers with all their automotive needs.

For more information about this month's Milestone Member, Kent County Motors, visit their website at [www.kentcountymotors.com](http://www.kentcountymotors.com).



# Thank You for Your Renewal!

## Renewals for October 2021

NAME OF COMPANY.....	# OF YEARS
Kent County Motor Sales .....	35
Peter A. Oldziej .....	30
Parkowski, Guerke & Swayze, P.A. ....	23
Chick's Saddlery .....	20
Delaware Electric Cooperative, Inc. ....	19
Delaware Aero Space Education Foundation .....	15
Robert M. Berglund .....	14
The Emory Hill Companies .....	14
First State Orthopaedics .....	13
JDM No.1 Plumbing, LLC .....	10
Restaurant 55 / DDEGE investments, LLC .....	10
Bright Future Pediatrics .....	9
Delaware Community Foundation .....	9
Hudson, Jones, Jaywork & Fisher .....	9
ARTT Studio 4 Hair .....	8
Progressive Software Computing Inc. - PSCI .....	8
Movement Mortgage .....	5
Dover Downtown Rotary .....	4
Fairway Independent Mortgage Coropration .....	4
Hampton Inn - Milford .....	4
My Salon Suite .....	4
Residence Inn, Dover .....	4
Saladworks .....	4
Maxed Out Vape .....	3
The Brick-Wood Fire Eats .....	3
C&N Services,LLC. ....	2
Courtside Pickelball & Tennis Club .....	2
Allen Insurance - Michael Tolliver .....	1
Camp Adventureland .....	1
Hall's Family Restaurant .....	1
Orthopaedic Consultants .....	1
Senior Home Help LLC .....	1

## New Members

### Butler Health Coaching

Ms. Monica Butler  
114 Shadow Creek Road  
Magnolia, DE 19962  
908-296-3750

### Sovereign Beauty

Ms Shauntay Furbush  
29 W. Loockerman Street, Suite B  
Dover, DE 19904  
302-672-0189

### Goode Products

Ms. Trumone Goode  
201 Pine Cone Drive  
Dover, DE 19901  
302-331-3783

### Union Baptist Church, Inc

Rev. Matthew Mitchell  
883 Lincoln Street  
Dover, DE 19904  
302-736-1097

### myInstant Team

Mr. Steve Whalen  
40 S. Main Street, Suite M  
PO. Box 121  
Magnolia, DE 19962  
302-216-3214

### Visions of Hope HM, Inc.

Linda Farrow  
367 Mardella Drive  
Camden Wyoming, DE 19934  
302-399-0302

### Rochester Capital, LLC

Bruce Rochester  
14392 Sussex Highway  
Bridgeville, DE 19933  
478-508-4639

### Winter WonderFEST - Festival of Cheer

Mr. Hank Rosenberg  
Hudson Fields  
Milton, DE 19968  
302-398-5319

### Skocik's Discoveries and Collectables

Marybeth Skocik  
505 S. New Street #176  
Dover, DE 19904  
302-244-8831

# Coffee On Us!

## Sponsored by The House of Coffi

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

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



## The House of Coffi

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 November "Coffee on Us" Contest was Kelley Bauer of Faw Casson, who correctly identified the walking footbridge at Silver Lake Park in Dover.

Congratulations, Kelley – 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.\*\*\**



# BUSINESS CARD BULLETIN BOARD

Add your business card to the bulletin board! 741-8297 • [communitypages@newszap.com](mailto:communitypages@newszap.com)

**dapi** Delaware Adolescent Program, Inc.  
 A Private, Nonprofit Organization Empowering Youth for a Bright Future  
**Services for DE pregnant and parenting teens**  
**Statewide Locations**  
 NEW CASTLE COUNTY 1901 SOUTH COLLEGE AVE NEWARK, DE 19702 302-286-7218  
 KENT COUNTY 185 SOUTH STREET CAMDEN, DE 19934 302-697-0356  
 SUSSEX COUNTY 34351 PATRIOTS WAY GEORGETOWN, DE 19947 302-297-0370  
 www.dapi.org info@dapi.org Over 50 Years of Service

**Carole A. Kisner** REALTOR® ABR, CRS, GRI  
 direct: (302)363-3948  
 Office: (302)677-0020  
 Carole@AskCaroleKisner.com  
 1671 S. State St., Dover 302-677-0020  
 Each office independently owned and operated.

**CLEAN SWEEP CUSTODIAL SERVICES**  
 Now Serving: • Kent County • Sussex County • New Castle County  
 Call Alvin Today! 302-650-2755  
**YOUR PRO SPECIALIST FOR:**  
 Commercial Business • Industrial Business • On-Site Training Services  
 PO Box 10404 • Wilmington, DE 19850  
 Cleansweepalvin@gmail.com

**Theresa Garcia, REALTOR®** (Retired USAF) ABR Buyer/Seller Representation  
**Patterson Schwartz** REAL ESTATE  
 140 Greentree Drive Dover, DE 19904  
 Direct 302 632 0558  
 Office 302 672 9400  
 E-Mail: tgarcia123@aol.com  
 Website: www.tgarciahomes.com  
 Knowledge and Experience Counts!

**Care. Comfort. Compassion.**  
 Senior Helpers offers personalized in-home care, professional caregivers and peace of mind for your family. All at a moment's notice.  
**(302) 674-2234**  
 seniorhelpers.com  
 All rights reserved. Senior Helpers locations are independently owned and operated. © 2012 SH Franchising, LLC.

**Towles ELECTRIC INC** RESIDENTIAL ELECTRIC SERVICE EXPERTS  
**100% SATISFACTION GUARANTEE**  
 Specializing in residential electrical service since 1978  
 • Straightforward Pricing  
 • We use Floor Savers  
 • 2 Year Warranty on all Repairs  
 • Safety and Service Plans Available  
 • We will Respect your Time and Home  
 621 W. Division St., Bldg. 105, Dover, DE 1990 • [www.towleselectric.com](http://www.towleselectric.com)

**LOOKING FOR CUSTOMERS?**  
 They're looking for you HERE!  
 Email [communitypages@newszap.com](mailto:communitypages@newszap.com) or call 302-741-8297  
**DELAWARE STATE NEWS**  
 The Capital Daily

**mountain consulting**  
 302.744.9875  
 mountainconsulting.net  
**Land Survey Services:**  
 ALTA Surveys · Residential Surveys  
 Construction Stakeout · As-Builts  
 Flood Elevation Certificates  
 Topographic Survey & Mapping  
 Aerial Target Control · Survey Control  
 Woman Owned, 8(a) & HUBZone Certified  
**Professional & Technical Services:**  
 Construction · Construction Management  
 Civil Engineering · Civil Site Design  
 Stormwater Management Design  
 Erosion & Sediment Control Plans  
 Project Management & Oversight  
 CADD Design · Utility Plans  
 Electrical Services

**Now OPEN! All Private Rooms**  
**PAM Rehabilitation HOSPITAL OF DOVER**  
 A Postacute Medical Hospital  
 Corporate: 717.315.6660  
 www.postacutemedical.com  
 302 672 5800  
 • We offer outpatient rehabilitation  
 • You can choose the highest level of rehabilitative care  
 • Acute Rehabilitation maximizes recovery, health, and function  
 • Studies show that patients treated in acute rehab hospitals have better outcomes, go home earlier, and are less likely to be readmitted to the hospital

**It's Heater Tune-Up Time!**  
**AirQuality HVAC**  
 The Right Way...Or No Way  
 High Efficiency • Heat Pumps & AC Systems  
 All Types of Duct Work  
 High-Efficiency Gas Furnace  
 Tankless Water Heater  
**FREE ESTIMATES** **SAME DAY SERVICE AVAILABLE**  
 on new & replacement systems Financing Available  
 airqualityhvace.com • 302-697-1475

**Frederica** Pizza & Pasta House  
 A Randazzo Family Restaurant...  
 "Continuing the Tradition"  
 • Pizza • Pasta Entrees • Subs • Wings & More!  
 Open 6 Days A Week • Mon thru Sat 10:30 AM - 10:00 PM • Closed Sunday  
**1491 Frederica Rd. • Frederica**  
 For Speedy Pick Up, Call: **302.335.1222**

**SECURITY INSTRUMENT CORP.** Since 1960  
 www.securityinstrument.com  
**RESIDENTIAL & COMMERCIAL**  
 • SECURITY SYSTEMS • SYSTEM INTEGRATION • 24 Hour Monitoring  
 • DIGITAL VIDEO RECORDING • FIRE ALARMS • Listed  
 • CLOSED CIRCUIT VIDEO • LAN & INTERNET SOLUTIONS • FM Approved  
 • ACCESS CONTROL • SPRINKLER SUPERVISION • Central Station  
 Traditional Quality • Advanced Technology  
**LEWES 645-2212 DOVER 674-2261**

**CHARLIE'S Home Improvements**  
**HANDYMAN SERVICES**  
 Specializing in Bathroom Remodeling and Hot Water Heater Replacement  
 ALL HOME REPAIRS  
 WINDOWS AND FLOOR WORK  
 SENIOR DISCOUNTS • 40 YEARS EXPERIENCE  
 Cell Phone 302-332-7096 Home Phone 302-335-1123

**Local Business, Veteran Owned... Meeting all of YOUR IT needs!**  
 VOIP • Disaster Recovery  
 IT Consulting • Web Services  
 Domains • Threat Assessments  
 And Much More...  
**The Cloud Geeks**  
 302-672-0601 || 155 S. Bradford St., Dover DE || [sales@thecloudgeeks.com](mailto:sales@thecloudgeeks.com)

AIRPORT SHUTTLE • TOWN CARE SERVICE  
 CHARTER BUS SERVICE • DESTINATION GROUP TRAVEL  
**GO DELAWARE EXPRESS**  
 Safe, Reliable, Convenient, and Affordable  
 Download the app today!  
 Call or Go Online Today for Reservations!  
 (302) 454-7800 • 800-648-5466 • [DelExpress.com](http://DelExpress.com)

**PRESSURE WASHING**  
 Pruning • Lawn Care • Mulching  
 Tree Work • Free Estimates  
**AAA Landscape and Stonework**  
 A new Foray into outdoor living  
 Office: 302-751-1109  
 Cell: 267-262-3064  
 Email: [aaaandscape@yahoo.com](mailto:aaaandscape@yahoo.com)  
 Licensed and Insured

For over 100 years, Torbert Funeral Chapels has made community service, professional integrity and high ethical standards a tradition.  
**TORBERT FUNERAL CHAPELS**  
 Bradford & Reed Street and 1145 E. Lebanon Road • Dover  
 torbertfuneral.com  
**734-3341**

**Newspaper advertising gives your business the look of success.**  
 Schedule your ad today!  
 Advertise here by e-mailing [bmankin@iniusa.org](mailto:bmankin@iniusa.org) or call 302-741-8297  
**DELAWARE STATE NEWS**  
 The Capital Daily