

Chamber Connections



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.net

The CDCC Presents the Annual Economic Forecast Breakfast



As business leaders well know, there are so many details involved in owning and operating a business! There are so many facets to creating a solid business model, not the least of which is the development of a strong financial plan. Planning for the financial well-being of

our community's businesses depends on several variables: current trends, an accurate analysis of the market, the rate of inflation, the effect of the gross domestic product, supply and demand, and the unemployment rate – just to name a few! All too often, our local business owners do not have the time, the vocabulary,

or the expertise to delve into these matters before their budgets are due and their fiscal predictions are expected. Having someone to help with those predictions and with translating the facts into laymen's terms would be a great help to the leaders of our business community.

As THE essential resource for the development of businesses in Central Delaware, the Central Delaware Chamber of Commerce is here to help! The CDCC's annual Economic Forecast

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Levy Court Helping Businesses; Grant Period Now Open



Kent County Levy Court officially voted to help small businesses and the hospitality businesses in the county on Tuesday, Nov.

9. The vote was unanimous to provide \$2 million for grants to be given to those in the hospitality industry for hoteliers and those

with banquet facilities. In addition, a \$3 million grant program will be provided to small businesses within the county. Proceeds from the

American Rescue Plan Act of 2021 which were allocated for Kent County will be used to fund these new grant programs.

Kent County Tourism Corporation and the Central Delaware Chamber of Commerce presented proposals to the Commissioners of Kent County Levy Court in October and went back on Nov. 9 with details for a direct path forward with both grant

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The CDCC's January Triple Play Event!

On Wednesday, Jan. 26, the 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's businesses to stay connected.

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

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Dina's Digest



PRESIDENT
DINA VENDETTI

The Start of Something New

As the holidays come to an end and we find ourselves packing away decorations, making changes in our address books for next year's cards and making plans to correct the damage done by eating too many holiday goodies, we stand together at the beginning of a whole new year. 2022 spreads out before us like an unwrapped gift!

I would like to begin this new year with a few thank you's. Thank you, Judy Diogo, for 17 amazing years of incredible leadership at the helm of this organization. Because of your work, the CDCC has grown exponentially in what it can do to assist and support its member businesses. The Chamber has become an influential voice for the business community. Your commitment and dedication to the Chamber has placed it in a wonderful position, poised for a healthy and strong future. Thank you for your legacy of work and your impact on the future of Central Delaware.

Thank you to the CDCC Board of Directors and the Search Committee for giving me the opportunity to lead this amazing organization. Thank you for your support and encouragement as I begin this new adventure with all of you. I am excited to jump in and work hard to maintain our role of serving as THE essential resource for the development of businesses in Central Delaware. And thank you, business members, for all your kind words and well wishes as I assume the responsibilities as your President. Please stay in touch with me and your Chamber staff as we move forward and help us to continue to understand how to best serve you. You are the heart of our organization.

As we start this new year, I would like to encourage each of you to re-examine the benefits that come with your membership and make sure that you are taking advantage of them. Do everything you can to remain engaged with us, so that we can support you.

We will begin 2022 with some wonderful opportunities for learning and networking – please take advantage of them! The Economic Forecast Breakfast sponsored by BIG Investment Services on Jan. 13 at Maple Dale Country Club will be filled with pertinent information about the health of the economy at the federal, state and local levels. This event has the potential to greatly assist you as you plan for the economy's anticipated impact on your businesses.

On Jan. 26, we will gather at the Great Hall at St. Andrew's Lutheran Church from 4 – 7 p.m. for our Sunset Business Mixer. This mixer is also the host of the annual CDCC Showcase semi-annual Member 2 Member Expo. Feel free to bring guests who may be interested in learning more about the benefits of a Chamber membership and introduce them to us! This is also a great way to learn about what fellow member businesses do and what they have to offer.

The new year promises to bring many events, activities and learning opportunities – stay tuned to our publications for all the latest. The time has come to start unwrapping this new year! And let's, you and me, approach it with the wide-eyed hopeful anticipation of children as they tear into packages. We are so happy to be entering 2022 with each of you! Happy New Year!

Calendar of Events

JANUARY

- Thursday, Jan. 6**
Leadership Central Delaware
8 a.m. – 5 p.m.
Economic Development Day
- Thursday, Jan. 6**
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court
- Tuesday, Jan. 11**
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson
- Tuesday, Jan. 11**
Young Professionals Social
12 – 1 p.m.
(TBD)
- Wednesday, Jan. 12**
Coffee Coaching
8 – 9 a.m.
CDCC Conference Room & via Zoom
- Wednesday, Jan. 12**
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room
- Thursday, Jan. 13**
Economic Forecast Breakfast
7:30 – 9:30 a.m.
Maple Dale Country Club
- Thursday, Jan. 13**
Member Orientation
12 – 1:30 p.m.
CDCC Conference Room & via Zoom
- Tuesday, Jan. 18**
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom
- Wednesday, Jan. 26**
Ambassador Committee Meeting
4:30 p.m.
St. Andrew's LC Great Hall and Gathering Space
- Wednesday, Jan. 26**
Sunset Business Mixer
5 – 7 p.m.
St. Andrew's LC Great Hall and Gathering Space
- Thursday, Jan. 27**
Capital Reception
5 – 7 p.m.
Roma Italian Restaurant

FEBRUARY

- Thursday, Feb. 3**
Leadership Central Delaware
8 a.m. – 5 p.m.
Government and Politics Day
- Thursday, Feb. 3**
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court
- Tuesday, Feb. 8**
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson
- Wednesday, Feb. 9**
Coffee Coaching
8 – 9 a.m.
CDCC Conference Room & via Zoom
- Wednesday, Feb. 9**
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room & via Zoom
- Thursday, Feb. 10**
Member Orientation
8:30 – 10 a.m.
CDCC Conference Room & via Zoom
- Tuesday, Feb. 15**
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom
- Monday, Feb. 21**
Presidents' Day
Office Closed
- Wednesday, Feb. 23**
Ambassador Committee Meeting
4:30 p.m.
- Wednesday, Feb. 23**
Sunset Business Mixer
5 – 7 p.m.
- Monday, Feb. 28**
CDCC Executive Committee Meeting
8 – 10 a.m.
CDCC Conference Room

Thank you to the CDCC
Cornerstone Members!



Hospitality



Banking



Engineering



Manufacturing



Casino/Entertainment



Insurance

An Industry Exclusive
CDCC Marketing Package!



Energy/Utility



Medical/Rehabilitation



Real Estate

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



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

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During the holidays, big fun often comes with bigger spending – and lingering credit card debt in the new year. If you’re carrying balances on high-interest cards, a credit card balance transfer could be a smart way to cut down on your interest, not to mention financial stress.

How Balance Transfers Work

Credit card balance transfers are a type of debt consolidation that lets you shift unpaid balances from one card to another. This can be a valuable financial strategy when you transfer balances from high-interest cards to one with a lower annual percentage rate (APR).

Often, to attract new business, financial institutions will offer a credit card with a 0% or low introductory APR on transferred balances. To take advantage of this money-saving offer, you would complete the financial institution’s process to move existing balances over to your new card (then, if desired, close your previous cards).

During your new card’s initial low-rate period, the transferred balances will accrue less (or no) interest, so you can focus on paying off this debt. Balance transfers can be a smart way to:

- 1. Save Money and Banish Debt Faster:** More than half of American cardholders carry credit card debt, and one in 10 owes more than \$5,000. With rates averaging around 17% – and some approaching a whopping 30% – it’s easy to see why balance transfers are appealing. Just think: If you’re carrying \$5,000 in credit card debt, with a moderate 15% APR, you’ll be on the hook for \$750 in additional interest in just a year. With a good balance-transfer offer, you could secure a low rate for long enough to pay off that debt – without having to worry about hundreds of dollars in new interest.
- 2. Simplify Your Finances:** When you transfer all your high-interest balances to one credit card, you combine

multiple payments into one monthly bill, saving you time and the hassle of juggling multiple bills and payment dates.

3. Switch to a Card with Better Terms: You can also win by switching to a credit card with a lower standard APR and fewer fees.

4. Help Improve Your Credit: Missed payments and over-dependence on credit can hurt your credit score. A balance transfer can be a great first step toward paying off existing balances, improving your spending habits, and boosting your credit.

Once you have successfully paid off your balance, be mindful of how you use your credit card moving forward and try to pay your credit card bill in full each month.

Check the Fine Print

As with any financial product, be sure to read the fine print when considering a balance-transfer card. Ask yourself these questions:

- How high is the standard APR after the introductory period?
- Will I trigger a penalty APR if I miss a payment?
- Does the card have a balance transfer fee? How much is it?
- What about other fees, like annual fees, late-payment fees, and over-limit fees?

Make High Interest History

If you’re looking for a quicker way to pay off credit cards, transferring balances to our low-interest Dover Federal Mastercard Credit Cards is a great way to do it.

You’ll enjoy a 0% APR on transferred balances for one year with a transfer fee as low as 3%. Plus, our cards offer low standard APRs, have no annual fee and is backed by Dover Federal’s great local service.



L&W Insurance Offers the Best of Both Worlds

As we ponder over the happenings of the past two years (almost), one can’t help but remember how everything stopped for a time. The shutdowns caused by the global pandemic were almost universal as we locked ourselves in and waited for solutions, vaccines, tests and better days. Some have referred to those weeks and months as “The Great Pause.”

The folks at L&W were not exempt from the changes that were forced by spread of COVID-19, but rest assured – they didn’t pause for long! “While everyone else was pausing, taking a time-out, we found ourselves doing just the opposite,” remembered Chelsea Clark, the agency’s director of organizational culture and communications. “We were doubling down on new ways to meet the needs of our customers.”

As a result of their efforts, L&W is about to become the only independent agency in Delaware with a footprint in all three counties. In March of 2022, L&W will open a new office in Wilmington. This comes one year after the agency opened a location in Ocean View, Del. Adding these two locations to their Central Delaware headquarters here in Dover gives them a strong presence statewide. With four agents already servicing New Castle County, this new office will give them a physical location in which to meet clients face to face.

As they work to maintain their character as a hands-on service

agency, it is important for the folks at L&W to continue to find ways to maintain and improve the strong connection their agents have with customers. Meaningful contact is at the heart of their success. They are passionate about helping clients protect what matters to them the most – especially during times of crisis as they navigate the claims process.

Clark describes it this way: “We take great pride in being the ‘calm in their chaos.’” The professionals at L&W understand what it means to customers to be able to look someone in the eyes, answer questions, provide explanations about a benefit or a bill, and build and maintain those personal relationships that keep their clients coming back.

L&W’s newest location is in the historical Holladay House, 3705 Kennett Pike in Greenville, Del. The office will open at the beginning of March 2022. The team is thrilled to add this new office and is excited to continue their mission of serving as clients’ “Partners in Protection.”

While plans were in the works for a new office location that would be utilized to meet clients where they are, the folks at L&W took a deep dive into learning the ins and outs the newest programs, software and other resources in their industry. “The insurance business is not one-size-fits-all,” explained Clark. “While the availability to meet with clients is important to us, it is also

important to be able to streamline our processes and procedures in order to be as efficient as possible.”

Some clients prefer meeting with our agents face to face, others are happiest when their insurance transactions can be completed online. The newest resources available allow some of the most “paper-heavy” departments to complete their tasks online. This kind of platform also allows agents to handle some of the details that, before, had fallen to the clients and their human resources personnel.

“While we will always be a hands-on service agency, we have to understand that we are missing the boat if we fail to change with the times around us,” said Clark. The company’s expansion into new locales, as well as their technological advancements, will enable them to offer their customers the best of both worlds.

L&W is working diligently to navigate a balance between in-person opportunities and online transactions. Their desire is to service clients in whatever way is most comfortable for the client. “Insurance is situational,” commented Clark. “People only spend time thinking about when they really need it. As we know, those are not always pleasant times. No matter what, L&W will always strive to be the ‘calm in their chaos.’”

Learn more about L&W Insurance online at www.lwinsurance.com.



From left, Andrew Watson, Matt Meyer, Jennifer Wilson, Connor Brown, Chelsea Clark and Brian Jones



The newest location in Greenville

Central Delaware is a Destination Worth Experiencing

Tourism can be loosely defined as the act of finding recreation, relaxation and pleasure outside of the home. Whether traveling to another locale to enjoy outdoor fun like camping, fishing or relaxing in the sun — or playing casino table games, cheering on the trotters — or visiting a museum, restaurant, or other local attraction, you are contributing to an industry that has an enormous impact on the state's economy. According to recent statistics, the tourism industry generates hundreds of millions of dollars in tax revenue and serves as the 4 largest employer in the state of Delaware!

The CDCC's Leadership Class was given an opportunity in December to learn first-hand the ins and outs of the tourism industry in Kent County. They spoke with leaders in the field and visited various venues, to experience some of what Central Delaware has to offer both residents and visitors alike. The class members, even those who were born and raised here in the First State, were astonished at the variety of experiences offered right here in their backyard!

The day opened at the Hilton Garden Inn with a wonderful comprehensive overview of the tourism industry by Pete Bradley, the executive director of the Kent County Tourism Corporation. He explained the impact that tourism has on the economy. While tourism generates a great deal of revenue, looking at it through the lens of the multiplier effect and considering all the other industries and businesses that are needed to support it, clearly shows the importance of tourism to the state's financial portfolio.

Next, a guest panel — all leaders in their own right — shared their roles and insight on the industry, including: Cliff Weber (general manager at the Hilton Garden Inn), Tim White (tasting room manager at Fordham & Dominion Brewing Company), Mike Marasco (owner of Tre Sorelle Ice Cream Parlor and Mini Golf) and Juli Maichle of Kent County Tourism.

The class then traveled to Bombay Hook National Wildlife Refuge for a driving tour led by refuge manager Oscar Reed. While showing off the highlights of Bombay's 16,000 acres, Reed shared that the group would be just a few of the 100,000 visitors to the refuge this year. He explained the national site's funding mechanisms, plus plans for refreshing the sanctuary's roadways and breaking ground on a new visitor center. The team at Bombay Hook concentrates a great deal on partnering with other entities in the community. During non-COVID times, the staff travels to area schools and hosts field trips and outdoor education experiences. In addition, "the Hook" partners with Delaware's Fish and Wildlife Service for their research and expertise in providing the best environment for the wildlife who call Bombay Hook "home."

Class members were amazed by the pure beauty of the nature preserve and were already making plans to return soon.

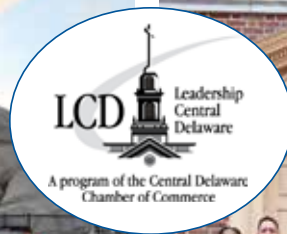
Class participants found another hidden gem just south of the Dover Air Force Base. Volunteer docents were happy to show off the aircraft of the Air Mobility Command (AMC) Museum. The guides did a great job of explaining what the museum has to offer, while leading fascinating history, details of famous missions and fun facts about the aircraft. The class was awed to actually step onto the retired airplanes, big and small.

After a delicious lunch in the warm and inviting ambiance of Maple Dale Country Club, the class headed to downtown Dover where history came alive. They enjoyed a walking tour around The Green, which provided the perfect backdrop for intriguing stories and fun lessons in history. While the Cordelia Botkin story about Dover's Chocolate Candy Murder is always a favorite, class members particularly loved hearing the backgrounds of the real people behind famous names like Lookerman, Ridgely and Caesar Rodney.

Nearby at the Biggs Museum of American Art, class members were introduced to the beautiful museum's holdings. From furniture to paintings, each piece told a unique story of its own.

The last destination on the Class of 2022's Kent County Tour was Dover International Speedway and the Woodlands. Mike Lewis, manager of communications for Dover International Speedway, took the class on a walk on the track itself and explained the ins and outs of racing. The final stop for the day was at the base of Miles the Monster, where class members learned the story behind the statue and marveled at its size. They were pleased to see the names of all "Monster Mile" NASCAR winners around the base of the imposing statue and had fun posing for photographs.

Tourism Day was an eye-opening, educational day for our group of emerging leaders. They were eager to learn more about the area and were impressed by the leaders who guided them throughout the day. Many of them indicated an interest in returning with their families to several of the locations they'd visited during the day — and others couldn't wait to share what they'd learned with their friends and co-workers. The day's events shed light on all the incredible things that Central Delaware offers, and class members felt a renewed sense of pride in the place they call home!





Leadership Through Service: After Successful Book Drive, LCD Prepares Maintenance Project

A significant part of our Leadership Central Delaware curriculum each year requires class members to work together on projects that will benefit the community. These Community Impact projects help the fellows to apply their newly acquired and continuously developing leadership skills to real-life situations that will help other members of the Central Delaware community. These project requests are submitted each year by nonprofit member businesses and are voted on by class members during their Opening Retreat.

One of the projects chosen by the LCD Class of 2022 involved a book drive for Read Aloud Delaware. Under the leadership of project managers, Beatrice Smith and Leigh DeSantis, the class worked together to plan and promote this effort mainly in the month of October. Book bins were placed in several locations and people were invited to donate their gently used reading materials to this worthy cause. Throughout the month, a steady stream of books found their way to the boxes! In addition, one class member held a book drive competition at his workplace that yielded many boxes of books.

On Thursday, Dec. 16, class members gathered at Dover Federal Credit Union to clean and pack the book donations. They then traveled to the Read Aloud Delaware office at Treadway Towers in Dover where they were thrilled to deliver 2,592 books (that's 1,269.6 pounds!) to Nicole Hill, Read Aloud's Kent County coordinator.

These books will be distributed throughout the community at schools and State Service Centers, as well as at community events like the Delaware State Fair, Dover Days, Rider Pride Day, I Love Smyrna Day and others. Donated books are also used to replenish the agency's in-house book collection used by volunteers in their Volunteer Reading Program.

Class members felt so good about their efforts and the difference they will make for Central Delaware's young readers. They all agreed it was a great day and a great way to give back.

Soon they will embark on their second project for the year. This project is for the United Way of Delaware and will involve upgrades to a building that the United Way shares with the Delaware Multicultural and

Civic Organization (DEMCO). Class members will be involved in painting, cleaning and landscaping to enhance the appearance of this community facility that provides programs for hundreds of families and youth.

Class members are seeking donations of materials or funding to assist them in their work. In addition to providing class members with the opportunity to learn leadership on the job, each of these projects promises to impact many lives here in Central Delaware.

To donate or offer any assistance to LCD Class of 2022, please contact the CDCC Office at (302) 734-7513.





There was quite a crowd of participants!



The CDCC Board led a rousing rendition of 'Frosty the Snowman.'



Mayor Christiansen had some very special helpers to light up that beautiful tree.



City Hall decorations are always beautiful.



Wesley United Methodist Church provided their annual living nativity.



Extended shopping hours gave more time to shop – and to give!



The decorated store windows added a great touch to the downtown.

A Capital Holiday Celebration

Central Delaware kicked off the holiday season in fine fashion at the Capital Holiday Celebration held in downtown Dover! The event was hosted in collaboration with Dover's First Friday Celebration on Friday evening, Dec. 3, in front of City Hall. The festivities featured crafts for kids, a food drive for local pantries, Christmas caroling, the lighting of the beautiful city Christmas tree and the arrival of Santa Claus. A very large number of onlookers gathered in front of City Hall for this annual festive occasion.

This familiar start to the holiday season is the result of a collaboration of efforts from the City of Dover, the Downtown Dover Partnership and the Central Delaware Chamber of Commerce. Volunteers from all over the area come out to lend a hand

as the Christmas season is ushered in. This effort of so many coming together to create a memorable event is a testimony to the true meaning of "community."

We would like to extend our heartfelt gratitude to the sponsors, businesses, organizations and volunteers who worked together to coordinate this marvelous celebration of the holiday season in downtown Dover: Central Delaware Chamber of Commerce, Chesapeake Utilities Corp., City of Dover, City of Dover Parks & Recreation, City of Dover Police, City of Dover Public Works, Delaware State News, Dover Place Senior Living Community, Dover Public Library, Downtown Dover Merchants, Downtown Dover Partnership, First State Manufactured Housing Assoc., Councilmember Bill Hare, Kent County

Levy Court, Kiwanis Club of Dover, Main Street Dover, Miller Premier Services, Restoring Central Dover, Robbins Hose Co. No. 1, The Salvation Army Bell Ringers, Tom 92.9 FM, UNITED Church, Alex Vaughan, WBOC 16 / Fox 21, Wesley United Methodist Church and Gigi Windley.

We would also like to thank those who added voices and dancing to our event: CDCC Board of Directors and Representatives from Dover Air Force Base, City of Dover's Mayor & City Council, Delaware State News, Kent County Levy Court and Wesley Preschool & Playcare.

And thank you, First State Manufactured Housing Association, for your generous donation to the food drive!



Mayor Robin Christiansen officiated the lighting of the tree.



The Downtown lights are so pretty.



Master of Ceremonies, Gigi Windley, made the festivities look so easy.



Look at those eyes!



Rockin' Around the Christmas Tree with the Delaware State News!



A jolly moment with members of the city council.



From left, Jen Allen, Margaret Young and Cristal Brenneman and many donated goods from the food drive!



The songs of the children always add so much to the event.



Caroling by local dignitaries is a favorite portion of the event.



The Newshound was even dancing!



Merry Christmas from the CDCC Team.



Downtown Dover loves to light it up!



Santa made a list and checked it twice – and Mr. Mayor's been very nice!



Santa arrived right on time!



Diane Laird provided beautiful live music downtown.



Celebrating the Holidays – Chamber Style!

Smiles and grins, delicious food, jazzy holiday music, a warm, welcoming atmosphere ... all are components that contributed to the festive, holiday feel of this year's CDCC Christmas party. Hugs and laughs, handshakes and photos, conversation and re-connecting all signaled high spirits as Central Delaware's business community gathered to celebrate the holiday season.

Joe & Kristin Garramone and their team at Roma Italian Restaurant/Sul Tempo Cocktail Lounge truly turned the CDCC's annual Holiday Party into a "Festa di Natale delizioso" (a delicious Italian Christmas party)! Beautiful authentic Italian foods marked the occasion – meatballs, antipasto platters, pasta and a variety of other delectable treats. In addition, guests enjoyed a sampling of wines and beers. The staff worked hard to ensure that everyone was well taken care of and felt very much at home.

Jazzy renditions of classic Christmas carols added to the ambiance of the evening. The Joe Baione Trio wowed the crowd with their talent and skill as they performed tune after tune of holiday favorites. Guests were singing along and tapping their toes as the trio

entertained everyone.

Networking and door prizes found their place in the celebration, as well as a 50/50 drawing. With 150-plus people in attendance, it was easy to connect and re-connect with colleagues and exchange holiday greetings.

The Chamber extends a special "thank you" to all of you who were able to attend this year's Christmas party. We would also like to share our gratitude with the folks at Roma Italian Ristorante for opening the restaurant to us and making us feel so much at home. A special thank you also to our generous sponsors and contributors for making this evening of celebration possible: Artisans' Bank, Bally's Dover Casino Resort, Pike Creek Mortgage Services, Inc., Weiner Benefits Group, CNU Fit, Comcast Business, Excel Business Systems, Hilton Garden Inn, Harty & Harty, PA, Leadership Techniques, LLC, Merrill Lynch – Connell, Carey, & Associates, Mid Atlantic Scientific Service, Pratt Insurance and Secure Data.

The team at the Central Delaware Chamber of Commerce wishes all of you a Buon Natale and a Felice Anno Nuovo (that's Italian for a Merry Christmas and a Happy New Year)!





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.



Member News



The Murphey School's executive director, Michael Kopp, is excited to celebrate 100 years!

Celebrating a Century of Helping Children

In 1922, Babe Ruth was inarguably the most famous person, the Coca Cola polar bear made its debut, and the Lincoln Memorial was dedicated. The beginning of the decade known as the "Roaring 20s" was marked by big bands and orchestras, a new music called "jazz," big industrial growth and an unmatched social scene. Gasoline was only 25 cents per gallon and the cost to mail a first-class letter was just 2 cents. The future DuPont Highway was only partly completed from Selbyville to Wilmington.

In October of 1922, Sanford Sayre Murphey, a successful businessman in the coal industry, opened the Elizabeth W. Murphey School, named in honor of his mother, on 15 acres of land in Dover, Delaware. The Murphey School was designed to provide housing for children with no parents and no place to go.

His choice of the word "school" had to do with his view on education. Education, according to Murphey, was something that takes place 24 hours per day, not just within the confines of a classroom. Originally from Dover, he spent most of his life in Colorado. He was known for his great compassion. Murphey was also instrumental in building the current Presbyterian Church of Dover, in honor of his father who served as a Presbyterian minister during the Civil War.

"For 100 years, the Murphey School has been in business doing what we can to provide for and take care of children," said the school's executive

director, Mike Kopp. Now in his 36th year at the Murphey School, Kopp focusses on providing each child with a caring, options-loaded program that will allow each to develop into responsible and capable adults. He and his wife, Susie raised their three children in the director's residence on the campus.

The Murphey School is contracted by the State of Delaware to accept children between the ages of 8 and 18. The school is set up to house 28-32 children, all who occupy single, private bedrooms. A nurturing staff works with the children as the school provides services to help meet their educational, medical, counseling, health, and recreational needs. An independent living program serves to teach important life skills to those children ages 16-18. For those ages 18-22, a transitional living program helps them to find housing, obtain a driver's license, learn how to purchase a vehicle, learn the importance of a savings account, and other necessary life-long habits that will ultimately enable them to be not only productive, but also have a competitive edge as they enter adulthood. The independent living and transitional living programs provide for 78 teens and young adults, nine of whom live in Murphey School buildings.

A century of care and assistance is certainly worth celebrating! Plans are currently in the works for a 2022 centennial celebration on Friday and Saturday, Oct. 21-22. The hope is that this will be a weekend of reminiscing,

of gratitude, of reunions and of joyful celebration as people who have been part of the Murphey School story gather back together on campus. While the exact plans are not yet certain, the committee has indicated that there will most likely be a banquet of some kind on Friday evening and a great gathering of alumni on the campus on Saturday. Community members are encouraged to mark their calendars for this amazing milestone weekend! Organizers would like the local businesses to take part in the celebration as well and are planning to offer advertising and sponsorship opportunities.

If you are someone with a connection to the Murphey School either as a student, the family of a student, or a staff member — or you are a community supporter of the school and its mission and would like to become involved in the celebration, please contact Mike Kopp at mkopp@murpheyschool.org. Look for updates to come regarding the details of the celebration and ways to become involved. Also look for stories regarding the history of the Murphey School in the Delaware State News throughout the year.

Please join the Central Delaware Chamber of Commerce in congratulating the Elizabeth W. Murphey School on 100 years of helping children and in thanking them for the important role they play here in Central Delaware.

CDCC Member List by Business Category

Ring in a new year with all of our amazing Chamber members!

Bold indicates a Cornerstone Member | * indicates a 5 Star Member

as of Dec. 15, 2021

55+ Adult Communities

Noble's Pond*
Benchmark Builders
Ingleside Homes Inc.
Luther Towers of Dover
Westminster Village

Accountants, CPAs & Tax Service

Faw Casson*
Wattay Accounting – Smyrna*
Raymond F. Book & Associates, PA, CPAs
First State CPAs
Horty & Horty, PA – Douglas R. Phillips
Jefferson, Urian, Doane & Sterner, PA
Liberty Tax Service
Luff & Associates, PA
Mitten & Winters, CPA
S&G Accounting & Tax Services
Sandra S. Gullidge, CPA, PA
TAX-E LLC
Wattay Accounting – Milford

Advertising

Delaware Indoor Advertising Network, LLC
Effectv
LOCALiQ Delaware

Agri-business

302 Aquaponics

Aircraft

Boeing

Alcohol Distributors

N.K.S. Distributors, Inc.

All Natural Products

EUPHORIC HERBALS
Hempworx/MDC – Surowiec

Antiques

Skocik's Discoveries and Collectables

Apartments, Condominiums & Townhomes

Blue Hen Apts LLC
Colonial Investment & Management Co., Inc.
Westover Companies – Lake Club Apts

Architects & Planners

Becker Morgan Group, Inc.*

Assisted Living Communities

Brookdale Dover
Dover Place Senior Living
State Street Assisted Living

Attorneys & Law Firms

Delaware State Attorney General's Office
Barros, McNamara, Malkiewicz & Taylor, PA
Hudson, Jones, Jaywork & Fisher
Law Offices of Bonnie M. Benson
Parkowski, Guerke & Swayze, PA
The Malmberg Firm, LLC

Auction Services & Auctioneers

Spence's Bazaar & Flea Market, Inc.
Stephen R. Harrell Auctioneer, LLC

Automobile Dealers & Service

i.g. Burton & Co., Inc.*
Hertrich Family of Automobile Dealerships
Holden Dodge, Inc.
Kent County Motor Sales Co.
C.F. Schwartz Motor Co., Inc.
Willis Chevrolet, Inc.

Automobile Parts – Manufacturing Rep

High Horse Performance

Automobile Repairs & Body Service

A2Z Services
Firestone Complete Auto Care
Pugh's Service

Background Searches

John H. Brothers

Bakeries

La Baguette Bakery & Catering*
Bavarian Bakery & Deli
Bea Delightful

Banks & Credit Unions

Dover Federal Credit Union – Headquarters*
Del-One Federal Credit Union*
FCCB*
Artisans' Bank
Citizens Bank
Cooperative Credit Union Assoc
Dover Federal Credit Union – Smyrna
Fort Sill National Bank
M&T Bank – Dover Main
PNC Bank
Provident State Bank
Shore United Bank – Camden
Shore United Bank – Dover
TD Bank – Limestone
Tidemark Federal Credit Union – Milford Branch
WSFS Bank – Camden Branch



Banquet & Meeting Facilities

Dover Elks Lodge #1903
Evergreen Farms
Heritage Shores
St. Andrew's LC Great Hall and Gathering Space

Barber Shop

Supreme Hair Design

Beverages

Double D Tap House LLC
Pepsi Bottling Ventures of Delmarva
The Golden Fleece Tavern

Bookkeeping, Payroll & Business Services

Payroll Management Assistance
Profit Launch Bookkeeping

Brewery

Fordham & Dominion Brewing Co.
Mispillion River Brewing

Brick Supplies & Hardscaping Services

Delaware Brick Co.

Builders – Developers – Management

Lessard Builders, Inc.*
Caruso Homes, Inc
D.R. Horton
Green Diamond Builders, Inc.
K. Hovnanian Homes of DE, LLC
Lenape Builders, Inc.

Building Materials

Pole Building Supplies

Business & Economic Development

Delaware Department of Labor
Employment and Training*

Business & Executive Coaching

Elevations Unlimited*
Jonathan L. Parker & Associates, LLC
The Growth Coach of Northern Delaware

Business Consulting

iDIMENSIONS Alignment for Success
SCORE Delaware

Business Services

BBSI
Better Business Bureau Serving DE
Centric Business Systems
Genesis Billing Services LLC
U.S. Small Business Administration
Small Business Development Center
Smith, Cohen & Rosenberg LLC
ZenBusiness

Camping

Yogi Bear's Jellystone Park at Delaware Beaches

Car Wash & Detailing

Detailing by WENDELL*
Coastal Car Wash
Westside Car Wash/Clean Car, Inc

Carpet, Tile & Flooring

Paul Edwards Carpet

Catering

Guzzy-Q Competition BBQ & Catering LLC
Pizzadili's Deli and Catering/Winery
Saladworks
The Catering Company

Cement, Concrete, Sand, Gravel & Stone

Atlantic Concrete Co., Inc.
Porter's Sand & Gravel, Inc.

Chambers Of Commerce

Delaware Black Chamber of Commerce
Delaware State Chamber of Commerce
Middletown Area Chamber of Commerce
Chamber of Commerce for Greater Milford, Inc.

Child Development

Boys and Girls Club of Delaware
Essential Beginnings Behavior & Learning Services
Precious Moments Preschool & Childcare Center

Chiropractors

Dover Family Chiropractic
Dover Health Care Center

Churches

CenterPoint Church
Mt. Zion A.M.E. Church – Dover
The Salvation Army
Tracy Palmer Ministries, Inc.
Union Baptist Church, Inc
UNITED Church
Wesley United Methodist Church

Cleaning – Industrial & Commercial

Clean Sweep Custodial Services, LLC
Office Pride Commercial Cleaning

Cleaning – Residential

Merry Maids

Coffee – Products/Services

The House of Coffi

Commercial Leasing

Carroll Properties, LLC
JBA Greentree Properties LLC
KRM Development Corporation

Communication Services

Heritage Sports Radio Network LLC
Magnum Electronics, Inc.

Community Program

Delaware Crime Stoppers

Computer Repair & Services

Bob Johnsons Computer Stuff, Inc
Secure Data Computer Solutions, Inc.

Construction

George & Lynch, Inc.*
All States Construction Company, Inc.
Delaware Contractors Association
Delmarva Pole Buildings
Emlyn Construction Company

Lighthouse Construction, Inc.
Richard Y. Johnson & Son, Inc.
Teal Construction, Inc.

Construction Equipment

Burke Equipment
Iron Source

Construction Management

Delmarva Veteran Builders

Consultants

Barzey Enterprise LLC
Environmental Alliance Inc.
Eunity Solutions
Goeins Williams Associates Inc.
Ocean Marine Nav Inc.

Contractors – General

Brooks Machines
Moore Seal, Inc.
Sunnyfield Contractors, Inc.
W.D. Pressley, Inc.
Yencer Builders, Inc.

Copiers & Copy Services

Affordable Business Systems
Delmarva Printing Inc
Excel Business Systems
Staples Copy & Print

Cosmetics

Merle Norman Cosmetics

Counseling

Key 2 Clarity Counseling Services

Dental Care

All Smiles Family & Cosmetic Dentistry
Alpine and Rafetto Orthodontics
Care First Dental Team – Robert R. Coope, DDS
Family Dental Associates
Lawrence A. Louie, DMD

Dermatology

Burke Dermatology

Disability Services

Choices for Community Living – Delaware

Dry Cleaners/Laundry

Capitol Cleaners & Launderers, Inc.
FOLDS LLC

Economic Development

Delaware Division of Small Business
Delaware Prosperity Partnership
Downtown Dover Partnership
Kent Economic Partnership
World Trade Center Delaware



Education & Training

Children & Families First
Delaware Division of Libraries
Energy Leadership, LLC
Everyday Hero CPR & First Aid
Leadership Delaware, Inc.
Leadership Techniques, LLC
POLYTECH Adult Education
The People's Platform

Educational Services

Delaware AeroSpace Education Foundation

Electricians & Electrical Supplies

ShureLine Electrical*
All American Electric Service LLC
Dover Electric Supply Co., Inc.
Nickle Electrical Companies
Towles Electric Inc.

Embroidery

Creative Logo Apparel

Emergency Response Provider

Fireside Partners, Inc.

Employee Benefits

Delmarva Benefit Group

Energy Consultant

Affinity Energy Management



Engineering & Construction Management

Century Engineering, Inc.

KCI Technologies, Inc.
Landmark Science and Engineering
Mountain Consulting Inc.

Entertainment & Recreation

Harrington Raceway & Casino, Inc.

Board and Brush Creative Studio
Camp Adventureland
Courtside Pickleball & Tennis Club
The Delaware State Fair, Inc.
Delaware Thunder Professional Hockey Group
Dover International Speedway
Dover Skating Center
First State Improv LLC
Flyover Fun Park, LLC
Smyrna Opera House
Winter WonderFEST – Festival of Cheer

Entertainment Production

Affinity Entertainment DE LLC

Environmental Services

Miller Environmental Group Inc

Event Planning

TAG Events

Farm Equipment

Taylor & Messick, Inc.

Farm Market

Black Swamp Artisanal Market, LLC
Fifer's Farm Store

Financial Planning/Investments

Diamond State Financial Group*
Merrill Lynch*
Primerica – Erlene George*
Wealth Management Group, LLC*
BIG Investment Services
Black Diamond Financial Solutions, Inc.
Compass Investment Advisors, LLC
Edward Jones – Daneman
Edward Jones Investments – Christopher Smith, CFP
Edward Jones – Wearden
J.A. Hill Associates
Key Advisors Group, LLC

Fire Protection Services

BFPE INTERNATIONAL Fire, Safety & Security

Fitness Centers / Personal Trainers

CNU Fit, LLC*

Florists

Jen-Mor Florist*

Food Service / Products / Vendors

Spanglish Foods, Inc.*
Dija's African Food Market
Five Star Home Foods
HAASS' Family Butcher Shop
Shay's Supreme Vending
Shore Smoke Seasonings, LLC

Food Trucks

Falling off the Bone BBQ and Fish Fry
Shay's Seafood & Soul
Woody's on Wheels

Fuel, Oil & Gas

Service Energy / Poore's Propane
Suburban Propane, LP

Funeral Services

Bennie Smith Funeral & Limousine Services
Torbert Funeral Chapel
Trader Funeral Home, Inc.

Furniture

Johnny Janosik, Inc.

Gifts

Delaware Shoppes

Glass & Mirror

Go Glass*

Golf & Country Club

Jonathan's Landing*
Maple Dale Country Club

Government

State Representative Andria L. Bennett
U.S. Congresswoman Lisa Blunt Rochester
State Senator Colin Bonini
State Representative William Bush
Town of Camden
Governor John Carney
U.S. Senator Thomas R. Carper
State Representative William J. Carson
Town of Cheswold
U.S. Senator Chris A. Coons
Delaware Department of State
Delaware National Guard
Delaware State Auditor Kathy McGuinness
Office of the State Treasurer
City of Dover
State Senator Bruce C. Ennis
Delaware Employer Support
of the Guard & Reserve
Lt. Governor Bethany Hall-Long
City of Harrington
Kent County Levy Court
Kent County Sheriff
State Senator David G. Lawson
State Representative Sean M. Lynn
State Representative W. Shannon Morris
State Senator W. Charles Pardee
State Representative Charles S. Postles Jr.
State Representative Bryan W. Shupe
Town of Smyrna
State Representative Jeffrey N. Spiegelman
State Representative Jesse R. Vanderwende
State Senator David L. Wilson
State Representative Lyndon D. Yarick

Graphic Design

Splash! Designworks*
Blue Dogg Design

Gymnastics

Fly High Cheer and Tumble*
Stick It! Gymnastics

Hair & Nail Services

ARTT Studio 4 Hair
bombshell hair studio Inc.
Donnell Fears Salon for Men & Women
My Salon Suite
René DeLyn Hair Designs
Sovereign Beauty

Health & Diet Food Products – Retail

Taking Healthy Back Together with Juice Plus+
Your CBD Store

Health & Wellness

Smyrna Nutrition*
Butler Health Coaching
DelMarVa Acupuncture & Wellness Center
First State Webfooters
The Ice House Wellness & Community
Jazzercise at the Capital Grange
New U Nutrition
Next Level Nutrition

Health Services

Post Acute Medical*
Eden Hill Medical Center*
Alternative Solutions

Bayhealth Medical Center
Blood Bank of Delmarva, Inc.
Delaware Health Information Network
Delaware Hospice, Inc.
Delaware Imaging Network
Delaware Prostate Cancer Coalition
Dover Behavioral Health System
ExpressCare Walk In Medical Centers
Gracious Heart Nursing Services, LLC
Heart to Heart Health Services LLC
Laura's Choice
Nephrology Associates, PA
Orthopaedic Consultants
Silver Lining Home Healthcare
Westside Family Healthcare

Hearing Aids

Beltone Hearing Center
Heating & Air Conditioning
Atlantic Refrigeration & Air Conditioning, Inc.
Barkley Heating & Air, LLC
Midstate Fuel & Services
Schlosser & Associates Mechanical Contractors
Service Unlimited, Inc.

Home Health Care

Americare Home Solutions*
Home Instead Senior Care*
Lean On Me Caregiving, LLC*
Senior Home Help LLC*
Affinity Home Care Services, LLC
Christiana Care Visiting Nurses Association
Seasons Hospice & Palliative Care
of Delaware

Home Improvements

Bright Side Exteriors*
Ace Handyman Services Dover
All American Gutter Protection
All Around Maintenance, LLC
Builders Integrity, Inc.
Ferris Home Improvements
Ken Stockslager & Son, Inc.
Precision Garage Door of Delaware
Renewal by Andersen

Homeless Shelter

Central Delaware Housing Collaborative
Dover Interfaith Mission for Housing

Hotels/Motels/Accommodations

HOME 2 Suites / Axia Management
Bally's Dover Casino Resort*
Atlantic Sands Hotel & Conference Center
Best Western Galaxy Inn
Brighton Suites Hotel
Capital Inn of Dover
Comfort Inn – Rehoboth
Comfort Inn & Suites Dover
Comfort Suites – Dover
Fairfield Inn & Suites
Hampton Inn – Milford
Hampton Inn – Dover
Hilton Garden Inn
Holiday Inn Express
Holiday Inn Express – Harrington
Eagle Hospitality Group, LLC
MainStay Suites
Residence Inn, Dover
Sleep Inn and Suites

Housing Information

Dover Housing Authority
Visions of Hope HM, Inc.

Human Resource Services

Connect Delaware
DelMarVa SHRM

Ice Cream

Tre Sorelle Dolce Ice Cream & Mini Golf

Incorporating Service

A Registered Agent Inc.
Corp1, Inc.
Incorporating Services, Ltd.
PARASEC – PARACORP Inc.

Individuals

Janie Libby*
Mishoe*
Bailey
Robert M. Berglund
Sandy Dale
Richard Downes
Emmons
Albert Evans
Jim Flood Sr.
Ray Hall
Dan Houghtaling
Mary F. Kaltreider
Dan Mikkelson

Peter A. Oldziej
Ronald B. Outten
Vaughan
MGeneral Frank Vavala
Vendetti
Steve Welde

Industrial Parks

Veeco Park, Inc.

Information Technology

BDK, Inc.
Progressive Software Computing Inc – PSCI
Wagamon Technology Group, LLC.
Xpress Computer Systems

Insurance

L & W Insurance Agency
Legal Shield – Jason King*
Allstate Insurance – Michael Tolliver
Avery Hall Insurance Group
Carey Insurance Group
Conner Strong & Buckelew
Enoch Stevenson Insurance
Liberty Mutual Insurance
Pfister Insurance / Hilb Group of Maryland
Pratt Insurance, Inc.
Regulatory Insurance Services, Inc.
State Farm Insurance
Bennett Ins. Agency Inc.
Transamerica Agency Network
Weiner Benefits Group

Insurance – Commercial

Staples & Associates Insurance
Williams Insurance Agency Inc.

Insurance – Health

Humana – Kimberly Hopper*
Sack Health Benefit Advisors, LLC*
Aetna
Allen Ins. Assoc Inc. t/a Allen Ins. Group
Highmark Blue Cross Blue Shield Delaware
Humana – Lisa Parker

Interior Decorators & Designers

Decorating Den Interiors

Internet Solutions

Comcast
Telepathy Networks, LLC

Investments/Securities

ABI Security Group, Inc.
Janney Montgomery Scott LLC
Rochester Capital, LLC

Janitorial Supplies

Action Unlimited Resources
State Janitorial Supply Co.

Jewelry

Sayers Jewelers & Gemologists Inc.*
Jeweler's Loupe
Knights Fine Jewelry Ltd.

Junk Removal

JDog Junk Removal*

Landscaping

G's Down Too Earth Landscaping
Shortcutz Lawn & Landscape Co
TMP SERVICES, LLC
Todd's Lawn Care Service

Legal Services

Law Office of Karen Y. Vicks, LLC

Libraries

Dover Public Library
Friends of the Duck Creek Regional Library

Life Insurance

The ALI Group

Lobbyists

C.S. Kidner Associates/Capitol Strategies
The Willis Group, LLC

Lottery

Delaware State Lottery

Mailing Services Domestic/International

Mail Movers

Manufactured Housing & Development

First State Manufactured Housing Assoc.

Manufacturers

Independent Metal Strap Co., Inc.
Juul Labs
Mohawk Electrical Systems, Inc.

Manufacturers and Processors Kraft Heinz Company

Eagle Group (Metal Masters)
 Edgewell Personal Care
 HandyTube
 Procter & Gamble

Marketing

IMD4*
 AHDTV Network
 Aloysius Butler & Clark
 High Ground Creative LLC
 Hook PR & Marketing

Martial Arts

Kaizen Karate Academy

Massage Therapist

AMB Mobile Massage & Wellness Center LLC
 Gerald Reilly IMC
 Sheryl Smith Massage

Medical

American Kidney Care of Dover
 Delaware Brain and Spine
 Eye Specialists of Delaware
 Eye Specialists of Delaware – Milford
 PA Green Wellness
 The Center at Eden Hill

Medical Facility

Encompass Health Rehabilitation
 Hospital of Middletown
 Green Clinics Laboratory

Medical Supplies

TidalHealth Lifeline

MediSpa

Bella MediSpa

Mental Health Services

A Center for Mental Wellness, Inc.
 NorthNode Group Counseling

Military Housing

Hunt Military Communities

Military Services

512th Airlift Wing
 Air Force Association Galaxy Chapter
 Dover Air Force Base
 Dover Spouses’ Club
 Military Officers Association of America (MOAA)

Monuments & Mausoleums

William V. Sipple & Son, Inc.

Mortgage Companies

Pike Creek Mortgage Services, Inc.*
 Fairway Independent Mortgage Corporation
 First Home Mortgage
 Keystone Funding
 Movement Mortgage

Mortgage Loans Commercial & Residential

Embrace Home Loans
 Meridian Bank Mortgage Center
 Northpointe Bank
 OnQ Financial
 Robin Miller, Miller Team – Guaranteed Rate

Motivational & Self Improvement

Sherry T. Wilkins Hypnotherapy LLC

Moving & Storage

Berry Van Lines, Inc.
 Two Men And A Truck

Museums

Air Mobility Command Museum
 Biggs Museum of American Art
 Delaware Agriculture Museum

Musicians

Delaware Charitable Music, Inc.
 Delaware Choral Society
 Imagine

New Home Builders / Construction

C&M Custom Homes

Newspapers & Magazines

Independent Newsmedia, Inc., USA*
 APG Media of Chesapeake
 (Adam’s Publications Group)
 Delaware Today Magazine
 Dover Post Co.
 Kent County Women’s Journal
 Morning Star Publications /
 The Business Report
 Southern Delaware Explorer Magazine
 The Open Door

Non-Profit Organization

AARP Delaware
 Absolutely Flawless Women Inc

Alzheimer’s Association – Delaware Valley Chapter
 American Legion Post 14 & Station 64
 Camden Wyoming Rotary Club
 Cancer Support Community Delaware
 CenDel Foundation
 Correctional Officers Assoc. of Delaware
 Delaware Alliance for Nonprofit Advancement
 DE TURF Sports Complex
 Delaware Breast Cancer Coalition, Inc.
 Delaware Community Foundation
 Delaware Farm Bureau
 Delaware Submarine Association Inc.
 Dover / Kent County MPO
 Dover Capital City Rotary
 Dover Downtown Rotary
 Easterseals DE & MD’s Eastern Shore
 First State Community Action Agency
 Gals that Give
 Greater Kent Committee
 Central Delaware Habitat for Humanity
 Harrington Business Association
 Home Builders Association of Delaware
 Independent Resources, Inc.
 Kent County Republican Committee
 Kent-Sussex Industries, Inc.
 Meals On Wheels Delaware
 NCALL Research, Inc.
 People’s Place
 Pressley Ridge
 Read Aloud Delaware
 Ronald McDonald House of Delaware
 True Access Capital
 United Way of Delaware
 USO Delaware
 Women in Leadership Development
 & Empowerment Inc.

Nursing Care

Cadia Rehabilitation Capitol
 Courtland Manor, Inc.
 Pinnacle Rehabilitation & Health Center

Optometrists & Optical Products

MyEyeDr.
 Vision Quest Eye Care Center, Inc.

Organizations

Delaware Motor Transport Assn., Inc.
 Jobs for Delaware Graduates
 NAWBO Delaware Chapter

Painting

CertaPro Painters of Delaware
 PPG Paints
 Sherwin-Williams – Smyrna
 Snow’s Painting Service, LLC
 The Sherwin-Williams Company

Pediatric Care

Growing Bones Pediatrics
 & Neuromuscular Orthopaedic Institute

Pest/Termite Control Services

Diamond State Pest Control, LLC*
 Activ Pest Solutions
 JEM Pest Solutions Inc.
 The Terminix International Company LP

Pets – Services & Supplies

The Kritter Sitter, LLC*
 Beaverdam Pet Food, Inc.
 Contingency K9 Training
 Fur Baby Pet Resort
 Super Cichlids
 Yarn & Bone Pet Supply
 Yarn and Bone Pet Supply

Pharmacies

Dover Community Pharmacy

Photographers

C.M. Baker Photography
 Eric Crossan Photography
 Portrait Express

Physical Therapy

Phoenix Physical Therapy

Physicians & Surgeons

Bright Future Pediatrics
 First State Orthopaedics

Plumbers & Plumbing Supplies

C&N Services, LLC.
 JDM No. 1 Plumbing, LLC
 M&D Plumbing and Drain Cleaning Spec. Inc.

Pole Building

Diamond State Pole Buildings

Pools & Hot Tubs

Dover Pools
 Sparkle Pools Inc. – Dover

Portable Toilets

Arrow Sanitary Service

Professional Services

HearingLife
 Heartland

Promotional Products & Services

Always Advertising, Inc.*
 Instant Imprints of Delaware*
 New Image Inc.*
 Proforma Dynamic Resources

Property Management

First Class Properties

Public Relations

PR Delaware LLC

Publishing & Investment Research

FANTINI RESEARCH

Radio Stations

Delaware Public Media
 Forever Media Inc.
 IHeartMedia
 PC ChristianRadio

Real Estate

R & R Commercial Realty, Inc

Dowding Resource Group*
 Ceil Jones, Realtor / Myers Realty*
 Shawna Kirlin, Realtor with Patterson Schwartz*
 Benton Lynn Law, PA
 Burns & Ellis Realtors
 Coastline Realty
 Delaware Association of Realtors
 Harrington Realty, Inc.
 Jennifer J., Realtor – Bryan Realty Group
 Keller Williams Realty Central Delaware
 Kent County Association of REALTORS
 Kimberly Willoughby – Patterson Schwartz
 LakeView Realty, Inc.
 Leander Lakes, LLC
 Lisa Pearson, Realtor – Diamond State Realty
 Liza Orlando, Realtor – Diamond State Realty
 McGinnis Commercial Real Estate Co.
 Michelle Fisher, Realtor – Bryan Realty Group
 NextHome Preferred
 On The Move Realty, LLC
 Patterson Schwartz
 Remax Horizons
 The Moving Experience
 Walt Simpson Realty, LLC

Real Estate Commercial & Residential

The Emory Hill Companies
 The Rivera Group of Keller Williams Realty

Recreational Vehicle Dealers

Parkview RV Center

Recycling

Delaware Solid Waste Authority

Rental Equipment

Diamond State Hot Tub Rentals
 Diamond State Party Rental
 Dover Tents & Events

Research

Mid Atlantic Scientific Service Inc

Restaurants

Auntie Anne’s Soft Pretzels
 Bangkok Thai Cuisine Corp
 Benvenuto, LLC
 Brick Works Brewing & Eats
 Buffalo Wild Wings/High 5 Hospitality, LLC
 Capriotti’s of Dover, Inc.
 Chaiyo Sushi & Thai Cuisines
 Chaiyo Sushi & Thai Cuisines – Camden
 Cheddar’s Scratch Kitchen
 Chick-fil-A of North Dover
 Cool Springs Fish Bar & Restaurant
 Elizabeth Esther Cafe
 Grey Fox Grille
 Grotto Pizza – Dover
 Hall’s Family Restaurant
 India Walk
 JP’s Wharf LTD
 Kitty Knight LLC
 Monarcas Inc. La Hacienda
 LongHorn Steakhouse
 McDonald’s
 Mission BBQ
 Outback Steakhouse
 Pats Select of Smyrna
 Pats Select Pizza
 Restaurant 55 / DDEGE Investments, LLC
 Roma Italian Restaurant
 Roma Pizza
 Sambo’s Tavern

Texas Roadhouse
 The Boulevard Live Entertainment Restaurant
 The Brick-Wood Fired Eats
 The Skyline Cafe
 Tomeka’s Homestyle Eatery
 Top Five BBQ
 Vincenzo’s Pizzeria & Gelato

Retail

Scentsy*
 Special Touch Card Creations*
 A to Z Cycles, Inc.
 Bel Boutique, Inc.
 Byler’s Store, Inc.
 Celestial Shoes
 Chicka Artistica
 Chick’s Saddlery
 Create My Meditation PEACE
 Dover Army Navy Store, Inc.
 Eagle Nail & Tool Supply of Milford LLC
 Goode Products
 Knife Guy Josh LLC DBA Cutco Knives
 Love Bella Creations
 Maxed Out Vape
 My Roots
 Sleep Number by Select Comfort
 Sophisticated Scrubs LLC
 Steppin’ In Style
 Walmart DC 7034

Retirement & Elder Care Communities

CompleteCare at Silver Lake

Roofing

G. Fedale Roofing & Siding – Lewes
 G. Fedale Roofing & Siding – Wilmington
 Miller’s Roofing & Coatings, LLC

Schools, Colleges & Education

Aurora Academy of Hair Design*
 Delaware State University*
 Delaware Technical Community College
 Terry Campus*
 Academy of Dover Charter School
 Caesar Rodney School District
 Campus Community School
 Capital School District
 First State Military Academy (FSMA)
 POLYTECH School District
 Positive Outcomes Charter School
 The Elizabeth W. Murphey School, Inc.
 Smyrna School District
 University of Delaware
 Wesley College
 Wilmington University

Security Systems

ADT Commercial
 Advantech Incorporated
 Personal Protective Products

Senior Centers

Harvest Years Senior Center
 Modern Maturity Center, Inc.

Senior Services

Delaware Senior Medicare Patrol
 Harmony at Kent
 Retired & Senior Program of Kent County

Shoes

Red Wing Shoes

Shopping Malls

Dover Mall LLC

Signs

Kent Sign Co.
 SBT Signs & Graphics

Solid Waste Management

RPJ Waste Services, Inc.

Spa Services

Sapp’s Massage
 Staffing & Recruiting
 People Ready
 Premier Staffing Solutions
 Ready 4 Work

State Agencies

Delaware DNREC
 Delaware Dept. of Labor Div.
 of Vocational Rehabilitation
 Delaware Division for the Visually Impaired
 Delaware River & Bay Authority
 Delaware State Housing Authority

Steel Fabrication/Steel Structure

MACFAB LLC

Sunrooms

Quality Builders Inc.

Surety Bond Broker

Delmarva Underwriters, Ltd.
PS Surety Consulting, LLC

Taxi / Limousine Service

Executive Transportation Inc.

Telecommunication Services

Technical Broadcast Solutions, Inc.

Television Stations

WBOC & FOX21

Theatrical Supplies

Actors Attic Embroidery Division

Therapeutic Services

Central Delaware Speech Language Pathology

Tourism

First State Heritage Park*
Kent County Tourism Corporation

Towing

McKinney's Towing & Road Service

Transportation

Delaware Transit Corp/DART First State*
Dawson Bus Service, Inc.
Delaware Department of Transportation
Koski Enterprises Inc.

Trash Removal Service

Waste Industries

Travel Agencies

Dream Vacations*
AAA Midatlantic

Uniforms

A & H Uniforms
Capitol Uniform & Linen Service

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Member News

Turning Your Home Improvement Dreams into Reality

The Central Delaware Chamber of Commerce is pleased to announce that, after months of anticipation, the Home & Garden Show is almost here! We are excited to welcome back home improvement experts as well as lawn and garden specialists to connect with guests in this inspirational and informative expo at Harrington Raceway & Casino. On Feb. 25 (from 12 to 6 p.m.) and Feb. 26 (10 a.m. to 4 p.m.), guests will be able to consult with specialists who will be able to provide advice, ideas and services that can transform living spaces – inside and out!

The Home & Garden Show will come at the perfect time! Hopefully, everyone has had an opportunity to make their project plans and wish lists. This is the time to put the finishing touches on those plans so that when the weather breaks and spring arrives, you'll be all ready to jump into those projects you've been dreaming of all winter.

The Home & Garden Show is the perfect place for busy people. Where else could one find all these

experts from different companies under one roof at the same time? For “do-it-yourselfers,” this is a great place to receive some quick tips on a variety of techniques. A visit to this expo-style event is sure to be a time saver for anyone interested in home improvements. Home and garden shows are also famous for providing discounts or cost-effective deals that shoppers won't see in stores or even online. In addition to saving time, the Home & Garden Show may also save you money!

Homeowners will be amazed by the latest innovations and trends in the construction industry. Shoppers may find items that they've been searching for to add to their home's décor or hard-to-find accessories. Often, customers may have an opportunity to touch or even try out products before they make their purchases.

A great way for the whole family to spend a February Friday or Saturday, the Home & Garden Show will be the perfect opportunity to put your imagination to work and dream about



how to make creative improvements to the place you call “home.” This event is open to the public, and admission is FREE!

This remarkable event, hosted by Harrington Raceway & Casino, is sponsored by Embrace Home Loans and G. Fedale Roofing & Siding (as of

Dec. 22, 2021), and our media sponsor, the Delaware State News.

For more information about the Home & Garden Show, please call the CDCC at (302) 734-7513 or visit www.cdcc.net. We look forward to seeing you at the CDCC's Home & Garden Show next month!

Having the EDGE Makes a Difference



On Thursday, Dec. 16, in a ceremony in Middletown, Lean on Me Caregiving was awarded an EDGE Grant from the Delaware Division of Small Business. Lean on Me was awarded \$25,000 in the Entrepreneur Class. The grant, which came as the result of a competitive selection process, promises to give the Caregivers at Lean on Me a serious edge in learning the skills necessary to take the best possible care of their clients.

Lean on Me Caregiving is a non-medical in-home care agency that services clients throughout the state of Delaware. The professionals at Lean on Me can assist clients with personal hygiene, companionship, socialization, homemaking and organization, nutrition assistance, dementia care, medication reminders and more.

Laura Garofoli, owner and a registered nurse, has noticed that much of the education and training provided to caregivers, especially those working for agencies whose licensure does not require them to obtain a degree or license as a nurse, is done through presentations, books and videos. While these platforms are effective for conveying knowledge, they are not great when it comes to

the need for learning and practicing skills. Laura wants her employees to feel confident and comfortable as they work with clients and perform the needed skills for good care.

The EDGE Grant, given to encourage development, growth and expansion in businesses that are less than 5 years old, will provide the funds necessary to create a Skills Lab where hands-on learning can take place. Before visiting clients, employees will be required to train in the lab where they will learn the proper way to make an occupied bed, assist with a bed pan or bedside commode, safely move someone, safely assist a client with exercises and stretching, change a bed pad, and many other “tricks of the trade.”

“This grant will truly give us ‘an edge’ as we train caregivers with a hands-on experience so that they can be more confident and prepared before they go out,” commented Garofoli. “This kind of education will increase client satisfaction as well as employee satisfaction.”

The funding from the EDGE Grant will enable Lean on Me to renovate the space required for the lab, meet the recent increase in rent and purchase the durable medical equipment (DME) necessary to train employees. The lab will be equipped with a hospital bed, walkers, wheelchairs, a weighted mannequin, bed sheets, and all the other items necessary to meet the needs of Lean on Me's clients. In addition, the grant will make it possible for Laura to upgrade the orientation



This award is designed to provide new small businesses with an edge.



Gov. John Carney with Laura Garofoli, EDGE Grant recipient.

process for employees by creating new videos that teach skills that are uniquely necessary for Lean on Me's clientele. Garofoli is hopeful that the lab will be up and running by early Spring 2022.

“This lab is one way that Lean on Me Caregiving is attempting to set the bar higher,” said Garofoli. “We want to be the agency of choice and we also want to be the employer of choice. This lab is one way that we are taking extra steps to achieve just that.”



Laura Garofoli is excited to renovate this area to create a Skills Lab at Lean on Me.

As Lean on Me continues to grow, more caregivers are always needed. Applicants do not necessarily need experience in the field but are required to be at least 18 years of age and high school graduates. They must undergo a background check and drug screening and provide references.

To learn more about Lean on Me Caregiving, visit www.leanonmencaregiving.com or call (302) 232-3113.

Member News



Ice Cream Isn't the Only "Ice" at Tre Sorelle Dolce!

In recent years, Tre Sorelle Dolce Ice Cream and Mini Golf in Wyoming, Del., has been referred to by many as "the happiest place in Central Delaware." Their beautiful miniature golf course, their delicious ice cream and their partnerships with local musicians and area food trucks have all worked together to attract hundreds of visitors to our region. The old school ice cream parlor with its vintage games and retro furnishings creates a sort of nostalgia that transports visitors to a time from the past that seems somehow friendlier and simpler.

It has become apparent that there is no shortage of great ideas for creating fun at Tre Sorelle! During last year's pandemic shut-downs, the creativity of owner Mike Marasco and the ingenuity of his staff created a "drive-thru" out of an old ice cream stand and served up ice cream to hundreds of cars filled with families who were happy to partake in the frozen treats. Tre Sorelle has sought out and found ways to partner with other businesses in the community. The parlor serves sodas from the Fordham & Dominion Brewing Company and pastries and other bakery treats from La Baguette Bakery & Catering, and they purchase many fresh items from Fifer's to enhance their ice cream offerings. A stop at Tre Sorelle is like a one-stop experience in "shopping local." Recently, the parlor has added waffles and coffee on Saturday mornings.

During this 2021 Holiday time, the folks at Tre Sorelle are pleased to announce the opening of yet another kind of fun at their Wyoming establishment. A new synthetic ice-skating rink has made its way to the front lawn of the parlor! The rink, 56-by-32 feet of an extremely heavy plastic polymer was built in interlocking sections that can be easily packed away during the warmest months of the year but brought back out each winter for another way to experience family-friendly outdoor fun in the cold months!

While new to this area, synthetic rinks have been in use for many years both in the United States and in Europe. Hockey teams all over the world often use synthetic ice for practice in the off season. Many have seen the synthetic rink used at Radio City Music Hall in the famous Christmas Show!

Tre Sorelle's new addition will be open the same hours as the ice cream parlor: Monday to Friday, 3 to 8 p.m., with extended hours on Saturdays and Sundays. Skaters will be able to rent ice skates at Tre Sorelle's Skate Shack or they can bring their own skates. Since skating on synthetic ice requires the skater to maintain very sharp blades to ensure a smooth, safe, gliding experience, skaters who bring their own skates will be required to have them sharpened at the Skate Shack. The new rink is open to all ages, but skaters under the age of 16 must be accompanied by an adult.

"We are excited about opening the rink," remarked Marasco. "Next year, we are hoping to re-assemble it as soon as the Halloween decorations come down so that it can be open by mid-November." Mike hinted about a few other new surprises for next winter as well. "Things are happening here in Wyoming!"

To learn more about Tre Sorelle Dolce Ice Cream and Mini Golf or to plan your family's adventure on the ice, visit www.facebook.com/TreSorelleDolce or call (302) 423-0497.



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Member News

Webfooters Marks 40 Years with a Special Recognition

The First State Webfooters were founded in 1981 and are celebrating 40 years of serving the community with year-round traditional and special walking programs. A member of the American Volkssport Association (AVA) for non-competitive sports, the First State Webfooters offers self-guided, group and community walks, as well as a bike event and a swim event. The purpose of the club is to provide noncompetitive, family-oriented, outdoor events that promote fellowship, physical fitness, well-being and the opportunity for people to achieve individual goals and earn awards as approved by the International Federation of Popular Sports (IVV), the AVA and the club's members.

Of the club's 25 active members, at least two remember its humble beginnings. The club's oldest member, Louise Fair, will turn 92 years this month. She remembers the very start of what has become Central Delaware's walking club. Terry Vick served as the very first president of the club prior to his deployment to Korea in 1983.

The club's history starts in a military setting. Military personnel stationed overseas would often join the local town's "volkssporting," a German term meaning "sport of the people" that

referred to noncompetitive walking, biking, swimming and cross-country ski events open to all, regardless of age or fitness level. This kind of activity enabled them to engage in the community and learn the territory. When they returned home, these former deployed military members and their families looked for that same community involvement. The Webfooters started at the Dover Air Force Base (DAFB) to meet that need and promote physical fitness and fellowship for family entertainment. After the events of 9/11, the club was moved off base and continues to provide the community with walk and bike events.

During Terry's deployment, he participated almost every weekend in what is known among walkers as Volksmarch, a non-competitive walking event that began in Germany in the early 1960s. While in Korea, Terry received a beautiful plaque filled with medals from various Volkssport events. To mark the 40th anniversary of the First State Webfooters, the club's first president has chosen to give this plaque to the club.

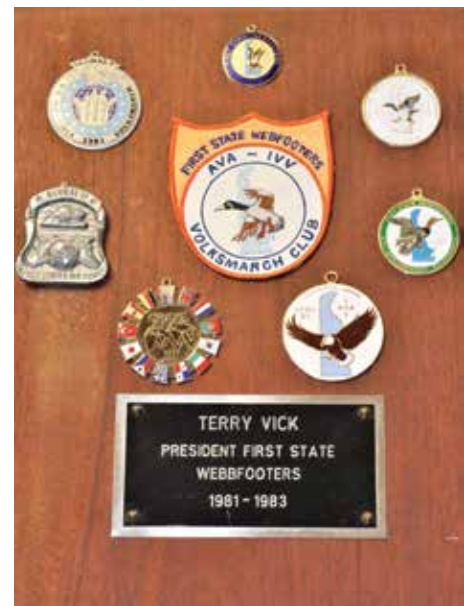
Now in its 40th year, the club is still going strong offering a variety of walks, swims and events. The basic membership fee to join the club is



From left, Teresa Glazeski (with Micky), Tom Sunde, Robert Geisweidt, Terry Vick (the first club president), Kathy Kresko (current president), Louise Fair, Paul Massuli (with Rosie).

\$10 and there is a \$3 charge for the group's six official year-round walks. In addition, there are many free walks available as well. Walkers of all ages are welcome – persons under 18 years of age must be accompanied by an adult.

To learn more about the First State Webfooters, visit their website at www.mdvolks.org/FSW/ or contact club president, Kathy Kresko at fswf.kathy@gmail.com. The club's business meetings are held on the first Thursday of every month at 7 p.m. at Deepwater Church Hall, 107 Broad Street in Wyoming, Del., and are open to the public. The First State Webfooters are always happy to



Webfooters' first president, Terry Vick, presented a plaque to the club in honor of their 40th anniversary.

welcome new members into the mix. If you are interested in learning more, please reach out through the website or by phone.

Please join the Central Delaware Chamber of Commerce in congratulating the First State Webfooters on their 40th anniversary! We wish you all the best in the years to come!

Breakfast

Continued from Page 1

Breakfast, sponsored by BIG Investment Services, is designed to give everyone a snapshot of the economic health of our nation, our state, and our local community. Our guest speakers will be able to share facts, trends, predictions – and they will also be able to speak knowledgeably about the implications these factors have for impacting our business community.

This year's Economic Forecast speakers will represent a powerhouse of knowledge and insight as they guide us through the ups and downs of recent months and shed light on the trends and patterns that will guide the year to come. David Boothe, president and chief compliance officer of BIG Investment Services, has served as a full-service financial advisor for more than 20 years, guiding his clients through some of the nation's most trying moments including the Dot-Com Crash in 2000, the 2001 recession, and 9/11 as well as the 2008/09 financial crisis – not to mention the difficulties motivated by the world health crisis. David will share his insights on the economy at a national level.

Delaware's director of the Office of Management and Budget, Cerron Cade, is a 2007 graduate of Delaware State



Shannon Heal, Business Developer, Kent Economic Partnership

University. Originally from Washington, D.C., Cade moved to Delaware to study political science and law studies. Driven by a desire to make a positive impact and following his passion for public service, he has worked as a legislative aide for the Delaware House of Representatives; New Castle deputy county director for U.S. Sen. Tom Carper; and state projects director for then-Congressman John. Carney. His experience and insight into money matters make him the perfect candidate to share information with us regarding the economic health of the First State.

Shannon Heal is the business developer for the Kent Economic Partnership, Inc. (trading as Choose



Cerron Cade, Director, Delaware Office of Management and Budget

Central Delaware), which is the economic development agency for Kent County, Delaware. Heal is charged with business attraction, retention and expansion in Central Delaware and assists in raising awareness of Central Delaware as a prime business location. Prior to joining the KEP, she held various sales and business development positions in territories across Kent County. Heal will offer her perspective on the economic health of Kent County and share exciting plans for the coming months.

This informational event, brought to you by BIG Investment Services, will take place on Thursday, Jan. 13 at Maple Dale Country Club, beginning at 7:30 a.m. Tickets for this event cost



David Boothe, President, BIG Investment Services

\$20 for CDCC members or \$25 for non-members. To register online visit www.cdcc.net or call the CDCC at (302) 734-7513.

We all know that economic forecasts are simply predictions and there is certainly room for error even with the most educated guesses. They can, however, demonstrate for us the general direction in which the economy is moving – and that can be very helpful! We look forward to seeing you at this event where we can all learn things about our region's financial health that will help to inform our fiscal decisions for the year to come!

CDCC joins Sovereign Beauty for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Sovereign Beauty on Thursday, Dec. 2, at noon. The event was held at 29 W. Loockerman Street, Suite B, in Dover. Chamber members and friends joined Shauntay Furbush to celebrate the grand opening of this new business!

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. Their mission is to serve highly-valued customers with high quality products and services by providing an

exceptional unparalleled customer service and shopping experience.

Sovereign Beauty is a proud member of the Central Delaware Community and is eager to find ways to give back. Shauntay is pleased to bring her business to the customers of Central Delaware. Through her company, she will be able to supply jobs and training programs that can contribute to the growth and development that is currently underway in Dover.

To learn more about Sovereign Beauty and all they have to offer, feel free to visit them on the web at www.sfbeautybar.com or give Shauntay a call at (302) 678-0189. Please join the Central Delaware Chamber of Commerce in congratulating Shauntay Furbush on the grand opening of Sovereign Beauty!

CDCC joins Donnell Fears Salon for Men and Women for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Donnell Fears Salon for Men and Women on Friday, Dec. 3, at 2:30 p.m. The event was held at 32 W. Loockerman Street, Suite 109, in Dover. Chamber members and friends joined Donnell Fears to celebrate the official grand opening of his new business!

Donnell Fears Salon for Men and Women is a premier upscale hair salon for men and women based in Dover

Delaware and established in 2020. They offer the latest in classic and New Millennium hairstyling! Donnell's 20-plus years of experience enable him to offer excellent salon care service in a professional, family-friendly environment. Donnell is pleased to provide services for his customers' hair care needs – he is happy to work with men, women and children.

Owner and Delaware native, Donnell Fears, has a great love for the Central

Delaware community and is passionate about finding ways to give back. His deep roots in the community provide constant motivation to partner with Fear's Promotion to donate time, funding, and expertise to the people of the community. The salon has participated in Sponsoring holiday giveaway events, coat drives, and "Back to School" giveaways – and is always interested in supporting and promoting the community.

To learn more about Donnell Fears Salon for Men and Women and all they have to offer, feel free to visit their Facebook page at facebook.com/Donnellssalon. Please join the Central Delaware Chamber of Commerce in congratulating Donnell Fears on the official grand opening of his new salon!

Grants

Continued from Page 1

programs.

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

"We are so grateful to the Commissioners in Kent County for stepping up to help our businesses," added Judy Diogo, longtime and outgoing president of the Central Delaware Chamber of Commerce (CDCC). "These grants are going to be a welcomed gift for our businesses that are struggling to keep their businesses viable."

"The American Rescue Plan Act funding provide by Congress to local governments like Kent County is intended to offset the genitive

financial impacts created by the COVID-19 pandemic," stated Levy Court President Terry Pepper. "Helping our small businesses and the tourism industry here in Kent County cope with the economic ravages of the pandemic is a high priority for Levy Court," added Pepper.

The portal for the 2022 grants will open on Jan. 3 and remain open until March 31 or until the funds for the program have been exhausted. Once an application with all the necessary downloads have been submitted,

no one should expect to receive any notifications for at least four weeks, due to processing.

Information and links for the grants will be online at www.kentcountysbg.com. Links to the application will also be available through Kent County Levy Court (www.co.kent.de.us), the Kent County Tourism Commission (www.visitdelaware.com) and the Central Delaware Chamber of Commerce (www.cdcc.net).

CDCC joins Skocik's Discoveries and Collectibles for a Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Skocik's Discoveries and Collectibles on Friday, Dec. 10, at 9 a.m. The event was held at Spence's Bazaar, 505 S. New Street #176, in Dover. Chamber members and friends joined mother-daughter team, MaryBeth and Jessica Skocik, to celebrate the start of their new business!

Skocik's Discoveries and Collectibles is happy to bring one-of-a-kind items to customers at reasonable prices. The team at Skocik's loves sharing their expertise and their knack for finding "just the perfect items." The Skocik's are currently focusing on seasonal items, together with a variety of distinctive items for any occasion.

MaryBeth and Jennifer are thrilled to have opened their business at Spence's Bazaar. They love the iconic family-friendly location and enjoy working alongside a variety of friendly

and knowledgeable vendors offering many different products. To do business at Spence's amid auctions, food options and such a wealth of merchants is an absolute joy!

Skocik's Discoveries and Collectibles is a proud member of the Central Delaware community and is eager to give back. In October, they were pleased to attend the CDCC Holiday Gift Auction for which they donated a painting. They also recently donated items for the fundraising dinner sponsored by the Friends of Delaware Veterans.

To learn more about Skocik's Discoveries and Collectibles, feel free to come and see them at Spence's Bazaar. Please join the Central Delaware Chamber of Commerce in congratulating MaryBeth and Jessica and Skocik's Discoveries and Collectibles on the Grand Opening of their new business!

CDCC joins DelMarVa Acupuncture for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for DelMarVa Acupuncture on Tuesday, Dec. 14, at 11 a.m. The event was held at 550 S. DuPont Boulevard, Suite A, in Milford. Chamber members and friends joined Ashley Adams and her team to celebrate the official grand opening of this new business!

The mission of DelMarVa Acupuncture is to provide compassionate, personalized care to each patient, one touch at a time. Acupuncture is a time-tested, holistic medicine that can help to decrease pain and restore functionality. It is also helpful for internal conditions like anxiety, GI problems, fertility, thyroid, allergies and much more. At DelMarVa Acupuncture, their goal is to provide health and wellness to the entire DelMarVa community by addressing the pressures of life and restoring balance so that individuals can regain their energy!

With a vision of fostering a nurturing environment that empowers all people to cultivate health and wellness within themselves and their community, the team at DelMarVa Acupuncture is pleased to provide a wide range of services including acupuncture,



electro-acupuncture, ATP Resonance BioTherapy, dry needling and cupping. The practice will soon add Chinese herbs to their menu of services.

After an automobile accident forced the owner, Ashley Adams, to suspend her 18-year military career, her life was completely changed when an extensive rehabilitation included acupuncture treatment. She knows first-hand the benefits that acupuncture can provide. Her experience inspired her to earn her Masters of Acupuncture from the

Maryland University of Integrative Health. Later this month, she will complete her doctorate in Acupuncture and Chinese Herbal Medicine.

DelMarVa Acupuncture is a proud member of the Central Delaware community and is eager to find ways to give back. As a way for this native Delawarean to support the community that has given so much to her family, Ashley's goal is to support clients as they achieve life-transforming health outcomes. As the business grows

and expands, Ashley and her team pledge to find more ways to become involved in the community and assist in community efforts.

To learn more about DelMarVa Acupuncture and all they have to offer, feel free to visit www.dmvacu.com or call (302) 265-2751. Please join the Central Delaware Chamber of Commerce in congratulating Ashley Adams and DelMarVa Acupuncture on the grand opening of this new business in Milford!

Sunset Mixer

Continued from Page 1

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 first-hand 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. Members are invited to purchase a space for a tabletop display showcasing their business. Member businesses are encouraged to consider creating one of these table-top displays to 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. To purchase a table-top space, call Cindy Friese at (302) 734-7513 or email her at cfriese@cdcc.net.

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. We look forward to seeing you at St. Andrew's Great Hall in January!



Member News

Kent County has Become the New Frontier

To the team at Kent Economic Partnership (KEP), the benefits of doing business in Kent County are no secret. Delaware is the prime location to establish and expand a business. Linda Parkowski (Executive Director) and Shannon Heal (Business Developer), understand that Kent County promises competitive land prices, low tax structure, rail access, a business-friendly government where citizens are heard and a stunningly beautiful landscape. Added to those factors, its proximity to major metropolitan areas makes Central Delaware an ideal spot for many businesses, especially those in small to medium manufacturing, distribution and health care.

Parkowski has always believed in following the data and places a high priority on the outcomes provided by comprehensive studies. "The data will always point us in the right direction," she said. "It will allow us to make the best use of our time and resources and experience the most success."

Much of the success experienced by KEP in the past few years is as a direct result of the Rockport Study. Complete in 2018, this study suggested that Kent County would be an ideal location for small and medium sized manufacturers, small to medium companies specializing in logistics, and businesses related to health care. Using these results as a guide, KEP has brought many new businesses to the area, most of which fit the profiles suggested by Rockport.

There is currently much excitement in the air as the folks at KEP look forward to receiving the results of Rockport 2.0, a new study which

will provide an in-depth analysis of Milford, Smyrna and Dover. The new data will have serious implications for the development of workforce in the area. Rockport 2.0 will also compare Kent County to like areas around the country to assist KEP in learning what has and has not worked in similar situations in nearby areas. Results are expected in early 2022.

The Dover/Kent County Municipal Planning Organization has recently contributed some studies that are also helping to tell the amazing story of Central Delaware. These studies have centered on the railways in the area and on the need for accessibility in terms of moving freight. Many manufacturers are seeking sites on a rail line in order to expedite the delivery of materials and the distribution of products. KEP is currently working through the results of these studies to determine available land parcels along the rail line that extends throughout the state and beyond.

Parkowski and Heal are very excited about the newly approved Delaware Site Readiness fund which promises to promote economic growth and stability by investing in the development of improvement of commercial and industrial sites to attract job-creating businesses. This fund will expedite the process for getting potential business sites ready for development by providing the funding needed to do infrastructure work (water, electricity, and so forth.) Parkowski mentioned several potential sites designated as "priorities" when the application process opens: Duck Creek Business Park, Garrison Oak

Business & Technology Park, the Central Delaware Aviation Complex and the Harrington Industrial Park. This fund will enable the team at KEP to attract businesses to the area.

Several other factors are contributing to the growth of business development here in Central Delaware. The Broadband Committee is continuing its work in expanding the region's capacity to support new businesses. There is a marked renewed interest in the potential of the Central Delaware Aviation Complex and its ability to offer additional transportation and delivery possibilities. Many potential business properties are also motivating a refreshing new look by companies looking for space in Kent County.

With 26 active projects underway, Parkowski feels optimistic about 2022. These current projects are all being worked at different levels and are in different stages. Linda anticipates that many will come to fruition. Some businesses that have recently relocated to the area are doing so well that they are starting to run out of space causing them to explore the possibilities of expansion right here in Kent County. "There is a lot of interest in our region," commented Parkowski. "We have become the next frontier."

Delaware truly is a wonderful place



Linda Parkowski, the KEP executive director, is excited to explore potential business sites along the rail line.

to do business. Just a few years ago, many were asking, "Why do business in Central Delaware?" Here we are on the brink of a brand-new year and the more common question has become "Why would you NOT do business in Central Delaware?"

To learn more about business development in Kent County and the work of the Kent Economic Partnership, visit them online at www.choosecentraldelaware.com.

New Members' Spotlight

Meet the Delaware Senior Medicare Patrol

The Delaware Senior Medicare Patrol (SMP) is program sponsored through a federal grant. There are programs like it in every state.

The purpose of the program is to empower seniors and those who qualify for Medicare to prevent healthcare fraud. The Delaware SMP provides public information to encourage Medicare beneficiaries to carefully read their Medicare summary notices and ask questions when they notice a discrepancy. This program also works diligently to train volunteers to connect Medicare beneficiaries to the information they need when they suspect fraud, waste, or abuse of the Medicare system.

Delaware SMP falls under the Division for Aging and Adults with Physical Disabilities (DSAAPD),

an agency that advocates for, provides access to, and coordinates long-term services and supports in the most appropriate setting. The Delaware SMP provides outreach and education coordinators that participate in public events through chambers, senior centers, libraries, clubs and civic associations. Delaware SMP maintains sites in Milford (servicing Sussex and south Kent counties) and New Castle (serving New Castle and northern Kent counties).

Delaware SMP is excited to be part of the Central Delaware Chamber of Commerce! They look forward to networking and helping Central Delaware's Medicare beneficiaries to know who they are and how they can help as they navigate the Medicare system.

They are eager to meet fellow Chamber members and make connections as well.

To learn more about Delaware Senior Medicare Patrol, visit them online at www.dhss.delaware.gov/dhss/dsaapd/fraudpatrol.html, or give them a call at (302) 424-8657. Please join your Chamber is welcoming Delaware's Senior Medicare Patrol into our membership!



New Members' Spotlight

Meet Doug and Katie Wood and 302 Aquaponics



302 Aquaponics, located on Simms Woods Road in Dover, is the largest commercial aquaponics greenhouse on the Delmarva Peninsula. There are over 15,000 square feet of growing space where tilapia is used to fertilize and produce over 200,000 heads of lettuce per year. The tilapia allow for lettuce to grow without soil, chemicals or pesticides. The folks at 302 Aquaponics are pleased to sell lettuce, kale, tilapia, eggs and more. Owners Doug and Katie have recently added honeybees to their business and are now producing fresh honey.

Doug and Katie are anxious for customers to learn about hydroponic farming and all its benefits. To that end, they offer private tours of the greenhouse on Thursdays and Saturdays. These tour opportunities give people an inside look at all

aspects of the greenhouse. In addition, 302 Aquaponics serves as a great destination for school field trips!

302 Aquaponics has grown with locations all over the state. Many local farm markets and restaurants are pleased to offer products produced by 302 Aquaponics. Their lettuces can also be found at the Food Bank of Delaware. The Woods are also happy to arrange deliveries to homes and offices!

Native Delawareans Doug and Katie are thrilled to share their unique take on farming with local customers. When they are not busy in the greenhouse, they enjoy spending time with their two teenage children, especially visiting a nearby beach on going on adventures on their boat!

The Woods are happy to be part of the Central Delaware Chamber



of Commerce. They look forward to connecting with local business owners and gaining exposure to new markets within Delaware.

To learn more about 302 Aquaponics, visit them online at www.302aquaponics.com. To schedule a tour or arrange for deliveries, contact them at sales@302aquaponics.com or call (302) 632-1069. Please join the Central Delaware Chamber of Commerce in welcoming Doug and Katie Wood and 302 Aquaponics into membership!

Meet Massage Therapist Gerald Reilly

Gerald Reilly, INC., is a company that offers massage therapy (including deep tissue), Swedish massage, bamboo massage, trigger point, myofascial release and assisted stretching. Gerald is currently an independent provider who partners with Heather's Holistic Health and utilizes their space.

A native Delawarean, Gerald found his calling to become a massage therapist nine years ago while hiking the Appalachian Trail with his wife. He is a graduate of Caesar Rodney

High school and is a Certified Massage Technician with seven years of experience. Gerald is legally blind, and working in this field allows him to sustain his independence in his career of choice.

Gerald is excited to join the Central Delaware Chamber of Commerce because he has always wanted to be active in the local business community. He looks forward to the networking opportunities that the Chamber provides and is anxious to meet fellow

business members. He is hopeful that connecting with business colleagues in this way will help him to grow and expand his business.

To learn more about Gerald and his company, Gerald Reilly, INC, please email him at gerald.reillyinc@gmail.com or give him a call at (302) 545-3331. Please join the Central Delaware Chamber of Commerce in welcoming Gerald Reilly into our membership!



Meet Justin and Tara Brant and Black Swamp Artisanal Market



Black Swamp Artisanal Market, LLC, located on Loockerman Street in downtown Dover, offers produce, dairy products (butter, cheese, yogurt), small batch coffee, sustainably raised pork, beef, chicken, seafood, honey and related bee-centric items, sauces, seasonings, kettlecorn, cakes and cakeballs. In addition, customers can purchase flowers, bath and body

items, original artwork, woodwork and antiques.

Farming was something that the Brant family had planned for after Justin's impending retirement from active duty in the U.S. Navy. In anticipation of this event, the Brants moved to Central Delaware to get their farm up and running. Justin and Tara have opened this business to support the area's small farms and crafters. They are anxious to provide spaces for local artisans to sell their wares. In addition, speaking from their personal experience, they are passionate about educating the public regarding the importance of buying healthier and more sustainable alternatives on a regular basis. They are also excited about the prospect of serving as a platform for the voices of farmers and

crafters in Central Delaware.

Tara and Justin were motivated to join the Central Delaware Chamber of Commerce because they are new to Central Delaware and want to be able to get to know members of the business community. They look forward to networking and making connections that will help to further their message and grow their business.

To learn more about Black Swamp Artisanal Market, visit them on Facebook at www.facebook.com/BlackSwampArtisanalMarket or stop by and see them at 204 W. Loockerman Street. Please join the Central Delaware Chamber of Commerce in welcoming Justin and Tara into membership!



Member of the Month



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

Dover Federal Credit Union is a not-for-profit financial cooperative that exists to help members in our community get there, wherever that may be. Credit unions are not-for-profit financial institutions that are owned and operated by their members. With a focus on serving the underserved, our structure allows us to focus on people, rather than profits.

Dover Federal Credit Union was first chartered in 1958 by a handful of Air Force and civilian workers at Dover Air Force Base. Their goal was to create a member-owned financial cooperative, democratically controlled by its members and operated for the purpose of promoting thrift, providing credit at competitive rates and providing other financial services to its members. Today we serve over 40,000 members, encompassing the military, Delaware

families and over 450 “workplace partners.”

Celebrating over 60 years of serving the military and Delaware families is a true accomplishment for us. We are very proud of our past of serving you. Thank you for being a part of the tradition of Dover Federal and trusting us with your financial needs.

Tell us about your role in the business/organization.

I am the business loan officer at Dover Federal Credit Union. We do lending to small businesses, to include investment real estate, commercial mortgages, commercial vehicle loans, equipment loans, business loans, commercial credit cards and business lines of credit.

Tell us something that makes your business/organization unique.

At Dover Federal Credit Union, we pride ourselves on being able to talk to our customers and make business lending decisions in Dover. We believe in relationships and talking to people about their business needs. The commercial lending team is a small, and at some point, our members will

Name: Timothy P. O'Connor
Title: Commercial Relationship Manager
Business: Dover Federal Credit Union
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 Dover, DE 19904
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Phone: (302) 505-6083
Website: doverfcu.com
Email: toconnor@doverfcu.com



get to talk to all of us during their loan process.

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

Our commercial lending continues to grow, and we are focused on helping our community. We will have a new lending product that will be geared towards minority and veteran owned businesses that will start Jan. 1, 2022. This product is aimed to help smaller business gain access to a line of credit or a credit card that they may need to keep their business running.

How has the Chamber helped your business/organization grow?

The CDCC has been a wonderful partner for Dover Federal Credit Union. The one major area that the CDCC has been able to help us develop our leaders through Leadership Central Delaware. This program has been extremely valuable in helping our internal leadership grow. Dover Federal Credit Union continues to send our staff through this program.

What is your best advice to other businesses/organizations?

Develop a relationship with a business loan officer and seek their advice on how to help your business become more profitable.

Ambassador's Corner

Don't Stop Your Momentum (Even if your business is going well!)

Mike Fox, Splash DesignWorks

When it comes to the continued success of your business, we've noticed that keeping the momentum going is key, even if all seems well right now.

Splash Designworks is pleased to introduce our new work on The Big Screen! Splash Designworks has recently created and produced professional commercials for clients that are currently playing on the big screen in multiple movie theaters in Delaware. In fact, we're totally stoked to be able to produce a full-length feature film called “The Box in the

Basement” which will be in distribution early 2022.

Making video promo commercials is only one of many things we've produced for our clients to “keep the momentum” going. Today, it really does take a combination of many various methods to market and advertise to an audience. Why? Simply because there are so many avenues where potential customers are at now. And of course, we must reach them where they are at, not us.

Remember the saying, “Don't put all your eggs in one basket”? Well, the saying holds true even

today. “Diversification” is the key to successful marketing for most businesses. Of course, if there is one basket that is doing very well, keep putting eggs in that one. But for most small to medium businesses, diversifying and multiplying reach to many audience types is key.

I'm Mike Fox, Ambassador for CDCC, and I give high props to the Chamber for always finding ways to help businesses keep their momentum with events, ribbon cuttings, promotion, 5-Star, shout-outs and more! Be sure to get involved with the CDCC as much as possible! As one of the CDCC Ambassadors, I am happy to help you do that in any way I can. Feel free to reach out!

And of course, Splash Designworks would love to produce your business



commercials, interviews, updated logo, complete website design, stunning brochures, complete digital marketing packages and more. With real 5-star reviews of real customers, we continue to aim in helping propel businesses to success!

To connect with Mike, give him a call at (302)399.7851 or email him at info@splashdw.com. To learn more about Splash Designworks, visit them online at www.splashdw.com.

Congratulations – You're a 10!

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

Celebrating 20 years of CDCC Membership this month

Delaware State Chamber of Commerce
 Pepsi Bottling Ventures of Delmarva



Celebrating 10 years of CDCC Membership this month

Delaware Department of Labor – Division of Vocational Rehabilitation
 Diamond State Financial Group
 Edward Jones Investments – Christopher Smith, CFP
 Keystone Funding



Congratulations on this milestone anniversary! 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!

Thank You for Your Renewal!

Renewals for November 2021

NAME OF COMPANY.....	# OF YEARS
Procter & Gamble	47
Colonial Investment & Management Co., Inc.	37
Mitten & Winters, CPA	36
Ronald B. Outten	35
Regulatory Insurances Services, Inc.	28
Veeco Park, Inc.	28
Atlantic Concrete Co., Inc.	26
Delaware Brick Co.	26
Effectv	23
J.A. Hill Associates	23
Delaware DNREC	22
Delaware State Chamber of Commerce	20
Pepsi Bottling Ventures of Delmarva	20
Delaware Breast Cancer Coalition, Inc.	18
Ronald McDonald House of Delaware	18
Sandra S. Gullede, CPA, PA	17
Texas Roadhouse	16
Delaware State Lottery	15
SCORE Delaware	15
Miller Environmental Group Inc.	14
Compass Investment Advisors, LLC	12
Best Western Galaxy Inn	11
Delaware Dept of Labor Div of Vocational Rehabilitation	10
Diamond State Financial Group	10
Edward Jones Investments – Christopher Smith, CFP®	10
Keystone Funding	10
All Smiles Family & Cosmetic Dentistry	9
Splash! Designworks	9
Delaware Division of Libraries	8
Dover International Speedway	7
Transamerica Agency Network	7
AAA Midatlantic	6
Jobs for Delaware Graduates	6
Accurate Tint And Graphics	5
Secure Data Computer Solutions, Inc.	5
The Willis Group, LLC	5
Wagamon Technology Group, LLC.	4
Burke Equipment	3
Delaware Technical Community College – Terry Campus	3
Fireside Partners, Inc.	3
Gracious Heart Nursing Services, LLC	3
Pole Building Supplies	3
American Kidney Care of Dover	2
Everyday Hero CPR & First Aid	2
Growing Bones Pediatrics & Neuromuscular Orthopaedic	2
Hempworx/MDC – Surowiec	2
Northpointe Bank	2
A to Z Cycles, Inc.	1
Academy of Dover Charter School	1
Town of Cheswold	1
Dover Health Care Center	1
Precision Garage Door of Delaware	1

New Members

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Mr. Bernie Dulos
7852 S. Dupont Hwy.
Felton, DE 19943
(302) 339-2574

Falling off the Bone BBQ and Fish Fry

Mr. Tyrell Henry
140 Carter Avenue
Dover, DE 19901
(302) 943-4587

Gerald Reilly IMC

Mr. Gerald Reilly
1169 Walker Road
Dover, DE 19904
(302) 545-3331

Harmony at Kent

Mrs. Cristy Beckman
1435 E. Lebanon Road
Dover, DE 19901
(302) 496-3104

Juul Labs

Mr. Brandon Hatton
1000 F Street NE
Washington, DC 20004
(302) 241-1698

September Tenth Films

Mr. Marcellus Shields
339 Topaz Circle
Dover, DE 19904
(347) 410-0554

Shay's Supreme Vending

Ms. Shanetta S. Lillard
333 Bluecoat Street
Dover, DE 19901
(585) 317-5315

Staples & Associates Insurance

Mr. Michael C. Howard
35 Commerce Street
Harrington, DE 19952
(302) 398-3276

ZenBusiness

Mr. Ross Buhrdorf
611 S. DuPont Hwy., Suite 102
Dover, DE 19901
(844) 493-6249

Coffee On Us!

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

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

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 December "Coffee on Us" Contest was Jessica Wakefield of Bally's Dover Casino Resort, who correctly identified "Winter WonderFEST" in Milton. Congratulations, Jessica – 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.



We wish everyone a very happy, prosperous New Year!

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