

Chamber Connections



CORNERSTONE MEMBER
Chesapeake Utilities Corporation

PAGE 3



CORNERSTONE MEMBER
Harrington Raceway & Casino

PAGE 3

IN THIS ISSUE...

Capital Briefing & Reception
PAGE 7

The Economic Forecast Breakfast
PAGE 8

The Home & Garden Show
PAGE 12

CDCC Presents 20th Annual Legislative Luncheon



A strong bond exists between business and government. They not only co-exist, they are absolutely dependent on each other. In Delaware, we are

fortunate to experience such a bond between members of the business community and our legislators. Much is accomplished in the First State in a relational, collaborative way. Business leaders and politicians work together for the common good by working through the questions posed by legislation and the implications that certain laws will have for business in Central Delaware.

On Thursday, March 17, from 11

a.m. to 1:30 p.m., we will host an event where that kind of constructive conversation is sure to take place. Our 20th Annual Legislative Luncheon, brought to you by BIG Investment Services, will be held in The Great Hall at St. Andrew's Lutheran Church. This unique opportunity, presented by the CDCC's Legislative Affairs Committee, will give guests an opportunity to meet our Kent

Continued on Page 6

Military Meets Community on March 10



The Central Delaware Chamber of Commerce (CDCC) is proud to notify the public of this year's Military Affaire sponsored by Dover Federal Credit Union, occurring Thursday, March 10,

from 5:30 to 7:30 p.m. at the Clubhouse Ballroom at Noble's Pond.

This is a night focused on the Central Delaware community's invaluable relationship with our service men and women here at our cherished Dover Air Force Base (DAFB). This event allows two thriving pillars of Dover's economy to connect, touch base (literally and figuratively) and engage with each other in a way that is helpful to the city of Dover as a whole. Important conversa-

tions will be held between our business leaders and service officials about any concerns on behalf of the community underlined with a spirit of gratitude for the work being done in both associations to continue the prosperity of our shared home, Central Delaware.

The CDCC is especially thrilled for this year's Military Affaire because we will be accepting the prestigious Abilene Award! The Abilene Award is

Continued on Page 6

Just the Right Ingredients for Networking!



Are you ready to reconnect with business colleagues? Are you interested in gaining qualified leads? Would you like to expand your network? If you answered "yes" to any (or all) of these questions, we've got the perfect opportunity for you!

The Central Delaware Chamber of Commerce (CDCC) is excited to invite you to the March Sunset Business Mixer on Wednesday, March 30, from 5 to 7 p.m. Our host for the event is La Baguette Bakery & Catering, located at 323 S. Governor's Avenue in downtown Dover. Chef Ludovic Bezy and Director of Operations, Anita Wheeler-Bezy are excited to welcome Chamber members and guests to their home away from home!

La Baguette Bakery & Catering is an authentic French bakery. The team at La Baguette Bakery & Catering specializes in taste. They are proud to



Continued on Page 14

Dina's Digest



PRESIDENT
DINA VENDETTI

It's Event Season at YOUR Chamber!

People often ask me, "So, what does the Chamber do?" While I could elaborate for days about all that happens here at YOUR Chamber, I usually begin the explanation by saying that "the Chamber works diligently to connect people." We connect people to information and education. We connect people to their legislators and encourage them to help influence business-friendly legislation. We connect people to a plethora of marketing opportunities. And finally, we connect people to each other!

While we are involved in events and activities all year long, our most concentrated event season is from mid-winter through June. Each month in this half of the year contains at least one major event! Last month, we were pleased to see many of you at the Economic Forecast Breakfast. Just last week, we were happy to greet everyone at our Home & Garden Show in Harrington.

This month we are looking forward to our Military Affaire and the presentation of the Abilene Trophy (March 10), as well as the 20th Annual Legislative Luncheon (March 17). Later this spring, we'll hold our 55+ Expo (April 7), THE Chamber Mini Masters (April 27), The Bluesuiters Golf Tournament (May 12), and our Awards for Excellence Celebration (sometime in June). In addition to all of that, there will be Coffee Coaching Sessions, Young Professionals' Socials, Member Orientation Sessions, Kent County Open for Business Seminars, Sunset Business Mixers and more!

These events are a large part of how we

provide opportunities for connections. As people continue to come together around a variety of topics and for a variety of reasons, they connect with each other. Often those connections develop into partnerships that allow for great times of collaboration and community building. We LOVE when that happens!

In this edition of the aptly named "Chamber Connections," you will read about many of these events and activities – and we hope that you will call in and register for as many as you can. Sponsoring or participating as a vendor or exhibitor at these events is a great way to help people connect with you and your business. The more they see your name, the more they will want to know who you are and what you do! Take advantage of these opportunities when you can and watch the connections happen right in front of you.

To register for any of our events or to sign up to be a sponsor or vendor, please call the CDCC Office at (302) 734-7513 – or visit our Calendar of Events at www.cdcc.net.

Communities are comprised of people who feel a strong connection to each other. We feel a strong connection with each of you, our members. We look forward to sharing these events with you – and we love to connect and re-connect with you at each of them. Thank you for the role you play in making Central Delaware such a strong and healthy community. You are the biggest part of why we love Central Delaware – and we are always thankful for the connections we share. We look forward to seeing you soon!

Calendar of Events

MARCH

- Thursday, March 3**
Leadership Central Delaware
8 a.m. – 5 p.m.
Education Day

- Thursday, March 3**
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court

- Tuesday, March 8**
CDCC Board Meeting
7:30 – 8:30 a.m.
Faw Casson

- Tuesday, March 8**
Young Professionals Social
12 – 1 p.m.
The ICE House Wellness & Community

- Tuesday, March 8**
Judy's Retirement Party
5 – 8 p.m.
Roma Italian Restaurant

- Wednesday, March 9**
Coffee Coaching
8 – 9 a.m.
via Zoom

- Wednesday, March 9**
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room & via Zoom

- Thursday, March 10**
Member Orientation
12 – 1:30 p.m.
via Zoom

- Thursday, March 10**
Military Affaire and Abilene Award Presentation
5:30 – 7:30 p.m.
Noble's Pond Clubhouse Ballroom

- Tuesday, March 15**
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom

- Thursday, March 17**
Legislative Luncheon
11 a.m. – 1:30 p.m.
St. Andrew's Lutheran Church in the Great Hall

- Wednesday, March 30**
Ambassador Committee Meeting
4:30 p.m.
TBA

APRIL

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

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

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

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

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

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

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

- Friday, April 15**
Good Friday
Office Closed

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

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

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

- TBA**
LCD Class of 2023 Invitational
5 – 7 p.m.
TBA

- Wednesday, March 30**
Sunset Business Mixer
5 – 7 p.m.
TBA

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

OFFICERS & BOARD OF DIRECTORS

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

BOARD OF DIRECTORS

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

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

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

Periodical Postage Paid at
 Dover, DE 19901

ADMINISTRATIVE STAFF
 Dina C. Vendetti, President
 Cristal R. Brenneman, Executive Assistant & Director of Special Events
 Cindy A. Friese, Assistant for Special Events and Sponsorships
 Cleo Bell, Coordinator of Marketing & Communications and LCD

CDCC CONSULTANT
 Judy Diogo, Past President

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

Thank you
to the CDCC
Cornerstone
Members!



An Industry Exclusive
CDCC Marketing Package!



Energy/Utility



Banking



Casino/Entertainment



Medical/Rehabilitation



Engineering



Insurance



Real Estate

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



cdcc
Central Delaware
Chamber of Commerce



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

Cornerstone Members

Call Before You Dig



As the snow begins to melt and the ground thaws, many eager homeowners and landscape professionals across the country will roll up their sleeves and reach for their garden shovels to start projects that require digging this spring.

Homeowners beginning small projects like installing a fence or mailbox or planting a tree may believe they are safe to dig freely within the boundaries of their own property. However, this is not entirely true. Utility companies have buried gas, electric and communication lines on both public and private properties.

When planning a job that requires digging, even if hiring a professional, a call to 8-1-1 is required before work begins. The 8-1-1 service is free and couldn't be easier. It's a Federal Communications Commission-designated national one-call number that connects a caller from anywhere in the country to the appropriate local one-call center. The one-call center then alerts local underground facility owners so they can mark the approximate location of their lines with paint or flags.

A national survey by the Common

Ground Alliance (CGA), the national association dedicated to protecting underground utility lines and the people who dig near them, recently found that 45 percent of residents planning a digging project fail to call 8-1-1 to ensure that they may dig safely. That means thousands will put themselves and their communities at risk by not calling 8-1-1 a few days beforehand to learn the approximate location of underground utilities.

Miss Utility (short for "miss the utilities") is the official one-call notification center for Maryland and Delaware. The law in these states requires prior notice to all utility operators of any proposed excavation or demolition so that they can mark the locations of any underground infrastructure they have that may be affected by an excavation project.

Call 8-1-1 or 800-282-8555 (Delaware) or 800-441-8355 (Eastern Shore of Maryland) Monday through Friday, 7 a.m. to 5 p.m., to create a dig ticket. This process will notify the affected utility owners of the planned project and provides them with the opportuni-



ty to locate any buried lines and pipes. Tickets may also be processed online at www.missutilitydelmarva.com.

After the site has been marked or cleared by the notified utility operators; homeowners or contractors may carefully dig by hand around the marked lines. Mechanized/electric/power equipment may not be used within:

- Delaware Excavation: 24 inches of the marked lines.
- Maryland Excavation: 18 inches of the marked lines.

If a natural gas line is struck, Chesapeake Utilities quickly responds with professional representatives to assess the damage and community impact, creating a safe zone for the public while inspecting the damage and repair. Safety is Chesapeake Utilities' number one priority.

Planning work to ensure a safe and successful project should be everyone's number one priority. Call 811 before you dig. Safety is a responsibility shared by everyone.

Harrington Casino Donation Drive Nets \$15k For Food Bank of Delaware

Generosity was omnipresent on Feb. 20 at Harrington Raceway and Casino, as more than \$15,000 was raised in the 8th annual donation drive to benefit the Food Bank of Delaware. The 2022 fundraising totals exceeded last year's, which brought in approximately \$12,000.

There was an outpouring of support from the community as nearly 1,500 guests participated in the fundraiser.

"Harrington Raceway and Casino is committed to strengthening and improving our community, and the Food Bank is one of the organizations for which we have a strong collaboration," said Hank Rosenberg, chief operating officer of hospitality at Harrington Raceway and Casino. "It has been a trying two years for the whole country and it is sad to think that with all of the complications we have been facing, the main challenge for many is just putting food on the table. Unfortunately, I think that need is often understated right here in Kent and Sussex Counties. We are so grateful to our patrons and staff who participated in this event."

The Food Bank of Delaware has two locations in the "First State", one in Newark and the other in Milford.

"We can't thank Harrington Raceway and Casino enough for this generous gift," said Chad Robinson, Food Bank of Delaware director of external affairs. "Over 50 percent of our statewide distribution is in Kent and Sussex counties, which tells us there is great need in our local communities. This gift will provide over 45,000 meals for food insecure Delawareans. With partners like Harrington Raceway and Casino, who care about the communities they serve, we are working to achieve our vision of a community free of hunger."

The Food Bank of Delaware's mission is to provide nutritious foods to Delawareans in need and facilitate long-term solutions to the problems of hunger and poverty through community education and advocacy. The FBD relies heavily on volunteers and its hundreds of hunger-relief partners in its food distribution efforts. For more information or to donate, go to fbd.org.



From left to right, Harrington Raceway Director of Public Relations Matt Sparacino, COO of Hospitality Hank Rosenberg, Players Club Manager Joanne Durham and Food Bank Director of External Affairs Chad Robinson.



LCD Class of 2022: Government & Politics Day



Bills, Bills, Bills! This only grazed the surface of what was covered on Government and Politics Day for the LCD Class of 2022! Family Medical Leave Act, Legalization of Marijuana and legislative public access were just the beginning for a day packed with legislative learning and fun for the inquisitive class!

The Leadership Central Delaware class began their day with live presentations from State Rep. Danny Short (House Minority Leader, 39th district) and paid lobbyist, Scott Kidner of C.S. Kidner and Associates. After personal introductions and brief overviews of each of their careers, they each shared relevant information on how the government is functioning now amidst the COVID-19 pandemic and how the public can best stay involved for the betterment of themselves and their respective businesses. The Class of 2022 was one of the first groups safely allowed access back into Legislative Hall, and for that we are especially grateful for this in-person experience!

Rep. Short, who also serves on the Small Business Caucus, stressed the importance of knowing one's legislators and how to connect with them relatively easily. He continued to mention how crucial it is for constituents to physically write their own emails with own personal touches, including their contact information, so that legislators can easily respond. One would be amazed at how often this simple gesture is overlooked and how impactful it can be. Short helped the class realize the incredible benefit of living in such an accessible state. In Delaware, almost anyone can get in contact with their legislators, and much can be changed in matter of three phone calls. Many other states cannot say the same, and therefore the class, and residents alike, should take advantage of this unique privilege. Rep. Short made the class feel at home by reminding them that state officials and legislators are just like them and there is no need to be intimidated in building relationships with them – that is what they want, and we are all stronger together because of it!

In conjunction, lobbyist Kidner facilitated a thought-provoking presentation on how the government is pushing through the challenges brought on by the COVID-19 pandemic. With virtual methods in communication playing a critical role in keeping government activity moving, it has greatly changed the way the general public interacts with officials. COVID-19 has been a proven barrier in the issue of public access to “Your House, Our House” as Kidner stated in referencing Legislative Hall. Although Zoom calls increase quantity of interested minds on a proposed bill, it does not always increase the quality of the discourse that surrounds it.

Our first two speakers responded to questions from the class before a quick break prior to their informative Legislative Hall tour. The class visited the legislative and senate chambers. Historic photos of past governors and state officials caught their eye as they walked through the marbled floors of the beautiful building.

Next, it was time for two intense hot-topic roundtable discussions! First, the class addressed the Family Medical Leave Act (FMLA) led by State Sen. Sarah McBride (district 1), the bill's sponsor, and by Mr. Robert Ware, director of operations at Merry Maids and Home Instead Senior Care. This was a strongly fueled debate from both sides that gave the class a lot to think about. A greater picture was drawn on what this bill would look like if implemented in small businesses and how Delaware could accommodate the business community's concerns. Each version of this bill has the potential to greatly impact small businesses, so class learned enough information to help them diligently weigh all sides of the civil argument.

The same could be said as the discussion transitioned over to House Bill 305: Legalization of Marijuana. State Rep. Jeff Spiegelman (district 11) and Mr. Dee Gibbs, plant manager at Kraft Heinz, offered the class another fruitful discussion on their positions on the proposed legalization of recreational

marijuana. This highly lucrative bill hinges on the issue that tests do not currently exist that can thoroughly and accurately test the longevity of presence of the substance in the body and quantify it easily (in short, how long ago the person might have used the substance, or how much they might currently be impaired). Rep. Spiegelman has estimated that if cannabis is legalized, the State of Delaware could expect around \$30 million in tax and permitting revenue; this is indeed a “money bill.” He noted that this bill isn't new to the state; it has been introduced to the House numerous times and is very close to passing. However, it has been consistently poorly presented in what he called “a copy-and-paste fashion similar to the allowance of alcohol.” However, the room almost unanimously agreed with Rep. Spiegelman that the bill needs its own individualized scrutiny to face changing times.

Mr. Dee Gibbs used his background of running a food factory and distribution center to make it known that workplace safety is his utmost priority. He is concerned with each and every one of his employees' safety while on the job. Operating heavy machinery and handling food in a factory requires a great level of mental alertness. Although Kraft Heinz is a progressive company, Gibbs reiterated clearly that safety, quality and productivity are of the utmost importance to him and throughout his distribution chain down to the customer.

After another brief break to absorb all that pertinent information, the class heard from Judy Diogo, CDCC consultant, and Janie Libby, LCD Steering Committee chair, as they spoke on behalf of the Central Delaware Chamber of Commerce. The pair expressed the Chamber's role in the legislation process, how they are advocates for the interest of small businesses and which bills the CDCC is currently tracking. Diogo presented a document clearly displaying these bills for the class to reference, with each synopsis, the CDCC's stance on it and its updated status. In addition to HB 305 and SB 1 (the earlier

roundtable topics), the document charted HB 262 (Data Brokers & Consumer Protection) and HB 288 (Employer Paid Time Off to Vote).

Libby and Diogo made the class aware that the CDCC monitors legislation on both the state and federal levels. The Chamber sometimes works alongside Legislative Hall lobbyists to communicate their concerns on behalf of the small business population here in Central Delaware. Their work is so valuable to small business owners who often do not have the time to vigilantly stay updated or intervene on legislation that will affect their businesses. The CDCC's tireless work has made them educators, advocates and defenders for local small businesses, which the class was grateful to learn more about. To know someone has their back at the CDCC was very reassuring for the class.

Finally, the class took a short walk across the Greene to meet Mayor Robin Christiansen in Dover's City Hall Council chambers. Here they embraced each of their assigned roles in order to perform a mock City Council hearing. From council president to attorneys and homeowners, all roles were filled and executed professionally by the class as they debated over the fictional annexation of a property into the City of Dover. Mayor Christiansen guided the mock exercise and kept the class in order once a homeowner tried to raise tensions. It was a thrilling and engaging (and a bit amusing) learning exercise for the new leaders to see how a true council hearing operates.

Government and Politics Day 2022 was packed with thought-provoking discussion and legislative activities. The class learned so much about their local government and how they can get involved to create real change in their communities. Respect, credibility and character were the day's leadership traits, which the class and speakers exemplified wholeheartedly. The CDCC would like to thank the day's speakers, hosts, volunteers and everyone involved in making Government and Politics Day an amazing success!



An Invitation to Join the Next Generation of Leaders

From the time we experience the childhood game “Follow the Leader” or the honor that accompanies the assignment of “Line Leader,” we begin to learn the importance of developing efficient, fair and impactful leadership skills. In the simplest terms, “leadership” is defined as the art of motivating a group of people to act toward a common goal – but true, genuine, effective leadership is so much more. The toolbox of an effective leader contains a variety of skills and character traits that help guide, direct, and influence those who follow.

But how does one develop these skills and traits? And more importantly, how does one learn to use them appropriately to affect the change, stimulate the growth, and encourage the excellence needed to reach goals.

To understand what this all means and to begin to discover your role in leading change in Kent County, check out the CDCC’s Leadership Central Delaware (LCD) program and become part of Central Delaware’s next generation of leaders!

The Central Delaware Chamber of Commerce (CDCC) is seeking applicants for this dynamic and life-changing

program. Later this spring, your CDCC will host its annual LCD Invitational Reception. This reception creates a platform where LCD alumni come together to share with prospective members of the next LCD class information about this paramount leadership development experience. (Stay tuned for details regarding the event date, time and location.)

Since its inception, Leadership Central Delaware (LCD), the diamond program of the CDCC, has graduated more than 450 individuals and had a significant positive impact here in Central Delaware.

LCD’s 10-month program includes 9 day-long learning sessions (one per month, beginning in October), an opening and a closing retreat, and graduation. Each day-long session (8 a.m. – 5 p.m.) is focused on a different economic segment of Kent County. The days are spent hearing from the leaders of various industries, enjoying presentations and tours, and engaging in hands-on learning experiences.

LCD is designed to create effective, dynamic, knowledgeable leaders. This program connects emerging leaders through diverse networks, while en-

hancing leadership skills and community knowledge, resulting in increased value, individually and professionally.

Participants in LCD gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the community, connections with people of influence, and an understanding of the importance of collaboration among businesses ... all while developing and enhancing their own leadership skills. Sponsoring companies will receive ten months of advertising to 1,000+ people through numerous CDCC avenues, engaged and connected employees who are ready to make a

positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work, and play.

Start planning now to be part of Leadership Central Delaware and stay tuned for details regarding our FREE Invitational Reception. Class sizes are limited – participants are chosen through an interview process. To learn more about Leadership Central Delaware, visit www.cdcc.net/education/lcd. For more information, please contact the CDCC Office (302)734-7513. It’s time to start building Central Delaware’s next generation of leaders!

Sponsors confirmed as of 9.21.21

LEGISLATIVE LUNCHEON

Continued from Page 1

County Senators and Representatives, and participate in an open dialogue concerning business issues.

During the event, members of the Legislative Affairs Committee will ask pertinent questions of the gathered lawmakers regarding the issues that make up the CDCC’s legislative agenda. This event will give our business community a chance to hear from each legislator and learn more about their stance on current issues. The discussion will be kept to the issues that promise to have the most impact on business in Central Delaware. This event also provides our legislators with an opportunity to hear first-hand

about the impact legislation will have on their business constituents.

The cost of this event is \$45 for Chamber members, if paid before March 9th, \$55 after March 9. A reserved table of 8 may be purchased for \$360. Non-members are invited to participate for \$75 per person.

We would like to thank our sponsors who have helped to make this event possible (as of Feb. 28): our Signature Sponsor – BIG Investment Services; our Platinum Sponsors & Cornerstone Members: Century Engineering, Chesapeake Utilities, Dover Federal Credit Union, Harrington Raceway & Casino, KraftHeinz Company, L&W Insurance, PAM Rehabilitation Hospital of Dover and R&R Commercial Realty;

our General Assembly Sponsors – Allen Insurance Group, Artesian Water Company, Inc., C.S. Kidner Associates/Capitol Strategies, Comcast, Delaware State News, Delaware Association of Realtors, Delmarva Power, Del-One Federal Credit Union, Delaware Municipal Electric Corporation, Dover Motor Speedway, Fifer’s Farm Store, George & Lynch, Inc., Highmark Blue Cross Blue Shield Delaware, McGinnis Commercial Real Estate Co., Parkowski, Guerke, and Swayze, P.A., Pepsi Bottling Ventures of Delmarva, Shore United Bank, The Malmberg Firm, LLC, The Willis Group, LLC, and Wilmington University.

For more information or to register for this informative event, please call the CDCC



Office at (302) 734-7513 or email admin-assistant@cdcc.net. We look forward to being with you on March 17, as together, we hear about the important legislative issues facing business in Central Delaware.

MILITARY AFFAIRE

Continued from Page 1

designed to recognize a civilian community for outstanding support to a nearby Air Mobility Command base. The winner is determined by a selection group comprised of members of the Abilene Chamber of Commerce’s Military Affairs Committee in Texas. We could not be more honored to celebrate this memorable achievement on behalf of the Central Delaware community with Military service members! We are so thankful for the work that they do, not only for our country, but for our local community right here. The relationship between the CDCC and our military personnel at the DAFB is an invaluable one and we could not imagine Central

Delaware without it.

No one is a stranger to the challenges that the COVID-19 pandemic has brought upon almost every aspect of life. That is why the CDCC is even more appreciative in accepting the Abilene Award at this moment in time. To not only maintain, but strengthen our relationship with our DAFB during the height of the pandemic, makes this honor that much more special for us all! If there is one takeaway from the pandemic, it is that teamwork indeed does make the dream work.

The CDCC cannot wait to celebrate this achievement with our community and service men and women who made it happen! The CDCC and Central Delaware community are stronger

together when we continue to foster an atmosphere for positive discourse, the exchange of new ideas and collaborative cooperation. It is here where impactful change begins and can develop into strong synergy to affect the years to come.

The CDCC expresses great gratitude in welcoming the Abilene Award home for the fourth time! We thank the DAFB for their continued support and service to us, their community, and our country. Please join us in celebrating this momentous achievement at this year’s Military Affaire at the Clubhouse Ballroom at Noble’s Pond. Your support is needed and valued more than ever!

For more information on the Military Affaire and the Presentation of the Abilene



Award or to register to attend, please contact the CDCC at (302)-734-7513 or visit www.cdcc.net. The Noble’s Pond community clubhouse, “The Point” is located near the community entrance at 13 Nobles Pond Crossing, Dover. We look forward to seeing you at this memorable event very soon!



Capital Briefing: Tackling the Issues Together

In Delaware, the relationship between its citizens and its public servants is unique. This interesting bond may have a great deal to do with the state's small size, or perhaps, it could be because so many Delawareans are natives - they grew up here, went to school here, live, work and play here. It is not unusual for a person's assigned legislator to live two streets away, or be a distant cousin, or be a classmate of a younger sibling.

Residents and businesses alike take great interest in what's happening at Legislative Hall and, in normal times, have enjoyed free access to the lawmakers that serve there. In terms of creating laws and upholding policies, there is a spirit of collaboration. That makes Delaware unique.

On Feb. 24, a little over a month after the reconvening of the 151st General Assembly, the CDCC hosted a reception in which this remarkable kind of teamwork took place. Legislators, CDCC board members, sponsors and guests gathered at Roma Italian Ristorante for an evening of conversation. The purpose of this symposium was for board members to share with current lawmakers the legislative agenda of the Chamber, hear their thoughts, ask questions, learn and create an air of collegial understanding.

The lively conversations swirled

around topics concerning business issues such as family medical leave, the legalization of marijuana, workforce and tourism development and the like. In addition, much time was spent discussing the need to re-open Legislative Hall so that Delaware's in-person way of accomplishing the business of the people can resume. All was shared in a friendly exchange of ideas and much learning was accomplished on both side of the dialogue.

The Central Delaware Chamber of Commerce encourages all business leaders to be engaged in the work of the 151st General Assembly. The lawmakers who will gather at Legislative Hall from now until June 30 are interested in what you have to say, they want to know how their decisions will affect your business. They serve at the pleasure of the people - and the people have a deep responsibility to remain involved in the process.

Your CDCC constantly monitors the work of the General Assembly on your behalf in order to keep you informed and up to date. Be sure to read the "alerts" and other notifications we send out. Let's celebrate these unique relationships here in Delaware by working together as a team, not just to make one's own business better, but to all make businesses better.





2022 Economic Forecast Breakfast shares big-picture outlook and advice

“We’re not anywhere near a recession” reassured Mr. David Boothe, president and chief compliance officer at BIG Investment Services, to our eager attendees at this year’s Economic Forecast Breakfast on Feb. 10. CDCC guests filled the beautiful banquet room overlooking the sunrise upon the golf course at Maple Dale Country Club in Dover. Chatter, laughs, smiles and hugs filled the air as everyone got reacquainted with each other before sitting down to a wonderfully prepared breakfast from the accommodating service team at Maple Dale. This was the perfect start to prepare our business professionals to digest what our qualified speakers had to share for the day regarding their calculated predictions of the economy.

First to share his expertise on economic activity was Mr. David Boothe. With over 20 years as a full-service financial advisor, and helping clients reach their retirement and financial goals, it is safe to say that he is more than qualified to speak on this sector. Boothe has continued to successfully support his clients through the economic challenges brought on by the COVID-19 pandemic. He elaborated on how he has personally dealt with the hardships, but also how we, as a community, can all keep moving forward

through this ever-changing economic landscape.

Furthermore, Boothe addressed what might have been an elephant in the room: inflation. Economically, no question, we are in the midst of an inflation period, and its effects can be felt in numerous ways with which the community is familiar. Boothe reminded everyone to keep the bigger factors in mind that may be out of their control, such as high demand and low supply, labor shortages, transportation and distribution issues leading to supply chain breakages across the world. He recognized how this may sound very daunting and not prosperous in the least. However, he believes that inflation caused by those issues mentioned is “close to peaking and will tame itself soon enough.”

Consequently, Boothe spent the majority of his presentation on his area of expertise, which is asset allocation. He compared the now antiquated 60/40 split between stocks and bonds to today’s economy, and he does not see that continuing to work in the future. He advised the room to pick “great quality stocks” right now, as trillions of dollars of COVID-19 stimulus funding are still circulating and the economic impact is lingering. Boothe proceeded to mention “stocks handle inflation better than bonds [historically]” and citizens’ personal finances should “embrace a little more volatility” in the upcoming months to years in the stock market. Finally, Boothe made the assembly aware that the activity in the Ukraine can influence not only select stocks but the nation’s economy also. This is something to keep updated on, as effects will trickle down to small and large businesses alike. In closing, Boothe notified

everyone that “The Game isn’t over — it’s just going to be a bumpier ride.” It’s going to get worse before it gets better!

Next at the podium was Mr. Cerron Cade, director of the Office of Management and Budget (State of Delaware), to present with the question in mind of “how can we responsibly grow government without drastic peaks and valleys?” After declaring that, overall, “budgeting has gotten trickier,” he delved into his Year in Review and Sustainable Finances reports through a visual presentation. Cade informed guests that our state government has “not been spending too much, but trying to keep up with population growth and state needs.” This was before talking about implementing the Budget Stabilization Fund, which would be a rainy-day fund that shows responsibility in the State of Delaware. This was a presentation solely focused on State funding and revenue, not incorporating Federal funding yet.

The central purpose of Cade’s presentation was to deliver numbers on the State’s funding and explain where the money is being allocated. His slides displayed statewide school infrastructure budgets upwards of \$100 million to invest in Delaware’s children and families. Another \$20.6 million has been in the area of student’s mental health. Scholarships such as SEED and PROMISE for our higher education population have been supplemented. Additionally, he noted that the State is trying very hard to keep money in the pockets of business owners but recognized that the bulk of this funding will come from corporate income tax. Cade remarked that this is a responsible budget coming from the State of Delaware that emphasizes and secures two big components of what makes a strong community —

education and families.

To conclude the morning, guests heard from Mr. Michael J. Petit de Mange, Kent County administrator. Mike discussed that, although they are facing delays in receiving federal money due to federal compliance issues, he reassured that “it is indeed coming, businesses hold on” just a bit longer. Mike’s presentation immersed listeners in the amazing growth that is occurring right here in Kent County with the new post office, Bayhealth Family Medicine building, David E. Robinson Elementary School in Magnolia, DE State Police Troop 3 and DE Solid Waste Authority. In addition, a new paramedic unit will be completed in April on Route 8, which will reduce the travel time for medical personnel to reach West Dover. To end on a high note, he announced that 73,000 acres of land have been reserved for agricultural purposes, which is one of the biggest economic forces for the state. In fact, \$105 million has been invested in agriculture to “survive and thrive as we move forward,” encouraged Petit de Mange.

Overall, this year’s Economic Forecast Breakfast was an enlightening outlook on the status of Delaware funding and what business owners can do to protect themselves and their businesses. The Central Delaware Chamber of Commerce deeply appreciates our proficient speakers and all in attendance for sharing their time and valuable knowledge with our community and making the event a vibrant success! Special thanks goes to our event sponsor, BIG Investment Services. Discussions like these remind us all that we are stronger together as a community-economy when we support each other through the sharing of knowledge!







Mixin' it Up at Bally's Dover

Great food, great atmosphere, great people, and prizes! What more could you want for a fabulous evening? CDCC members and friends mingled well into the evening at our Sunset Business Mixer on Feb. 24 at Jerry Longo's Meatballs and Martinis located in Bally's Dover Casino Resort. The Sunset Business Mixer is the premiere networking event from the Chamber. It is a great time and place to exchange business cards, make new connections and connect with your fellow local businesses, in addition to getting your business's name out there.

expanding your business by utilizing all the resources that the CDCC offers you. Those who complete their journey to 5-Star status will be recognized in several publications throughout the year in addition to photo and mention in our Chamber Connections. Congratulations to our new 5-Star Members, Michelle Devillers of Celestial Shoes, Mike Davis of G. Fedale Roofing & Siding, and Steve Whalen of My Instant Team. We appreciate your dedicated involvement with the CDCC!



Members found their name tags and dropped their business cards in the bowl for the drawing before heading into the beautiful restaurant and bar at Jerry Longo's. The place came to life as our guests filled the room with engaging conversations, laughs and hugs all throughout the evening. New and familiar faces united in discussion over a delicious arrangement of hor d'oeuvres and a specialty martini concocted exclusively for the event.

To finish the evening strong, CDCC President, Dina Vendetti, drew the lucky business card raffle winners. Our members were so excited to receive their generous door prize gifts donated by other members in attendance, as well as gift cards and certificates to local stores and restaurants. The winners posed for pictures and excitedly cheered each other on!



The CDCC staff was excited to pin their new 5-Star Members! The 5-Star member program is designed to help our members get the most out their membership with us by urging them to stay involved with lively events such as this one. This pinning recognition sets you apart from other businesses by showing that you are committed to

The CDCC would like to thank everyone in attendance at February's Sunset Business Mixer hosted by Jerry Longo's Meatballs and Martinis in Bally's Dover Casino Resort. Thank you to the attentive servers and staff who also made the night a great success! Thank you to everyone for a making this a great evening filled with community and enjoyment. The CDCC hopes to see you at an upcoming event very soon! Visit cdcc.net for our event calendar or give us a call at (302) 734-7513.





There's Value in the 55+ Expo for People of all Ages!

Did you know that senior citizens represent the fastest growing sector of Delaware's population? It is estimated that by the year 2030, 28.4 percent of the first state's population will be 60 years of age and older. That demonstrates an increase of 41 percent since 2012! Did you know that the average life expectancy in the United States is nearly 80 years of age (double that of the average life expectancy of nearly 40 in 1860)? That means that there are 25 years to plan for, once a person reaches 55!

The CDCC is now in its 21st year of presenting the popular 55+ Expo. While much of what happens at the event is planned with senior citizens in mind and much of our energy is focused on ensuring that the golden years are filled with life and energy, the 55+ Expo is NOT an event just for senior citizens! If a person waits until they are 55 to plan for the next 25 or more years, it will be difficult to make their dreams come true – those plans need to be made while there's still time to create that happy future. In addition, many people, beginning at about age 35, find themselves caring for aging relatives, so YOUR Chamber created a Caregiver's Support Center to provide information to help you navigate the course of serving as a care provider. The 55+ Expo, with a variety of vendors, features a many goods, services, and resources that can help. Don't skip this article because you are not yet 55... and don't skip the Expo either, or you may miss something truly valuable for someone your age, whatever your age is.

On Thursday, April 7, from 9 a.m. to 3 p.m., people from around our region will gather at Bally's Dover Casino Resort – Rollins Center for one of the largest expos of its kind in Delaware, the CDCC's 21st Annual 55+ Expo. The Central Delaware Chamber of

Commerce is pleased to present an event designed to bring seniors and their caregivers together with the products and services that will allow them to live their best lives. This FREE event will showcase businesses that can assist our seniors as they do their best to maintain active lifestyles and stay involved in their local communities.

Bayhealth Medical Center will be on hand to provide information regarding wellness and healthy living. Consultants will be on hand to help answer questions and offer guidance on the journey to better health. This day-long event will also feature sponsor-conducted seminars and live entertainment.

The 55+ Expo also offers help for a younger generation that may be providing care for parents and grandparents in the Caregiver's section of the expo. Caregivers bear an enormous responsibility. Knowing the multitude of resources that are available and how to find them will be a critical component as you care for your family's older generation.

If you are interested increasing your company's name recognition and expanding awareness of your brand, you may want to consider participating in this event as a sponsor or a vendor! This expo allows us to bring customers to you all under one roof. This expo event will also give vendors and exhibitors an opportunity to network with others in your industry!

For more information on attending the expo or serving as a sponsor or vendor, call the CDCC Office at (302) 734-7513. We look forward to seeing you on April 7, enjoying this unique expo and, whether you are a senior, someone who's planning to be a senior, or a caregiver, discovering new ways to live your best life!



Can people find your business when searching online for your products and services?



Search Engine Optimization and Search Engine Marketing are tools to help you reach the largest number of your best prospective customers through search engine results.

Contact us today to schedule a free consultation with our local team and find out more about the benefits of Search Engine Marketing.

We work with the top search engines to drive traffic to your website, plus we offer customized Search Engine Marketing campaigns.



mvalania@iniusa.org
galaxy110.com





The 2022 Home & Garden Show

It was time for the Expo – it wasn't a spoof,
Home & Garden experts all under one roof!
Roofing and windows and building and more,
Just what your homes needed – from attic to door!

Whether fixing the inside or renewing the bath,
Our banks were on hand to help with the math.
Electricians brought wiring and even some plugs,
And others who specialized in removing the bugs.

Some needed a mortgage, others a loan,
Still more, new construction that they soon could own!
Our realtors and builders worked hand in hand
To help build your palace on your plot of land.

A wonderful garden center took the back corner spot,
And helped customers with bushes and plants in a pot.
Gutter services and black top were nothing to pass,
And beautiful windows made of sparkling new glass.

Keeping homes dry, hooking up a TV,
But cleaning your place was left up to you and me.
Newspapers, garages – everything was quite near!
Roofing and tools and even John Deere!

Restoration and cleaning, and knives to cut bread –
Even phones built to read what the person just said.
As soon as guests entered through the gold room door
They were treated to ideas and products and more.

To Harrington Raceway for their room of Gold,
And to our sponsors great THANKS must be told...
Homeside Financial, G. Fedale we thank YOU –
Delaware State News made sure everyone knew!

The Home & Garden Expo, a second-time event,
Was fun and informative – the days were well-spent!
To all our great guests let's give a big cheer –
And do it again at the same time next year!





Thank You to Our Sponsors!



Thank You to Our Host!



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

OUR NEWEST
5-Star Members



Steve Whalen
myInstant Team



Mike Davis,
G. Fedale Roofing and Siding



Michelle Devillers
Celestial Shoes

Your Town. Your Voice.
Your News.



SUNSET MIXER

Continued from Page 1

offer marvelous delicacies baked fresh daily and without additives and preservatives. In addition to their beautiful pastries, muffin, signature “cruffins,” pies and cakes, they are pleased to create savory choices as well, such as sandwiches, soups and salads. They carry some unique La Baguette merchandise and locally produced gift items as well. This mixer will be a wonderful opportunity to learn more about La Baguette Bakery & Catering and hear all about what they do for our community!

The CDCC Sunset Business Mixer is a great way to make connections and collect qualified leads. You will want to come and catch up with other CDCC business members in a casual setting at the end of a workday over delicious refreshments. Don’t forget to bring our business cards – and be sure to place one in our drawing for door prizes and a chance to win cash in the 50/50! You can even win the opportunity to be CDCC’s Member of the Month!

For more information or to register for the March Sunset Business Mixer, please call the CDCC Office at (302) 734-7513 or visit our website at www.cdcc.net and register through the Calendar of Events. We look forward to seeing you at La Baguette Bakery & Catering at the end of March!



Member News

Leading in Times of Disruption



Jessica Moyer, owner of The Ice House Wellness & Community, had the incredible privilege of interviewing Tom Ziglar, the CEO of the Zig Ziglar Corporation, on Monday, Jan. 21, on Facebook Live. The interview was focused on Tom's newest book "10 Leadership Virtues for Disruptive Times: Coaching Your Team Through Immense Change and Challenge."

The 30-minute interview featuring an overview of the book and an intriguing conversation went live on Facebook at noon. Jessica, a certified Ziglar Legacy Coach, did a masterful job of guiding the interview with thought-provoking questions and including viewers who commented and asked questions in the chat.

Mr. Ziglar shared that he began the book in 2019. With the onset of the global pandemic early in 2020, the Ziglar Corporation made the decision to pivot their efforts and began relying heavily on webinars to connect with people who suddenly found themselves in lock down. The feedback from the webinars fueled his fire to complete the book and shaped much of the writing.

His book, published in 2021, has quickly become a resource for leaders who are struggling to find new ways to make a significant and positive impact on their team in a world that is rapidly changing. Tom Ziglar is a proponent of servant leadership and believes that working to bring out the best in everyone is the best way to achieve results. To that end, his book focuses on 10 core virtues: kindness, humility, respect, persistence, selflessness, encouragement, positive expectations, self-control, firmness and hope.

Ziglar has found a unique way to deliver cutting-edge research, coupled with wisdom gained from experience and insights from his work at Zig Ziglar Corporation, that helps to identify communication style that will keep everyone on the same page. In addition, he talks about the importance of closing the "empathy gap" between management and staff so that a more connected team emerges and reaches its fullest potential.

Ziglar explains the idea of "coach management" and its usefulness especially during periods of disruption. Tom shares that the goal of the leader should always be to help team members thrive both at work and at home. During the interview, he shared that "a coach leader doesn't wait for something to go wrong."

"A coach leader meets with each member of the team and says 'I see potential in you. I see greatness in you. Where do you want to go from here?' and then, together, they work to make it happen," commented Ziglar.

To learn more about Tom Ziglar and the Zig Ziglar Corporation, visit them online at www.ziglar.com. The book, "10 Leadership Virtues for Disruptive Times: Coaching Your Team Through Immense Change and Challenge" is

available now in stores and available online. This book, as well as Jessica's recent book, "Triumph Through the Tears-Finding Hope and Purpose Through Loss," can be found at www.amazon.com and other online retailers.

To connect with Jessica Moyer and The Ice House Wellness & Community, please visit them online at www.purposefullifewellnesscoach.com or on Facebook at www.facebook.com/302icehouse. Thank you, Jessica, for bringing this interview and valuable information to Central Delaware!




Be Bold

Jewelry as unique and precious as you.

The area's most complete and trusted jewelers for over 70 years!

IJO MASTER JEWELER
BRILLIANCE YOU DESERVE

Sayers 

19 South Main St. Smyrna, DE 302-653-9456

Jewelers & Gemologists Since 1950



Try the Master's Tournament ... in Miniature!

Imagine for a moment... impeccably manicured greens and fairways, blooming azaleas at every turn, a gentle Georgian breeze, melodious bird sounds floating above the silence of the hushed crowd... no cell phones, no distractions... just you, swinging your newly polished clubs, and that dimpled white ball making its descent and heading straight for the cup. Picture yourself as the crowd cheers, the television crews roll in, and you are awarded the coveted green jacket. It's fun to imagine!

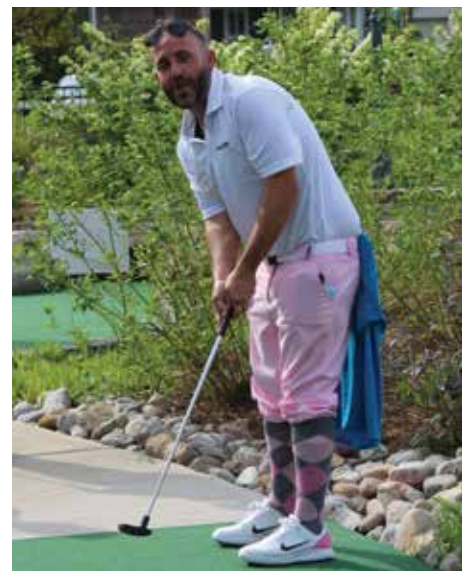
While most of us will never play in, let alone win, the famous Master's Tournament, leave it to your CDCC to figure out a way to host an event where you CAN win the Masters – THE Chamber Mini Masters! THE Chamber Mini Masters Golf Tournament will be held on Wednesday, April 27, at Tre Sorelle Dolcé Ice Cream & Mini Golf, beginning at 4 p.m., in conjunction with the April Sunset Business Mixer.

Since Delaware is about 30 times smaller than Georgia (the home of the original Masters Tournament), it only stands to reason that our version of the famous golf outing would be done in miniature! That's right – THE Chamber Mini Masters is a putt-putt version of the famous golf classic, in

which teams of four will compete on Tre Sorelle's 18-hole mini golf course. Member businesses are invited to sponsor holes and send teams. Individuals may team up with other players to form teams of four as well. Prizes will be awarded in several categories and the overall tournament winner will receive the coveted Chamber BLUE jacket, and of course, bragging rights!

All 18 teams will tee off and make their way around the miniature golf course. They will receive snacks and drinks along the way. Some may reserve the services of their team's own caddie. The golfers may try their hand at skipping the golf ball on one of the water features. Golfers will be able to purchase chances in the ball drop and mulligans to use along the way. This event will, in every way, be our own version of the famous Masters Tournament... in miniature.

This event promises networking opportunities, a chance to gain qualified leads, friendly competition, and fun! Food and beverages will be available. There will be no need for Augusta pimento cheese sandwiches – but instead, be on the lookout for the CDCC signature "Mini Masters Crabby Caddie" and other fun surprises!



Consider playing in this festive and fun event or, perhaps you would like to market your business by helping to sponsor the event. There will be opportunities available for hole sponsors, a hole-in-one sponsor, prize sponsors, award sponsor, as well as beverage and snack sponsors. You won't want to miss this chance to play or to share your company's swag as a Mini Masters sponsor! And, of course, there will be plenty of room for spectators as well!

This Masters in Miniature experience will serve as the Spring fundraiser

for the Chamber. All proceeds from the evening's activity will benefit the Central Delaware Chamber of Commerce and will be spent supporting and sustaining the many programs that help you and your business thrive here in Kent County.

For more information about participating in the Chamber Mini Masters or signing up to be a sponsor, please call the CDCC Office at (302) 734-7513 or visit us at www.cdcc.net. We look forward to teeing off with you at THE Chamber Mini Masters in April!



Taking Care of Business

Hands down the Central Delaware Chamber of Commerce has been invaluable. CDCC leadership is strong, knowledgeable, professional, and committed to the advancement of the participating businesses. They have held professional development courses, economic summits, supplies support (during COVID), zoom updates monthly, advertising, networking, motivation with constant communication. This is also another motivational tool to help new businesses with fresh ideas and market development.

Kristin Stonesifer, The House of Coffi

We are THE Essential resource for the development of businesses in Central Delaware!

www.cdcc.net
302.734.7513

Education Legislation Marketing Networking

Contact us today for more information!



Looking for a great way to share your information???

CHECK OUT CDCC DIRECT!

CDCC Direct is your Chamber's version of Direct Mail. If you want to promote your business, advertise a product or service, or invite members to an exclusive event, CDCC Direct a great way to reach 1,300+ members.

Standard Rate:
(Member provides 8.5 x 11 flyers, printed on one or both sides) \$190

All Inclusive Rate:
(CDCC will print flyers)
Black & White: \$250 per side
Color: \$350 per side

For more information, please contact the CDCC Office at (302)734-7513

Vendor Space & Sponsorships Available!



WHAT WOMEN WANT
FEST

Presented by:



Saturday, April 23, 2022
10 AM - 3 PM

Wild Quail Golf & Country Club
1 Clubhouse Drive • Wyoming, DE

Annual Bluesuiters Golf Tournament

An event designed to promote the wonderful relationship between the Dover Civilian Community and the Dover Air Force Base Community. It is a day of friendship and fun for golfers of every skill level.

Brought to you by: Homeside

Thursday, May 12th
Check In: 10 am
Shotgun Start: 11 am
Jonathan's Landing in Magnolia



Signature Cocktail by Wild Quail Golf & Country Club



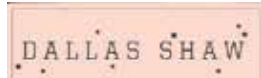
Sponsored by:



Fashions by:



Keynote Speaker:



Door Prizes • Shopping
Health • Wellness • Beauty
Finances • Fashion • Lifestyle
Light Refreshments
Signature Cocktail
& so much more!

Gather with your gal pals for a few hours of fun doing the things you love to do best!

For more information or to purchase tickets beginning 3/14:
DelmarvaEvents.net
302.741.8200 • adsupport@iniusa.org

CDCC joins Shay's Supreme Vending, LLC for Ribbon Cutting



The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Shay's Supreme Vending, LLC, on Feb. 11. The event was held at the CDCC office at 435 N. DuPont Highway in Dover. Chamber members and friends joined Shanetta Lillard to celebrate the official grand opening of this new business!

The mission of Shay's Supreme Vending, LLC, is to provide quality vending machines and offer a diverse range of products that can be tailored to every customer's specific needs. They will place a vending machine and service

it over time, check it, and fill it at your business or its designated high foot traffic location. They are happy to while your business is rewarded with quality vending machine services for your employees and customers. Shay's Supreme Vending, LLC, is excited to provide whatever your company needs: "We can vend anything your heart desires, as long as it's food and drink. We serve it because you deserve it."

Shanetta is a proud graduate of Delaware State University. After nearly 15 years of living in North Jersey, she returned to Delaware in 2018 to pursue

a career at her alma mater. At the same time, she started a business (Shay's Seafood & Soul, LLC), purchased a place to live, and quickly realized that central Delaware would now be "home" for her family. After a year of planning, strategizing and landing a location, she has launched yet another business, Shay's Supreme Vending, LLC.

Shay's Supreme Vending, LLC, is a proud member of the Central Delaware community and is eager to find ways to give back. Between both businesses, Shay's Seafood & Soul, LLC and Shay's Supreme Vending, LLC, Shanetta sees

many opportunities to help this community. Whether it is through providing free meals or collaborating with other businesses on relief or volunteer efforts, Shanetta places a high priority on giving back.

To learn more about Shay's Supreme Vending, feel free to give them a call at (585) 317-5315. Please join the Central Delaware Chamber of Commerce in congratulating Shanetta Lillard and Shay's Supreme Vending on the grand opening of this new business!

CDCC joins Yarn & Bone Pet Supply for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a ribbon cutting ceremony for Yarn and Bone Pet Supply on Feb. 18. The event was held at their new location at 374 Walmart Drive in Camden. Chamber members and friends joined owner, Michael Morris, to celebrate the Grand Opening of this new location!

The mission of Yarn & Bone Pet Supply is to take the guesswork out of shopping for the best pet foods and products for your pets. With many online pet supply retailers and products available, it can be difficult to trust that you are choosing the correct products for your pet. Yarn & Bone Pet Supply, however, has simplified that for you by being your one-stop shop for all your pet care needs. Yarn & Bone Pet Supply offers specialized service with a familiar friendly face to answer any questions you may have regarding your furry friend.

In addition to offering accommodating customer service, Yarn & Bone Pet Supply offers a full range of wholesome food lines, as well as a wide selection

of treats, toys, and more. Your new neighborhood Pet Supply, now located in Camden, Del., even offers full-service grooming, self-service pet washing stations, home delivery services, and pet nutrition counseling to keep your pet at their best inside and out! Yarn & Bone Pet Supply offers pet adoptions in efforts to make sure all furry friends have loving homes. It is important at Yarn & Bone Pet Supply that they make caring for your beloved pets simple, safe, and convenient for owners so they can get back to enjoying life with them!

Yarn & Bone Pet Supply provides customers with everything they need and more to keep their pets clean, fed, and happy! From, cats and dogs, to birds, reptiles and small pets, Yarn & Bone Pet Supply will have what you need for success. You just might find a special gift you didn't know you needed! If perhaps you don't find an item in store, be sure to visit their website where you can shop online and have their products shipped directly to your home, or available for pick-up.

Yarn & Bone Pet Supply is a proud



member of the Central Delaware community and is eager to find ways to give back. Be sure to visit their website for more information on how Yarn & Bone Pet Supply contributes to the Central Delaware community through local animal rescue fundraising events, pet food drives, and more!

To learn more about Yarn & Bone Pet Supply, feel free to visit www.yarnandbone.com or give them a call at (302) 423-8889. Please join the Central Delaware Chamber of Commerce in congratulating Michael Morris and Yarn & Bone Pet Supply on the grand opening of their new location!

CDCC joins Leadership Techniques, LLC for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Leadership Techniques, LLC, on Feb. 22. The event was held at the CDCC Office at 435 N. DuPont Highway, in Dover. Chamber members and friends joined Lisa Hammer and David Newman to celebrate their relocation to Delaware, where they are excited to “Teach from the Beach!”

The mission of Leadership Techniques, LLC, is to help make the world a better place by helping frontline leaders who want to create motivational and psychologically safe environments in which their teams can do their best work and achieve incredible results! As Project Management and Leadership trainers, Lisa and David offer certification courses in the most popular certifications available today (PMP, DASM, DASSM). They also offer training and consulting services in employee engagement and the soft skills. Interpersonal Communications, Emotional Intelligence and Servant Leadership are among some of their most popular offerings.

Leadership Techniques, LLC, got its start on Jan. 13, 2010, in Frederick, Md., so they are now celebrating 12 years in

business! David and Lisa recently relocated their company (and their families) to Delaware, a move they describe as a “dream come true.” They love the area and feel confident that their unique team approach to leadership training will be a huge hit here in the First State!

Leadership Techniques, LLC, is very excited to share that they have added an exciting new element to their training profile: Everything DiSC®. The DiSC assessments are one of the most popular tools in use today to help increase engagement and improve workplace communications. In 2022, they will offer two versions of Everything Disc: Workplace (the basic profile) and Agile EQ (which focuses on Emotional Intelligence). Using these tools helps people understand their differences and similarities and can greatly improve office productivity.

Leadership Techniques, LLC, is a proud member of the Delaware Business Community and is eager to find ways to give back. They are hopeful that they will have opportunities similar to those in which they have participated in the past. Lisa and David have both served in leadership position on the boards of community-oriented vol-



unteer organizations, from Mission of Mercy, a program that provides free and unquestioned medical care to its patients, to helping with community cleanups and helping to plan events to raise money or bring attention to various community causes. They have been quite involved in their community over the years with special attention to Veterans and those in need. They certainly hope to continue in this regard in their

new community and they intend to be as involved as time and the community allows!

To learn more about Leadership Techniques, LLC, and all they have to offer, feel free to visit them online at www.leader-shiptechniquesllc.com or give them a call at (301) 667-3915. Please join the Central Delaware Chamber of Commerce in congratulating them on their 12th anniversary and their relocation to Delaware!

CDCC joins ClearCaptions for a Ribbon Cutting



The Central Delaware Chamber of Commerce (CDCC) celebrated a ribbon cutting for ClearCaptions on Friday Feb. 25, at Harrington Raceway & Casino's Gold Room. The ribbon cutting occurred during the CDCC's second annual Home & Garden Show. Kathleen Cesario and the team from

ClearCaptions, along with Chamber members and staff, were happy to celebrate ClearCaptions' new membership with The Central Delaware Chamber of Commerce.

The mission of ClearCaptions is to serve the hard-of-hearing community with real-time Phone Captioning.

ClearCaptions hopes to make communication easier for everyone, especially those with hearing impairments and difficulty making phone calls. ClearCaptions recognizes the need for effective communication, and their goal is to keep our communities connected through clear methods of communi-

caption for everyone. ClearCaptions intends to remove problematic barriers to free communication to their customers and their families and friends through their captioning services.

ClearCaptions offers home and mobile phone products that display real-time phone captions of the speakers' voice on an easy-to-use touch screen. This company is powered by a federally managed program to offer accurate captions of speaker's voices. This service that ClearCaptions provides is completely free of cost; installation and lifetime support included! With ClearCaptions, there is no need to struggle with hearing phone calls anymore, now the receiver can see what their caller is saying, which makes for smoother and more accurate communication for both parties.

ClearCaptions is a proud member of the Central Delaware community and is eager to find ways to give back! By offering this life-changing service to the community, they are happy to help their clients sustain their independence and live rich and fulfilling lives.

For more information or to schedule an appointment, feel free to contact ClearCaptions at (267) 322-2774 or visit www.clearcaptions.com. Please join the Central Delaware Chamber of Commerce in congratulating Kathleen Cesario and the team from ClearCaptions on their new CDCC membership!

New Member Spotlights

Meet Tomeka Crawford and Tomeka's HomeStyle Eatery



Tomeka's HomeStyle Eatery is a new restaurant that serves traditional soul food with modern twist. At this casual eatery, customers can feast to their delight on popular soul food dishes such as mac 'n' cheese, collard greens, sweet potato soufflé and perfectly fried whiting or wonderfully seasoned baked chicken dishes. The menu doesn't stop there; Tomeka's offers various seafood options and fresh salads as well! The restaurant is also great for take-out if you're on the go or catering options for your next special event! With daily rotating specials, Tomeka's is sure to serve you a hot and fresh meal seasoned with the perfect blend of love, alongside individualized service!

So, who is Tomeka Crawford? Well, she is a woman from the small town of Hurlock, Md., who is now living out the dream she's had for herself since she was only 10 years old, when she began cooking

with her mother. Her mother's cooking skills have been her biggest inspiration as she recalls seeing the immense joy, comfort and laughter that food brought to the people she served. Tomeka and her mother have served her family, friends, co-workers, church members and the community for years.

Crawford will be using her banking and finance degrees from Wesley College and Wilmington University to help her in running her restaurant. Her 18 years of experience in the mortgage/finance area working for a local non-profit agency will only benefit her as she steps into this new leadership role of restaurant founder and owner here in Central Delaware.

Holding a tight grip on her childhood dream all those years, her restaurant journey was set in motion upon being introduced to the Downtown Dover Partnership through the Kent County Open for Business program. She received free vital information on how she could begin to take the steps toward opening her restaurant, Tomeka's HomeStyle Eatery.

This led her to be able to serve her community through the weekly Capital City Farmers' Market on Loockerman Street in June 2018. This proved to be a great opportunity for Crawford to spread the word about her business as well as her passion for cooking while making an instant and direct impact to her customers who now comprise her loyal fanbase! One step led to another, and she has been invited numerous times to be a vendor at various Dover Air Force Base events and other pop-up shops, where she has sold out and has left hungry customers impatiently awaiting her return!

The journey continued for Crawford as the CDCC caught her attention. Once hearing about all the of wonderful benefits a membership could offer her, she happily became a member and declares the CDCC to be "an integral part of Tomeka's HomeStyle Eatery becoming visible in Delaware." She and the CDCC have forged a relationship that has assisted her in "marketing opportunities that have helped her business rise up and shine towards the stars." She has taken

advantage of networking opportunities that have helped strengthen her relationship with Central Delaware by connecting and collaborating with her fellow local businesses! Additionally, Crawford is a proud 2019 EDGE Grant recipient!

Tomeka's HomeStyle Eatery will be proudly opening in March in Downtown Dover, ready to serve up plates seasoned with love for dining in, taking out or catering your next event. Either way Tomeka's will be sure to make it memorable! Feel free to visit Tomeka's HomeStyle Eatery on Facebook or call (302) 399-7640. Please join the CDCC in welcoming Tomeka Crawford and Tomeka's HomeStyle Eatery into membership!



Introducing Delaware Imaging Network



Obtaining necessary medical imaging tests just got much easier for the Central Delaware population! Delaware Imaging Network has partnered with Mid Del Imaging to service patients by providing X-ray, mammography, MRI, CT Ultrasound, Dexa, Fluoroscopy, Nuclear Medicine and Stress Test exams! Delaware Imaging Network is pleased to offer subspecialty radiologists that specialize in specific issues that patients may need.

Delaware Imaging Network is part of a larger company that manages over 400 imaging centers along the East Coast, with offices in Delaware, New York, New Jer-

sey, Maryland and Florida. This company has delivered care to Wilmington, Newark, Glasgow and Middletown for over 50 years. However, Delaware Imaging Network merged with both Papastavros Medical Imaging and Diagnostic Imaging Associates, which fortunately has led Delaware Imaging Network to now service the Central Delaware community!

The goal of Delaware Imaging Network is to increase patients' cost awareness regarding imaging. Patients rely on tests and scans the company provides to diagnose, monitor and help treat potentially life-threatening illnesses. Cutting edge strategies used by the experienced team at Delaware Imaging Network can change outcomes of patients' lives and create a

better understanding of each patients' human body. They are critical in the prevention, diagnosis, and treatment of various diseases. However, these tests can be very costly patients, and that is why the main goal of Delaware Imaging Network is to make patients aware that they can save 2 to 3 times more on these vital services by coming to them, as opposed to going to a hospital outpatient facility. Delaware Imaging Network wants the public to know that they have a choice.

Delaware Imaging Network is excited to join The Chamber for the opportunity to expand their network by connecting with local businesses and fellow members. Their team is eager to stay involved in the community by attending the Chamber's

events and spreading the word about their business in order to help the Central Delaware community. The Central Delaware Chamber of Commerce is happy to have Delaware Imaging Network on board with us!

Delaware Imaging Network is excited to help the Central Delaware community in accomplishing necessary tests and exams, no matter the need! To learn more about Delaware Imaging Network or to schedule your next imaging service, feel free to visit them on the web at www.delawareimagingnetwork.com or give them a call at (877) 990-2121. Please join the CDCC in welcoming the team at Delaware Imaging Network in Dover into membership!

Meet Stephanie Garrett of Coastal Bath Company



Coastal Bath Company is a total bath remodeling company here in the Delmarva area. Whether you want to replace, remodel or convert your bathtub or shower, Coastal Bath Company will take great care of you from start to finish!

The team at Coastal Bath Company specialize specifically in bathroom renovations to get you closer to the bathroom of your dreams! This company will cover all your needs from just a replacement to a complete tub to shower conversion. They offer walk-in bathtubs, new shower doors and installation, bath surrounds, tile and flooring services. They understand that you want the job done fast, and that is why they specialize in easier and more efficient bathroom renovations such as easy-to-install bath liners that can fit over

your existing tub. Additionally, they offer Acrylic Wall systems that are guaranteed not to chip, crack, rust or fade. This modern technique is faster, cheaper, cleaner and longer lasting than previous methods of bathroom installations. Coastal Bath Company is a top to bottom bathroom renovation business on the Eastern Shore. Their expertise in total bathroom design and rebuilding is what sets them apart.

Coastal Bath Company currently serves much of the Delmarva area. They have pleased customers all throughout the greater Delmarva Peninsula such as southern Delaware and Maryland. Coastal Bath Company is stationed in Salisbury, Md., but have exceeded customers' expectations in the surround areas, including Central Delaware.

Stephanie Garrett, general manager at Coastal Bath Company, talked with the CDCC about their business and new CDCC membership. Officially, they have been in business for over two years, but this comes after over 20 years of experience in the world of bath remodeling. She

informed us that the owners started in the field at the early age of 18, first working with tile, which then evolved into working with non-porous, mold and mildew resistant acrylic bath systems. The team began with a warehouse functioning out of their home in Selbyville, which they outgrew very quickly and moved to a bigger location to fit their customers' needs in Delmar, Del. Stephanie let us know that they are excited to celebrate their grand opening on April 7, with their new and improved show room with better options than ever before!

Stephanie mentioned that customer service is Coastal Bath Company's biggest priority. They want to make sure that customers know they are taken care of every step of the way by communicating effectively with them.

Coastal Bath Company decided to join the Central Delaware Chamber of Commerce primarily to get their name out and get people to know who they are and what they do. They are interested in the Chamber's networking opportunities,



too. They are looking forward to making more friends with the Central Delaware community and its businesses. They hope to expand their reach across the Eastern Shore as they service their customers who need them.

Coastal Bath Company is ready and eager to get you closer to the bathroom of your dreams! To learn more about their outstanding renovations, don't hesitate to visit them online at www.coastalbaths.com or give them a call to schedule a consultation at (302) 493-5242. Please join the CDCC in welcoming Stephanie Garrett and the team at Coastal Bath Company into membership!

New Member Spotlights

Meet Mark Hayes and Homestead Gardens



Homestead Gardens opened their first Delaware Garden Center in March of 2021 in Smyrna on the site formerly occupied by Ronny's Garden World. Homestead Gardens has been in business in The Maryland area (Davidsonville and Severna Park) for 50 years. Like Ronny's, Homestead Gardens was founded by a local family who cares

about the surrounding community. "Homestead Gardens was built to be a successful, iconic business that is the premier destination for regional gardeners and growers," commented Brian Riddle, president and CEO.

Homestead Garden offers customers indoor and outdoor plants of all kinds. Inside, they have dedicated greenhouses for houseplants, annuals and vegetables. Outdoors, customers will also find a full array of perennials and landscaping supplies and materials, as well as a wide variety of trees and shrubs. The Davidsonville store offers landscape design, something that the Myrna location is

hoping to add in the near future.

Mark Hayes relocated from the Chicago area and is happy to be here in Central Delaware. When he's not working at the garden center, Mark loves to spend his time fishing and enjoying the great outdoors! In addition, he has two teenage sons who keep him quite busy.

Homestead Gardens is thrilled to partner with the local community through their membership with the Chamber. Putting time and effort into charity work, as well as community work, is part of the fabric of Homestead Gardens. They love to partner on projects with the fire department, senior

centers, the American Legion and other civic entities.

For more information about Homestead Gardens and all they have to offer, please visit them online at www.homesteadgardens.com or give them a call at (302) 653-6288. Please join the Central Delaware Chamber of Commerce in welcoming Homestead Gardens into membership!



Meet Kelly Stottlemeyer of Cutco!



One of the best and most-used kitchen tools is the knife. From everything from spreading butter, to filleting your favorite fish, a quality knife will be your best friend. Once you go Cutco, you'll never have to go back — guaranteed by Kelly Stottlemeyer, sales & service representative of the company, and lifelong user!

The Central Delaware Chamber of Commerce (CDCC) had the pleasure of getting to know Kelly at this year's Home and Garden Show hosted at the Harrington Raceway & Casino's Gold Room. This two-day expo-style event was the perfect place to discuss all things Cutco with Kelly and have her explain, not only the benefits of Cutco's products, but the benefits of her membership with the CDCC.

Cutco is known for their top-of-the-line kitchen cutlery and cookware. The company specializes in professional-grade knives crafted for any kind of cut you could think of. What sets Cutco apart from others in the industry is the quality put into each product. They are built out of high-quality materials that are meant to last you as close to forever as you can get! Because of this, people tend to pass them down for generations throughout their families and use them as sentimental gifts. In the rare instance you lose, damage or weaken any of your Cutco products, just send them in to Kelly, and they will be quickly serviced at their plant in New York and shipped right back to you, in factory-fresh shape. Watch your fingers, these knives are nothing to play around with!

We were surprised when Kelly mentioned to us that Cutco also offers outdoor knives and gardening tools, as well as cooking pots and pans. Cutco

has been a one-hundred percent American-made company for over seventy years (since 1959), based out of Olean, New York, and she is so proud to work for a company that upholds such great values.

When Kelly is not busy spreading the good news of Cutco she is busy saving the bunnies! Kelly is the Vice President of The Eastern Shore Rabbit Rescue operating out of Rock Hall, Maryland. Her rescue organization has received over 190 surrender requests alone. She is very passionate about her work in saving the bunnies and we are thankful for her work in both fields! In addition, Kelly serves in the Salisbury area as a firefighter and paramedic.

Cutco joined CDCC for the great networking opportunities offered, as well as the chance to attend carefully curated events such as the Home & Garden Show. Kelly let us know that she and Cutco really appreciate the chance

to attend events such as this one because they can have face-to-face conversations, not only with their customers, but also their fellow Chamber members and similar businesses.

Cutco is your one and only shop for quality kitchenware that will stand the heat of the kitchen! Cutco's products will stand the test of time for years to come as a staple in your home. To learn more about Cutco, feel free to visit them on the web at www.cutco.com or give them a call 1-800-828-0448. Please join the CDCC in welcoming Kelly Stottlemeyer and the Cutco team into membership!



Meet Chris Stahl and the Delaware Advisory Council on Career and Technical Education (DACCTE)



The Delaware Advisory Council on Career and Technical Education (DACCTE) is composed of individuals appointed by the governor, from both the private and public sectors throughout the State. The membership includes representatives from business, industry, labor and trade organizations, the National Guard and educators representing secondary, post-secondary, career guidance, counseling and special needs.

The Council's mission is to strengthen and enhance the career and technical education delivery system and to assist the State in providing quality programs and expanded opportunities for all citizens. The Council monitors career

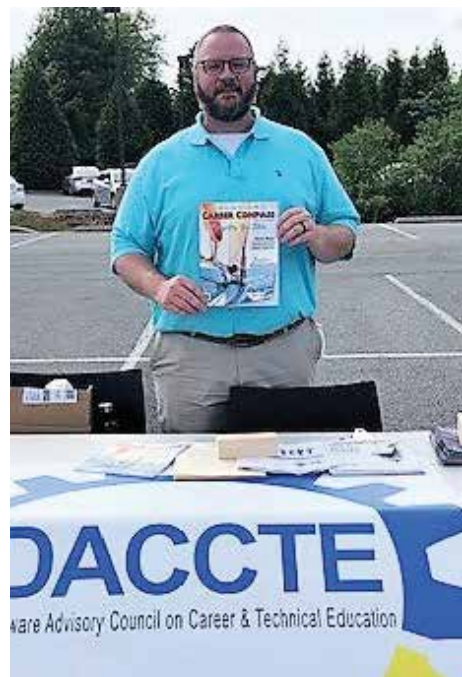
and technical education programs and services on local school districts, agencies, and other organizations to ensure that these programs and services meet established state and federal standards. The Council also makes policy recommendations to the governor, General Assembly, Department of Education and State Board of Education on matters pertaining to career and technical education in the State.

Chris Stahl is only the third executive director since DACCTE began in 1970! Chris has enjoyed a lengthy career in education spanning 20 years. He enjoys his work with the DCCTE team, including Administrative Assistant Janet Nichols and Council Chair Dr. Karen Hutchison. In addition, he has also served as a Future Farmers of America

(FFA) advisor. Chris is married to Kerry, an English teacher at Milford High School. They are proud parents of two daughters, Madison and Makena.

DACCTE is excited to be a new member of the Chamber! They are eager to make connections with the community. They are excited that the CDCC will assist them in bridging the gap that seems to exist between employers and career & technical education. They look forward to networking opportunities and chances to educate fellow business members about their impactful work.

To learn more about DACCTE, visit them online at www.daccte.delaware.gov. Please join the Central Delaware Chamber of Commerce in welcoming DACCTE and their team into membership!



Member of the Month



NAME: Roger E. Hollopeter

TITLE: CEO/Owner

BUSINESS: Personal Protective Products

ADDRESS: 125 N. Fairfield Drive
Dover, DE 19901

PHONE: (302) 242-9670

EMAIL: Holl5340@yahoo.com

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

We provide stun guns, pepper spray, tactical knives, batons, and alarms.

I began by giving signs for protection at Kent County Crime Watch. I spent several years working as a police officer in New Jersey.

Tell us about your role in the business/organization.

I am the owner/franchisee for the State of Delaware.

Tell us something that makes your business/organization unique.

We are personal, and we serve the local community. We cater to individuals' protection needs. All of our items are guaranteed for life and can be replaced free of charge if needed. All Chamber members are eligible for \$5 off any product. We help save people's lives.

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

We hope to have a secure future and more people using personal protective equipment to save lives.

How has the Chamber helped your business/organization grow?

Networking events, such as mixers and more, have helped us build our relationship with people and other businesses. The Chamber has helped us get our name out there and people thinking about the products we offer for their safety.

What is your best advice to other businesses/organizations?

The motto is to 'Be prepared.' I am an Eagle Scout.

Ambassador's Corner

Paul Seibert, Ambassador



varied careers: one's a high school math teacher in NJ, our second is an airport operations manager in NJ, and our youngest is a comic book artist who has participated previously in the Dover Comic Con. Of our three daughters in law, one is a research Ph.D., one is an elementary school teacher, and the other works in agent relations with a large real estate company. Since all live in different parts of NJ, we do our best to see them as often as possible.

I am a licensed insurance agent here in Delaware, but under that license is a specialty category known as "surety bonding." Not everyone knows about this segment. Simply put, a bond is a guarantee of performance of an action or activity. We always ask, "What is the guarantee?" Since I'm an agent, my job is to match the companies I represent with qualified clients who need the guarantees as part of their day-to-day businesses.

In early 2018, I decided to put my many years of industry experience to work for myself, so I started my own company, PS Surety Consulting LLC (PSSC). PSSC is a surety bond broker and most (not all) of my clients are construction companies, large and small, who need bid, performance and

payment bonds to guarantee their work — usually to the entity that is paying for the work. The bonds are guarantees of performance of contractual provisions, so my job requires me to perform credit analysis, financial analysis, read contract documents as well as perform referencing on past performance to increase the likelihood that our clients will be successful. In the government/municipal/public environment, these bonds protect tax-payer dollars against poorly run construction companies! Now you know!

At the same time I began PSSC, I signed a franchising arrangement with KOG International, Inc. one of the largest construction bond brokers in the region. This arrangement gives me direct access to more than 20 high quality bonding companies so I can provide the best possible proposal to existing and prospective clients.

I also sell my products to business owners who need them as part of licensing requirements from states/counties, etc., plus building owners who may need a DelDOT entrance bond.

Recently, I was recognized by CDCC at one of our business mixers as a "5-Star" Member, for my participation in various CDCC events and promotions,



a very exciting and rewarding moment for me.

I believe in small business. The time, effort and determination it takes to be successful in business is truly remarkable. I joined the CDCC when I started my business as a means of networking and getting to know more people in the community. I've found my participation to be highly beneficial, as the CDCC management team is enthusiastic and will to do whatever it takes to promote business in Central Delaware—regardless of niche or specialty. That enthusiasm is why I decided to become an Ambassador, as it helps me to meet people and learn more about what they do. Joining CDCC has been great for my business and I look forward to meeting as many of you as possible!

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 10 years of CDCC Membership this month



Thank You for Your Renewal!

Renewals for January 2022

NAME OF COMPANY	# OF YEARS
Willis Chevrolet, Inc.	44
Courtland Manor, Inc.	43
Highmark Blue Cross Blue Shield Delaware	42
Delaware Division of Small Business	41
Diamond State Party Rental	31
Becker Morgan Group, Inc.	29
City of Harrington	27
Harrington Raceway & Casino, Inc.	26
i.g. Burton & Co., Inc.	26
Telepathy Networks, LLC	26
Luther Towers of Dover	25
Artesian Water Company, Inc.	22
Fairfield Inn & Suites	21
A & H Uniforms	19
Incorporating Services, Ltd.	18
Noble's Pond	16
Comfort Inn & Suites Dover	14
Dan Mikkelson	14
PARASEC - PARACORP inc.	13
Town of Smyrna	13
Dover Tents & Events	13
First State CPAs	12
Service Unlimited, Inc.	12
Delaware Farm Bureau	11
Auntie Anne's Pretzels	10
CNU Fit, LLC	10
Key Advisors Group, LLC	9
Two Men And A Truck	7
Representative Lyndon D. Yearick	7
BDK, Inc	6
Comfort Suites - Dover	6
Delaware Choral Society	5
Ceil Jones, Realtor / Myers Realty	5
Wesley United Methodist Church	5
Alpine And Rafetto Orthodontics	4
George Bailey	4
DE TURF Sports Complex	4
Ingleside Homes Inc.	4
Meridian Bank Mortgage Center	4
Energy Leadership, LLC	3
Humana - Lisa Parker	3
Euphoric Herbals	3
Independent Metal Strap Co., Inc.	2
Liza Orlando, Realtor - Keller Williams Realty	2
Vaughan	2
Xpress Computer Systems	2
PC Christian Radio	2
McDonald's	1
Tomeka's Homestyle Eatery	1
Clean Sweep Custodial Services, LLC	1
Delaware Brain and Spine	1

New Members

Camden Walk In

Ronnie Diem
4601 South Dupont Hwy. Suite 2
Dover, DE 19901
(302) 698-1100

DE Advisory Council on Career and Technical Education

Mr. Chris Stahl
240 N. James Street, Suite 201
Wilmington, DE 19804
(302) 995-8592

Delaware Diagnostic Labs

Ms. Emily Liu
1 Centurian Drive, Suite 103
Newark, DE 19713
(302) 407-5903

First Command

Ms. Brianna Felts
4608 S. Dupont Hwy.
Dover, DE 19901
(302) 736-0472

Homestead Gardens

Mr. Mark Hayes
5580 Dupont Parkway
Smyrna, DE 19977
(302) 653-6288

Rely Tool Supply, LLC

Eric Romero
109 Springflower Place
Magnolia, DE 19962
(302) 445-7359

Roberts Insurance, Inc.

Mr. William Roberts
4164 N Dupont Hwy., Suite 10
Dover, DE 19901
(302) 229-0474

Coffee On Us!

Sponsored by The House of Coffi

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

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



The House of Coffi

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

The winner of the January "Coffee on Us" contest was Roger Hollopeter of Personal Protective Products, who correctly identified the House of Representatives at Legislative Hall. Congratulations, Roger – and thank you for playing our game!

Please note that the same person is qualified to win the Coffee on Us Contest only twice per calendar year.

BUSINESS CARD BULLETIN BOARD

Add your business card to the bulletin board! 741-8297 • bmankin@iniusa.org

Carole A. Kisner
REALTOR® ABR, CRS, GRI

direct: (302)363-3948
Office: (302)677-0020
Carole@AskCaroleKisner.com



KW CENTRAL DELAWARE
KELLERWILLIAMS

1671 S. State St., Dover
302-677-0020

Each office independently owned and operated.

CLEAN SWEEP CUSTODIAL SERVICES

Now Serving:

- Kent County
- Sussex County
- New Castle County

Call Alvin Today!
302-650-2755

YOUR PRO SPECIALIST FOR:
Commercial Business • Industrial Business
On-Site Training Services

PO Box 10404 • Wilmington, DE 19850
Cleansweepalvin@gmail.com



Care. Comfort. Compassion.

Senior Helpers offers personalized in-home care, professional caregivers and peace of mind for your family. All at a moment's notice.

(302) 674-2234
seniorhelpers.com



All rights reserved. Senior Helpers locations are independently owned and operated.
© 2012 SH Franchising, LLC.



ALL PRIVATE ROOMS



PAM Rehabilitation HOSPITAL OF DOVER
A Four Areas Medical Hospital
Corporate: 7127319960
www.postacutemedical.com

302 672 5800

We offer equipment rehabilitation
• You can choose the highest level of rehabilitative care
• Acute Rehabilitation maximizes recovery, health, and function
• Studies show that patients treated in acute rehab hospitals have better outcomes, go home earlier, and are less likely to be readmitted to the hospital

Patterson Schwartz REAL ESTATE

140 Greentree Drive
Dover, DE 19904

Direct 302 632 0558
Office 302 672 9400
E-Mail: tgarcia123@aol.com
Website: www.tgarciahomes.com

Theresa Garcia, REALTOR®
(Retired USAF) ABR
Buyer/Seller Representation

Knowledge and Experience Counts!



SHAKLEE

Helping Families Live
A Healthy Life and A Healthy Lifestyle

Alternative Solutions

MaryLois Barnas, PNA
mlbarnas@comcast.net
<http://AlternativeSolutions.myshaklee.com>
302-388-3332



mountain consulting

302.744.9875
mountainconsulting.net

Land Survey Services:
ALTA Surveys • Residential Surveys
Construction Stakeout • As-Builts
Flood Elevation Certificates
Topographic Survey & Mapping
Aerial Target Control • Survey Control

Woman Owned,
8(a) &
HUBZone Certified

Professional & Technical Services:
Construction • Construction Management
Civil Engineering • Civil Site Design
Stormwater Management Design
Erosion & Sediment Control Plans
Project Management & Oversight
CADD Design • Utility Plans
Electrical Services




SECURITY INSTRUMENT CORP. Since 1960

www.securityinstrument.com

RESIDENTIAL & COMMERCIAL

- SECURITY SYSTEMS
- DIGITAL VIDEO RECORDING
- CLOSED CIRCUIT VIDEO
- ACCESS CONTROL
- SYSTEM INTEGRATION
- FIRE ALARMS
- LAN & INTERNET SOLUTIONS
- SPRINKLER SUPERVISION

24 Hour Monitoring
Listed
FM Approved
Central Station

Traditional Quality • Advanced Technology

LEWES 645-2212 DOVER 674-2261



Frederica
Pizza & Pasta House

A Randazzo Family Restaurant...
"Continuing the Tradition"

- Pizza
- Pasta Entrees
- Subs
- Wings & More!

Open 6 Days A Week • Mon thru Sat
10:30 AM - 10:00 PM • Closed Sunday

1491 Frederica Rd. • Frederica
For Speedy Pick Up, Call: 302.335.1222



For over 100 years, Torbert Funeral Chapels has made community service, professional integrity and high ethical standards a tradition.

TORBERT FUNERAL CHAPELS

Torbert antique carriage lamp
Bradford & Reed Street and 1145 E. Lebanon Road • Dover

torbertfuneral.com
734-3341



CHARLIE'S Home Improvements
HANDYMAN SERVICES

Specializing in
Bathroom Remodeling
and Hot Water Heater Replacement

ALL HOME REPAIRS

WINDOWS AND FLOOR WORK
SENIOR DISCOUNTS • 40 YEARS EXPERIENCE

Cell Phone 302-332-7096 Home Phone 302-335-1123



PRESSURE WASHING
Pruning • Lawn Care • Mulching
Tree Work • Free Estimates

Office: 302-751-1109
Cell: 267-262-3064
Email: aaaandscape@yahoo.com

AAAA
Landscape and Stonework
Licensed and Insured

A new Foray into outdoor living



Thomas Accounting Services
FULL-SERVICE ACCOUNTING

Tax preparation • IRS Resolutions • Estates and Trusts

David L. Thomas
Licensed Public Accountant

52 East Mount Vernon Street, Smyrna, DE 19977

By Appointment Only
302-423-2460
davidthomas1@aol.com



LARSON'S MOWER REPAIR
Established Since 1985

Service • Parts • Welding • Sharpening

Sears Craftsman • MTD
Murray • Troy-Bilt

Pick-up & Delivery Available

523 Thistlewood Rd., Houston
302-786-2038
www.larsonsmowershop.com



Need a Venue?

The hall will be available for our families to utilize for meal time post-funeral receptions with catering services. The Faries Reception Hall is also available for private booking.

FARIES
Funeral Directors and Crematorium, Inc.

29 S. Main St • Smyrna
(302) 653-8816
fariesfuneralhomes.com

Established 1831 • Delaware's Oldest Funeral Establishment

