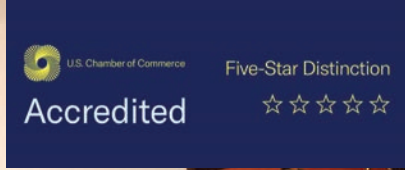




Chamber Connections



Vol. 47 // No. 1

cdcc.net

January 2024

CORNERSTONE MEMBERS



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Home & Garden Show Next Month!



Are you ready to elevate your living space and embrace the beauty of a flourishing garden? Are you looking to renovate your house, looking for a handyman, or need mortgage or insurance help? Look no further than the Central Delaware Chamber of Commerce's (CDCC) highly anticipated Home & Garden Show, set to take place on Friday & Saturday, February 23rd (12p-6pm) and 24th (9am-3pm),

at the spacious Delaware State Fairgrounds Exhibit Hall (18500 S. DuPont Hwy Harrington, DE). This two-day extravaganza is completely FREE to attend! Why attend the CDCC's Home & Garden Show, you ask? Keep reading for inspiration to mark your calendars now!

Explore the Latest Trends - Whether you're revamping your living room, updating your kitchen, or

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The CDCC's 10th Annual Economic Forecast Breakfast



Breakfast, will return on Thursday, January 18th for its 10th anniversary at the lovely Maple Dale Country Club (180 Mapledale Cir, Dover). This event, brought to you by B.I.G. Investment Services, scheduled from 7:30-9:30am, promises to be a pivotal moment for local businesses, community leaders, and stakeholders as they gather to gain insights into the economic outlook for the upcoming year. The event serves as a platform for the region's business community to come together, fostering collaboration and setting the stage for a year of growth and prosperity.

The 10th Annual Economic Forecast Breakfast boasts a compelling agenda designed to address the pressing issues and economic opportunities facing Central Delaware in the coming year. Notable speakers from the business and economic sectors will share their insights, providing attendees with valuable perspectives on trends, challenges, and potential areas for growth. They will shed light on local, state, and national economic trends, offering a comprehensive overview that attendees can leverage in their strategic planning.

Continued on Page 6

The Central Delaware Chamber of Commerce (CDCC) is pleased to celebrate a decade of helping the Central Delaware community make the best-informed decisions for themselves and their businesses! This New Year, our highly anticipated event, the Economic Forecast

CDCC Mixer, Member 2 Member, & Showcase: Three Times the Charm!



It's that time of the New Year – The Central Delaware Chamber of Commerce's trifecta event that is open to the public returns on January 31st, 2024, at the beautiful Delaware Agricultural Museum (866 N. Dupont Hwy, Dover) from 4-7pm! If you or someone you know has wondered what the CDCC is all about – this is the 3-in-1 event you

want to be sure to attend. This is THE opportunity for current CDCC members, new CDCC members, and potential new members to learn more about the CDCC's benefits, programs, and events.

Our annual Showcase event is designed to help members and prospective members fully understand the value that a CDCC membership brings. Information tables will feature our four pillars: Education, Legislation, Marketing, and Networking. The displays will help

guests understand how the Chamber assists its members in each of these areas. Do you have friends or business colleagues who might benefit from chamber membership? Consider inviting them to this information-filled evening and let them witness first-hand what a chamber membership can do for them. The Showcase is also a great way for our veteran members to get up to date on all the new programs and events their memberships have to offer.

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Dina's Digest



PRESIDENT
Dina Vendetti

New Year, Fresh Start, Same Vision

As the calendar changes, the holiday season spins to its end, and we find ourselves once again packing away decorations, putting away gifts from loved ones, and anticipating a fresh start, we stand together at the beginning of a whole new year. 2024 spreads out before us like an untapped adventure waiting to happen!

On the brink of this brand-new year, your Central Delaware Chamber of Commerce, your essential resource for the development of businesses in Central Delaware, wants you to know that we are looking to the new year with wide eyes, hopeful hearts, and a great deal of anticipation! We are working diligently to bring you all the information and resources you need to grow your business in the coming year and make connections.

As we make plans for events and activities for 2024, we are looking at new ideas and ways to refresh our activities. While we brainstorm and create new ways to deliver our events and activities, the constant goal is always to offer you, our members, as many opportunities as possible to meet people and gain qualified leads, new skills, pertinent information, and build relationships. In other words, we want you to have all the tools you need to move your business forward!

While several of our events are still in the early planning stages, there are a few that are set and ready... for now! On January 18th, brought to you by BIG Investment Services, we are excited to bring you our 10th Annual Economic Forecast Breakfast at Maple Dale Country Club from 7:30 - 9:30 am. During this informational event we will hear from three experts in the field regarding the health of the economy at the national, state, and local levels - and the predicted impact that will have on our business community. David Boothe of BIG Investment Services will share his perspective on the national economy, Carla M. Cassell-Carter, Director of Budget Management & Planning, DE Office of Management & Budget, will share from the State level, and Linda Parkowski of the Kent Economic Partnership will shed light on what is happening locally and share exciting plans for growth in Kent County.

On January 31st, from 4 - 7 pm, we will be holding a CDCC Trifecta: Sunset Business Mixer, Member 2 Member Expo, and CDCC Showcase Event at the Delaware

Agriculture Museum. This will be a great time to make connections, learn about member businesses, and invite prospective members to come and learn more about the CDCC!

In February on the 23rd and 24th, we will be holding our newly expanded Home & Garden Show in Harrington and the Delaware State Fairground's Exhibit Hall. This expo-style event will feature everything you need in the way of improving and refreshing your living space - both inside and out. Watch for more details to come and plan to join us. If you are a business that offers anything in the category of home and/or garden products and services, consider joining us as a vendor!

2024 is also an election year, so our Legislative Affairs committee will be working diligently to bring you all the information you need to make good decisions at the polls this fall. As always, we will continue to monitor and influence what's happening at Legislative Hall during the session and do our best to help our lawmakers craft business-friendly legislation. Stay tuned for that - there may be times when we need you to help us, so follow our publications and respond quickly when you are able!

In addition, you will notice a little bit of a new look as we work with High Ground Creative to refresh our branding and welcome a new website! This project promises exciting changes in the way we communicate to our members, as well as to those people in our community who are not members... YET!

The new year promises to bring a multitude of events, activities, and learning opportunities - stay tuned to our publications for all the latest. The time has come to begin this adventure called "2024!" Let's approach it with hope and confidence in all that this year promises. We feel a great deal of gratitude to have the opportunity to enter 2024 with each of you! Happy New Year!

Calendar of Events

JANUARY

Mon. & Tue., January 1st & 2nd
New Year's Holiday
Office Closed

Thu., January 4th
Leadership Central Delaware
8:00am - 5:00pm,
Media & Communications Day

Thu., January 4th
Kent County Open for Business
8:30am - 10:00am,
Kent County Levy Court

Tuesday, January 9th
CDCC Board Meeting
7:30am - 8:30am,
Faw Casson

Tuesday, January 9th
Professional Power-Up LIVE!
12:00pm - 1:00pm,
Location TBD

Wed., January 10th
Coffee Coaching
8:00am - 9:00am,
via Zoom

Wed., January 10th
Marketing Committee Meeting
10:00am - 11:00am,
via Zoom

Thu., January 11th
Member Orientation
12:00pm - 1:30pm,
via Zoom

Wed., January 15th
Martin Luther King, Jr. Day
Office Closed

Tuesday, January 16th
LCD Steering Committee Meeting
12:00pm - 1:00pm,
CDCC Conference Room

Thu., January 18th
Economic Forecast Breakfast
7:30am - 9:30am,
Maple Dale Country Club

Thu., January 25th
Capital Briefing Reception
5:00pm - 7:00pm,
Roma Italian Restaurant

Wed., January 31st
Ambassador Committee Meeting
3:30pm,
Delaware Agricultural Museum

Wed., January 31st
Sunset Business Mixer / Member 2 Member Expo / CDCC Showcase
4:00pm - 7:00pm,
Delaware Agricultural Museum

FEBRUARY

Thu., February 1st
Leadership Central Delaware
8:00am - 5:00pm,
Government and Politics Day

Thu., February 1st
Kent County Open for Business
8:30am - 10:00am,
Kent County Levy Court

Tue., February 6th
Military Affairs
5:30pm - 7:30pm,
Location TBD

Thu., February 8th
Member Orientation Expo
8:30pm - 10:00pm,
via Zoom

Tue., February 13th
CDCC Board Meeting
7:30am - 8:30am,
Faw Casson

Tue., February 13th
Professional Power-Up Online
12:00pm - 1:00pm,
via Zoom

Wed., February 14th
Coffee Coaching
8:00am - 9:00am,
via Zoom

Wed., February 14th
Marketing Committee Meeting
10:00am - 11:00am,
via Zoom

Monday, February 19th
Presidents' Day
Office Closed

Tue., February 20th
LCD Steering Committee Meeting
12:00pm - 1:00pm,
CDCC Conference Room

Friday & Saturday, Feb. 23rd & 24th
Home & Garden Expo
Friday - 12:00pm - 6:00pm & Saturday - 9:00am - 3:00pm,
Delaware State Fair - Exhibit Hall

Wed., February 28th
Ambassador Committee Meeting
4:30pm, Location TBD

Wed., February 28th
Sunset Business Mixer
5:00pm - 7:00pm,
Location TBD

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

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www.cdcc.net

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

Century Engineering Recognizes Dennis Spence, Jr.!



Century Engineering, LLC, A Kleinfelder Company (Century-Kleinfelder) is proud to recognize Dennis Spence, Jr. for his recent graduation from Leadership Delaware at a ceremony held December 6, 2023, at the Chase Center on the Riverfront, in Wilmington, Delaware. The event was attended by over 300 individuals from various business enterprises throughout the state. Leadership Delaware is an organization that believes leaders with vision and integrity, with the commitment to affect positive change in the Delaware community and the nation, are all too few. The vision of Leadership Delaware is to ensure that Delaware has strong and diverse leadership now and into the future by empowering Fellows to achieve the highest levels of impact throughout the First State. The mission of Leadership Delaware is to recruit and mentor the best and brightest outstanding Delawareans who can and will transform their communities and the state.

"My experience with Leadership Delaware has significantly expanded my network, connecting me with many CEOs and presidents from top Delaware companies in energy, science & technology, economic development, and various other sectors. I look forward to fostering future relationships and collaborations that will position Century-Kleinfelder to showcase the passion of

our employees and the excellence of our work in Delaware and surrounding areas."

- Dennis Spence

Prior to his acceptance to Leadership Delaware, Dennis was selected into the Leadership Central Delaware program in 2022. This ten-month program is facilitated by the Central Delaware Chamber of Commerce (CDCC) and prepares the leaders of tomorrow with the information, knowledge, and resources they need to make Kent County, Delaware a better place to live and work. The program explores topics like agriculture, tourism, energy, the environment, healthcare, public safety, communications, and business development. It was through the CDCC's collaboration with Leadership Delaware Inc., that opened the door for Dennis to take full advantage of applying to be a part of the 2023 Leadership Delaware cohort.

Dennis, a lifelong resident of Delaware, earned his bachelor's degree in civil engineering from the University of Delaware in 2006. For the past 17 years, he has been based at the Century-Kleinfelder office in Dover, Delaware. Specializing in Traffic Signal Systems and Traffic Safety Engineering, Dennis has contributed to projects spanning Delaware, Maryland, New Jersey, Pennsylvania, New York, North Carolina, and Maine. His

primary focus revolves around ensuring the safe movement of individuals to and from their destinations, while also prioritizing the creation of safe and efficient environments for those working on highway infrastructure.

In addition to his professional endeavors, Dennis has a passion for mentoring young men and women in his community. He collaborates with local churches, the Delaware Capitol Police, and other community leaders, driven by a desire to foster more positive mindsets and perspectives that will help the community unify and thrive.

Reflecting on the graduation ceremony, Area Manager Scott Rathfon shared, ***"Dennis was one of the two graduates to be selected from the class of 29 to present remarks at the ceremony; and wow, did he ever deliver a powerful message, resulting in a standing ovation. Great job, Dennis, and congratulations!"***

For more information about Century Engineering, A Kleinfelder Company, please visit www.centuryeng.com



Windows and Doors

As window installation is done one at a time, the home's ambient temperature shouldn't be an issue. Here again, following manufacturer's recommendations is key, with keen attention paid to the flashing tape used.

Paint

Generally, it's best to wait until warmer weather for an exterior painting job. Instead, heat up some cocoa, put on your favorite holiday music, and paint to your heart's content, but inside!

For more information about G. Fedale Roofing & Siding, please visit, www.gfedaleroof.com.

Can Exterior Home Improvements Be Done in the Winter?



No, that's not Santa and his reindeer making an early rooftop appearance, but it could be our team of merry roofers. Yes, G. Fedale Roofing and Siding does work in the winter! We work year-round and are able to complete many exterior home improvement projects regardless of colder temperatures.

Roofs

"Anything non-flat pretty much can be done throughout the winter. This would include asphalt-shingle roofs if the temperatures are in the low 30s and rising, and any temperature for metal, slate, or cedar roofs," says G. Fedale Production Manager Jesse Feasel. A steeper roof pitch is not a deterrent, however, flat roofs, such as EDPM or TPO, require slightly warmer temperatures because of the adherence process. Here, we follow the manufacturer's guidelines to assure the integrity of the glue.

While the colder conditions do allow for roof repair or replacement, safety issues remain a constant and could delay completion or daily start times. We keep an eye on the weather realizing an early morning frost may compromise the safety of our crew, as will freezing rain or snow. With darkness occurring earlier, our workday, likewise, is shortened.

Siding

With vinyl siding installation, the key concern is proper spacing. As vinyl will expand and contract based on climatic changes, it's important to assure the spacing will allow for expansion in the warmer months in order to prevent cracking. Vinyl siding can be installed in temperatures below 30° Fahrenheit, while James Hardie fiber cement siding is not negatively impacted by colder temperatures.



LCD Hometown Tourists for a Day!

The Central Delaware Chamber of Commerce (CDCC) Leadership Central Delaware (LCD) of Class of 2024 recently embarked on an exciting journey to explore the diverse and vibrant tourism offerings in the heart of Delaware. Tourism Day, organized as part of their leadership development program, provided an opportunity for participants to gain insights into the region's cultural, historical, and recreational attractions. "Wow, I didn't know this was here" was the recurring catch phrase of the day - and for great reason.

The day kicked off with a short check-in at the Holiday Inn Express & Suites in Dover for a hot breakfast, courtesy of General Manager and Co-Chair of the day, Juli Maichle (LCD Class of 2008). Shortly after, the class took their comfy seats for a presentation on the "State of Tourism in Kent County" from Pete Bradley, President of Kent County Tourism Corporation. Bradley did a wonderful job setting the tone for the day to come. He provided an enlightening presentation on the statistics

of the tourism industry in Kent County, major events, and revenue numbers. Per his presentation, did you know "Delaware tourism is the 4th largest private employer in the state, employing 47,760 people?", and also that "the tourism industry generated \$620 million in state and local government taxes and fees in Fiscal Year 2021." Without a doubt, tourism in Delaware is very strong and a critical economic driver to the state and its residents.

Bradley's discussion was the perfect segue into our panel consisting of key movers and shakers in the Kent County Tourism Industry: Pete Bradley, Juli Maichle, Eric Williams (founder & owner of Mispillion River Brewing), Kristin Garramone (co-owner of Roma Italian Restaurant in Dover), Gary Camp (Director of Marketing at Dover Motor Speedway), and Mike Fennemore & Jessica Doran (Owner and CSA coordinator at Fifer Orchards). Each introduced themselves and shared their company's role in the impact of tourism from Agri-Tourism to hometown

dining experiences and large-scale events. The panelists exemplified and highlighted the benefit of depending on each other to do business and that is a big strength of the Delaware business community. Each panelist added a unique viewpoint to tourism in Kent County. The CDCC wished to thank them for taking time out of their busy schedules to share their world with the class.

In December, it was time to bundle up to arrive at our next tourist stop - Bombay Hook National Wildlife Refuge (BHNWR). The class met in the auditorium with the very knowledgeable, Oscar Reed, Manager, and Joshua Smith, Visitor Services Manager, for a brief overview, history, and impact of the refuge. They both explained the level of visitors that refuge sees every year. The refuge attracts schools, visitors from across the nation, photographers of all regions, and casual visitors. The refuge accommodates both local residents looking for a relaxing walk to the avid wildlife enthusiasts. BHNWR is known for its bird diver-

sity, with over 300 species recorded, especially during the migration seasons. The refuge covers an area of about 16,251 acres, making it one of the largest wildlife refuges in the mid-Atlantic region. The refuge is open year-round, and there are various access points for visitors. It will be an even more popular destination for nature enthusiasts, photographers, and birdwatchers with the newly-constructed, state-of-the-art Visitor Welcome Center!

After an energizing lunch catered by Select Pizza & Grill in Smyrna, the LCD class of 2024 headed to a tourist destination in the top 10% of all listings on Tripadvisor - The Air Mobility Command (AMC) Museum. The award singles out not just popular choices, but truly exceptional ones that travelers keep coming back for and is the highest honor Tripadvisor can bestow. This is proof that we have a world class museum right here in Dover, Delaware. You could certainly spend a few days reading, viewing, and basking in the historic aircrafts onsite at the AMC Museum,

however the class received a brief 1-hour highlight tour of what this inspiring destination has to offer. Thank you to Director, Michael Hurlbert, for his enthusiasm and accommodations in making this possible. The CDCC is so appreciative of this local gem and encourages the LCD class, residents, and visitors to block out a day to enjoy this museum.

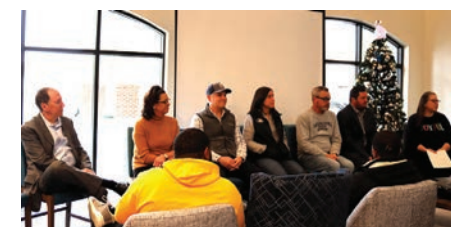
The afternoon ahead led the class to historic Downtown Dover to experience the Johnson Victrola Museum and Walking Tour of the Green by First State Heritage Park. The museum features exhibits that showcase the history of sound recording, including various models of phonographs, gramophones, and Victorlas produced by the Victor Talking Machine Company. The museum houses one of the largest collections of artifacts, documents, and memorabilia related to the Victor Talking Machine Company and the early days of sound recording. This little hidden 2-story gem is quite a unique experience of which many Delawareans are not aware.

On the other hand, First State Heritage Park is well-known to visitors and residents alike. First State Heritage Park hosts various events and programs throughout the year, ranging from historical reenactments to educational programs. These activities aim to engage visitors and provide a deeper understanding of Delaware's history. Unlike traditional parks with a defined boundary, First State Heritage Park consists of a collection of historical sites and museums spread throughout the downtown area. Visitors can explore these sites seamlessly. One of the popular ways to explore First State Heritage Park is through walking tours, which the LCD class partook in guided by two enthusiastic role-playing tour guides. These tours often highlight specific themes or periods in history, allowing visi-

tors to delve into different aspects of Delaware's history, especially pertaining to the centralized meeting hub – The Green.

Last, but certainly not least, the LCD Class finished their day at Dover Motor Speedway on the Monster Mile. They received the VIP treatment of taking the elevator up to the lavish top floor viewing suites reserved for the most devout NASCAR fans. The class met with Patrick Long, Director of Event Operations, to hear how the company has innovated the 85,000+ event space in a post-pandemic entertainment and tourism world. In addition to NASCAR races, Dover Motor Speedway has hosted other motorsport events and series, contributing to its reputation as a versatile racing facility. They are making big changes to welcome not only NASCAR fans to the area, but also free entertainment for all demographics surrounding their races and events.

The Leadership Central Delaware Class of 2024's Tourism Day was a resounding success, offering a brief but comprehensive overview of the region's tourism assets. From nationally recognized attractions to outdoor adventures, participants gained a holistic perspective on the vibrant tapestry that makes Central Delaware a unique destination. As these emerging leaders continue their journey, the CDCC hopes that the class's experience of Tourism Day will help shape their understanding of community, collaboration, and the importance of promoting the treasures of Central Delaware. The CDCC is excited that the LCD Class of 2024 was able to see their home through a new lens and enjoyed being hometown tourists for a day.



2024 • EIGHTH ANNUAL CITYWIDE BLACK HISTORY CELEBRATION



February 2024

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Look for upcoming event details at www.DelmarvaEvents.net

LCD Leadership Central Delaware
A program of the Central Delaware Chamber of Commerce
Thank you to our Sponsors!
Confirmed as of 10/3/23

HOME & GARDEN

Continued from Page 1

transforming your outdoor space, our Home & Garden Show is the perfect place to discover the latest trends and innovations in home and garden design.

Connect with Industry Experts - Gain valuable insights and tips from industry experts and professionals who will be on hand to answer your questions, offer advice, and guide you through your home and garden projects from idea to reality. Use this opportunity to connect with local, knowledgeable, and friendly representatives eager to answer your questions, offer advice, and suggestions you may have not thought about before.

Experience Quality Exhibitors - Browse through a diverse array of exhibitors, showcasing top-quality products and services for every aspect of your home and garden. From furniture and decor to landscaping and outdoor living, our exhibitors have you covered from top to bottom. The CDCC is grateful to be able to gather wonderfully talented local businesses under one roof to showcase their skills, aptitude, and products for the community. The CDCC sincerely values the relationships built between vendors that you will meet at the show, and we look

forward to the relationships guests will make with them as well.

Exclusive Deals and Discounts - Take advantage of special offers, discounts, and promotions available only to Home & Garden Show attendees. Save big on your purchases while enhancing the beauty and functionality of your home. Show vendors are known for offering their very best for CDCC attendees, and you never know what special deals and discounts you may receive.

Educational Workshops - Throughout the two-day show, informative workshops and demonstrations covering a range of topics in the Exhibit Hall's side room will offer insightful, interactive, and educational experiences for all guests. Be sure to stay tuned to the www.cdcc.net for the full 2-day lineup of seminars you won't want to miss.

Take advantage of this time in February 23rd & 24th, before peak spring and summer months. It is the perfect time to gain inspiration for projects that have been on your mind. Use our Home & Garden Show to gain the help you need to organize your thoughts and desires for the upcoming spring and summer - or whichever season life takes you!

Interested in showcasing your business in our Home & Garden Show? There is still time and avail-

ability for vendor spaces if you call this month. We would be happy to help get you signed up to be present at this community event. Don't delay - spaces are booked on a first-come first-served basis. The CDCC is excited to see you connect with attendees and fellow vendors.

Mark your calendar for February 23rd (12pm-6pm) and 24th (9am-3pm) and join us at the Delaware State Fairgrounds for a weekend of inspiration, education, and excitement at the Home & Garden Show. We look forward to welcoming you to this premier event that supports Central Delaware's (and beyond) small business community!

For more information on attending this FREE event, or being a sponsor or vendor, visit our website at www.cdcc.net or call (302) 734-7513. See you next month at the CDCC's Home & Garden Show 2024!



ECONOMIC FORECAST

Continued from Page 1



Distinguished expert, David Boothe, President and Chief Compliance Officer of B.I.G. Investment Services, our generous event sponsor, has served as a full-service financial advisor for more than 20 years, guiding his clients through some of the nation's most trying moments including the Dot Com Crash in 2000, the 2001 recession, and 9/11 as well as the 2008/09 financial crisis - not to mention the difficulties ensued by last year's war conflict crisis. David will offer his insights on the economy at a national level in an easily digestible manner that will leave you with takeaways to impact your next move.

Attendees can expect to hear from Carla M. Cassell-Carter, Director of Budget Management & Planning at the Delaware Office of Management & Budget. Cassell-Carter will bring a background of government policy and administration to consider the fiscal impacts of pending legislation. Cassell-Carter is knowledgeable in business services, operations management, and capital budget development, especially in the economic sector. All attendees will be sure to want to hear her financial address at the state level.

Linda Parkowski, Executive Director of Kent Economic Partnership/ Choose Central Delaware, will also be present to share her wealth of knowledge on economic development of the local area. Being a Kent County native for over 30 years, Parkowski knows what the community needs and how to attract business to the area. Her local insight on the economics of Central Delaware will surely hit home, while providing direction to listeners as they take what they've heard and apply it to their businesses or personal goals. Listeners will receive the latest inside scoop on business growth and site-readiness for Central Delaware.

Beyond the informative presentations, our Economic Forecast Breakfast will provide ample opportunities for networking. Entrepreneurs, elected officials, delegates, business owners and professionals from various sectors will have the chance to connect, share ideas, and explore potential collaborations over a nourishing hot breakfast and beverages. These networking opportunities are invaluable for building relationships that can drive economic growth within the community for years to come.

Maple Dale Country Club, nestled in the heart of Central Delaware, provides a picturesque backdrop for this significant occasion. We thank

		
David Boothe, President BIG Investment Services	Carla M. Cassell-Carter, Director of Budget Management & Planning, DE Office of Management & Budget	Linda Parkowski, Executive Director Kent Economic Partnership



Chris Aulita, General Manager, and his team for welcoming and accommodating us for our 10th year of this event - we couldn't make this a continued success without their service and support!

The CDCC emphasizes the importance of community engagement in its mission to foster economic development, and we are proud to offer this event for a decade for this purpose. The Annual Economic Forecast Breakfast serves as a catalyst for community members to actively participate in shaping the economic landscape of the region.

As Central Delaware prepares to embark on a new year filled with possibilities, the 10th Annual Economic Forecast Breakfast at Maple Dale Country Club stands out as a beacon of inspiration and information. Attendees can look forward to gaining valuable insights, fostering connections, and contributing to the collective vision of a prosperous fu-

ture for Central Delaware. This event symbolizes the spirit of collaboration and innovation that defines the region's business community, setting the tone for a year of growth and success.

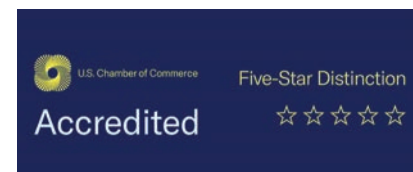


The CDCC is excited to be on hand as community members connect with one another this month as they learn about important financial matters that affect them and their businesses in the coming new year. For more information, please visit www.cdcc.net or by calling the office at (302) 734-7513 for the 10th Annual Economic Forecast Breakfast at Maple Dale Country Club in Dover on January 18th from 7:30-9:30am! Cheers to 10 years!

Member News



The CDCC: Your 5-Star Chamber



So, What Does That Mean?

As I'm sure you've heard and read, your CDCC has, for the third time, been awarded its 5-Star Re-Accreditation Designation. Thank you so much for all the best wishes, congratulations, hugs, and smiles you've shared on this incredible accomplishment! We appreciate your encouragement and support – and as we've said many times, it's not about the plaque that hangs on the wall or the reason to brag (although, that's pretty fun!), it's about what happens every day with our members. It clearly “takes a village,” and we are certain that we have the best village around!

As for “what does it mean,” please allow me to share the numbers. There are approximately 7,000 chambers in the United States. Of those, 199 are accredited by the U.S. Chamber of Commerce. Beyond regular accreditation, chambers are encouraged to “level up” to star designations by demonstrating extra programs and services they offer that will have a positive impact on their communities. Chambers can be awarded 3, 4, or 5 stars by undergoing an exhaustive comparison to the chambers in our country that have been deemed the best.

This chamber was awarded 3 stars in 2008 and then 5 stars in 2013, 2018, and now 2023. Of those 199 accredited chambers, 146 have achieved 5 stars, including the CDCC. Our 5-star accreditation puts us into the top 2% of chambers in the country.

On the flip side – and fun to think about – when other chambers

choose to go for 5 stars, guess who they compare them to? That's right – us!

Many of you have expressed a curiosity over what kind of feedback we've received from the U.S. Chamber of Commerce specifically about our chamber. Over the next three months, I am happy to break that down for you in a series of articles in our Chamber Connections newspaper, beginning with this one. In this article, I am happy to talk about the specific focus areas of the accreditation self-study.

There are nine specific focus areas in the accreditation self-study. We are expected to demonstrate a certain level of mastery in each of these to be worthy of accreditation. These areas include governance, finance, human resources, government affairs, program development, technology, communications, facilities, and benchmarking. Within these sections, one can find everything there is to examine about the work of our chamber. At the end of the process, we receive feedback in each of these areas that will motivate growth and change over the next five years until we go through the whole process again.

Several volunteer co-chairs assisted us in gathering information and accomplishing tasks in each of these areas – we owe each of them a tremendous thank you: Mike Petit de mange, Tammy Ordway, Janie Libby, Lincoln Willis, Judy Diogo, Javier Santana, David Greene, Denise Vendrick, Sand Hoffman, Brian Stetina, and Dana Wattay.

We are very pleased to report that

we received perfect scores in three of these nine areas: communications, facilities, and benchmarking. In communications, we were able to share with the commission our work in keeping our members connected to the information they need. We were able to highlight our extra publications and broadcasts during the pandemic and the feedback from our community that we had served as the “hub” of information for all Central Delaware.

In facilities, we were able, with the help of our friends at Chesapeake Utilities, to provide CPR, First Aid & Defibrillator Training to our staff members, as well as active shooter and fire extinguisher training. We conducted a facility inspection and hosted a workday to address both safety and cosmetic concerns about our building.

The area of benchmarking addresses our goals. At the end of the last accreditation, we set 5 goals for growth, and we felt good about achieving them! These goals all had to do with increasing membership, increasing engagement, increasing retention, and maintaining our 5-star designation. We did very well with all these goals – despite the COVID 19 pandemic.

We have now used the feedback gathered this time to set 5 new goals for growth. The new goals include growing our membership, increasing retention, implementing a Small Business Think Tank, implementing a Virtual Networking Program, and creating a new Mastery Component to the Leadership Central Delaware program. Reaching goals and

setting new goals all falls into the benchmarking section.

In the other sections, suggestions were made for our consideration that could help us be even more effective. The accreditation requires that the chamber maintain a monetary reserve of at least 6 months of operating expenses. In the past, we have done that and our average over the last six months met that mark, but due to a decrease in revenue because of the pandemic, we fell a little below that mark at the time our report was submitted. That is an area that needs to be addressed.

In addition, while we worked diligently to upgrade our technology in the building over the last year or so, we were encouraged to also explore new kinds of technology that could help us to work smarter instead of harder. Some of that will be addressed as our new and improved website comes to fruition. We were also encouraged to add a couple of additional employee benefits to our already robust package.

Next month, we'll share some areas of our work together that were specially highlighted in a section called “Special Recognition and Areas of Note.” In March, we'll end our series by sharing the U. S Chamber's Final comments and more information about our goals for the next five years.

Thank you so much for the privilege of serving you, our members, and for all that you do every day to make Central Delaware the amazing place it is to live, work, and play.

Member News

KSI Celebrates Renovations at Skill Development Center with Ribbon Cutting

On Tuesday, December 12, a host of guests gathered at KSI's Milford Skill Development Center on North Rehoboth Blvd., Milford to celebrate the renovation recently completed on the Life Enrichment Program area.

This first phase of KSI's renovation was largely funded by a Community Reinvestment Grant from the State of Delaware. The new area boasts lower ceilings with acoustical tiles for better sound control, upgraded computer systems, more efficient HVAC utilities for comfort with a four-unit air system equipped with fresh air intakes to ensure healthy circulation, mid-room retractable partitions will create separate learning spaces to avoid distractions during life skills lessons and a new exterior ramp making emergency exits more manageable. The agency

goal is to renovate all other programming areas at an estimated cost of \$3.3 million.

KSI is a not for profit agency, providing vocational training, employment, community integration, transportation, day habilitation, and nutritional services to individuals with disabilities throughout Kent and Sussex Counties. KSI is committed to making all reasonable accommodations in order to ensure that our programs and services are as accessible as possible to as many people as possible. To learn more about KSI visit their web page at www.ksiinc.org or call Alicia Hollis, Director of Community Relations, at (302) 422-4014 ext. 3015 to schedule a tour. Like us on www.facebook.com/KSIWorks.



Gathered on December 12 for KSI's Milford Skill Development Center renovation of its Life Enrichment Program area were, pictured left to right Milford Mayor Archie Campbell; State Rep. Daniel Short; State Senator David Wilson; KSI Director of Community Relations Alicia Hollis; KSI Board of Directors Members William Strickland and Secretary Dr. Bobbi Barends; State Reps. Charles Postles and Jesse Vanderwende; KSI CEO Heath B. Chasanov; KSI Vice President of Operations Linda Pearson; KSI Vice President of Finance and Technology Jim Greenwell; KSI Board Members Dr. Thomas Kelly, Frederick A. Duffy, Patricia Rodriguez, Vice Chair Jesse Spampinato, Treasurer Keith Kahn and Charles Hammond; State Rep. Ronald Gray; and KSI Assistant Vice President of Operations Kristin Elliott.

photos and press release submitted by Kent Sussex Industries

SUNSET MIXER

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Meet knowledgeable and committed CDCC volunteers who will introduce you and make you feel comfortable and engaged!

This year, it is especially important to bring a colleague, friend, or new potential member because it pays off! That's right – If you (a current CDCC member) bring a non-member and they sign up to become a member in the near future, you will receive a \$50 credit towards your annual membership dues (up to 4 times or \$200)! But that's not all – If a current member brings a potential member to this event, you will be entered into a drawing to win FREE broadcast emails of your choice. To us, this sounds like a win-win-win all around to us!

In addition to the benefits of our Showcase, our Member 2 Member (M2M) Expo is a wonderful example of the kind of exposure opportunities that are provided by the Chamber.

Members are invited to purchase a space for a table-top display showcasing their businesses, products, and services. Our semi-annual M2M event is a great way for our members to become familiar with what our Central Delaware business community is all about. It will also be a terrific venue for showing prospective members one way that we help to build bridges between our member businesses. To purchase a table-top space, contact Cindy Friese at 302.734.7513 or email her at cfriese@cdcc.net.

The third prong of this exciting event is that it is also a Sunset Business Mixer, too! Sunset Business Mixers, the premier networking event of the CDCC, are fun, welcoming, and engaging gatherings of a wide variety of local business professionals. Mixers help our area's businesses to stay connected, meet new people, and grow together in a fun way. Don't forget your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC

Member of the Month or win door prizes!

We are very excited to be back at the newly-renovated Delaware Agricultural Museum and allow all attendees to see and hear about the significant work their staff members led by Executive Director, Carolyn Claypool, are doing every day for the community. We thank them in advance for allowing us to use their superb space for this event again.

For more information or to register for this three-in-one event, please call the CDCC Office at (302)734-7513. You can also register online through our Calendar of Events at www.cdcc.net. We look forward to seeing you at the Delaware Agricultural Museum soon on January 31st from 4-7pm!



Member 2 Member





Ho-Ho-Home for the Holidays!

Downtown Dover, Delaware's Lookerman Plaza transformed into a winter wonderland as the heart of the city came alive with the annual Capital Holiday Celebration on the evening of November 30th. The downtown area sparkled with festive lights, joyful music, dancing, caroling, and the warmth of community spirit. The community crowd kept each other warm in their gay apparel and bright spirits until Santa arrived. The highlight of the Capital Holiday Celebration was, undoubtedly, the grand tree lighting ceremony. Families and friends gathered in front of the stage to witness the spectacular moment when the towering holiday tree was illuminated, marking the official start of the holiday season in Dover. The tree, adorned with colorful lights, served as a symbol of unity and joy for the entire community. It was priceless to see the look on the children's and parents' faces.

The celebration catered to all

ages with a variety of entertainment options. Local dignitaries and business professionals filled the air with harmonious melodies, spreading the joy of the season, encouraging the crowd to sing along. Children delighted in visits with Santa Claus, sharing their holiday wishes and posing for festive photos in front of the Dover Public Library. Free hot cocoa, live music, food trucks, dance troupes, and a living nativity scene at Wesley Church added to the lively atmosphere, ensuring there was something for everyone to enjoy. Thank you to everyone who donated to the canned food drive as well!

The CDCC would like to thank, shoutout, and applaud the following organizations for their performances: The CDCC Board of Directors, The Daily State News Team, The Delaware Ballet, the Dance Conservatory Ballet Theatre of Dover, Delaware State University Concert Choir, The Salvation Army Youth Timbrels,

South Dover Elementary School Chorus, Kent County Legislators & Levy Court Commissioners, Wesley Preschool and Playcare, Towne Point Chorus, Dover High School Select Ensemble.

The CDCC would like to extend a sincere thank you to the following organizations who work so hard to bring the community together to celebrate the holiday season through this event: City of Dover, City of Dover Parks & Recreation, City of Dover Police, City of Dover Public Works, Daily State News, Dover Public Library, Downtown Dover Partnership, First State Manufactured Housing Association, First State Webfooters, Kent County Councilman Bill Hare, Kent County Levy Court, Main Street Dover, Robbins Hose Co. No. 1, The Salvation Army Bell Ringers, Alex Vaughan, WBOC 16 / Fox 21, Wesley United Methodist Church, and Gigi Windley.

The Capital Holiday Celebration truly embodied the spirit of community. Local organizations and charities participated in the event, hosting fundraisers and awareness campaigns. The sense of togetherness was palpable as neighbors came together to celebrate the season and support those in need.

Downtown Dover's Capital Holiday Celebration once again proved to be a magical experience for all who attended. The festive decorations, tree lighting ceremony, diverse entertainment, and community engagement created a memorable atmosphere that will linger in the hearts of residents and visitors throughout the holiday season. The Capital Holiday Celebration in Dover exemplified the power of community and the joy that can be found in coming together to celebrate the spirit of the season.

Member News

Unveiling the Tech Renaissance: Zip Code Wilmington's Impact on Delaware's Coding Landscape



In the ever-evolving landscape of technology and introduction of Artificial Intelligence, the demand for skilled programmers is at an all-time high. Organizations across industries are on the lookout for talent that can navigate the complex world of coding and software development. In the midst of this demand, Zip Code Wilmington, one of the Central Delaware Chamber of Commerce's (CDCC) newest members emerges as a beacon of hope, providing an innovative solution to bridge the gap between the need for skilled developers and the workforce.

Founded with a vision to transform lives through technology, Zip Code Wilmington is a non-profit coding bootcamp located in Wilmington, Delaware. Since 2015, Zip Code Wilmington has helped train and place hundreds of skilled students in software programming roles. They have created a strong pipeline with local technology companies to help expedite the hiring of qualified and eager candidates to fill critically needed positions. At the heart of Zip Code Wilmington's success is its robust curriculum. The bootcamp focuses on teaching a full-stack curriculum, covering both front-end and back-end development. The curriculum is carefully crafted to align with industry needs, ensuring that graduates are not only proficient but also ready to contribute effectively from day one on the job, in a fraction of the typical training/certification time.

"At Zip Code Wilmington, we are

proud of the success of our nearly 700 graduates. Many of our graduates raise their income by \$50,000+ (on average) and the vast majority (around 65-85%) secure jobs within the first 6-9 months of completing the training program. We are also proud of the strong connections we have with employers who hire our students! Our work directly supports the talent pipeline of local tech employers that, in turn, support the workers of our state and keep our economy going," explained Executive Director, Desa Burton.

The bootcamp collaborates with leading tech companies, providing students with opportunities to connect with potential employers and gain real-world insights. This network has proven instrumental in helping graduates secure positions with reputable organizations. An example of this proved to be effective at their recent Career Training Fair.

The event was held at Wilmington University's Campus in Dover on November 29th from 3-6pm. This free and open to the public event featured career navigators from Zip Code Wilmington, Wilmington University, My Sister's Keeper, Futures First Gaming, NerdIt Cares, Code Differently, Polytech Adult Education, Goodwill, the Department of Labor, and the Delaware WorkForce Development Board. As you just read, there was a variety of vendors looking to help attendees match with a perfect position for them in coding. Burton, was very excited to bring

this event to Kent County, and the CDCC was excited to be able to stop by to see the magic!

"This event was a little different from a job fair. The goal was to bring awareness to those already in the workforce about how to take advantage of training that creates opportunities to achieve higher paying roles. Now is a great time to pursue a new career! The purpose of the Career Training Fair is to make technical training and skilled training programs, like Zip Code and others, more accessible to those who need it. This training is affordable! At the Career Training Fair, we are building awareness in each County of the training opportunities available to Delaware residents as well as the various funding that is available to support this training," explained Burton. "We appreciate that so many training providers were able to be at the Career Training Fair with Zip Code to meet and greet residents looking to take advantage of skilled training programs."

Tech is needed everywhere, including in all three counties of Delaware, especially if Delaware wants to grow and maintain a viable and competitive workforce. Zip Code Wilmington is doing a forward-thinking job of that. Zip Code graduates work in all three counties of our state, including at employer hubs such as the Dover Air Force Base. Zip Code Wilmington is making a huge impact in fulfilling this need for Central Delaware's workforce and economy.

"The impact of the Career Training Fairs is even broader. By bringing all the training providers in one place, we can meet with members of the community and encourage them to seek training to secure new roles and new career opportunities in multiple industries. This allows us to support the economy of Kent County in a very direct and positive way!" mentioned Burton.

"As for accomplishments with the Career Training Fairs, we were proud to launch this effort in Kent County in 2023 and continue it in 2024. Dover was the first stop on this new statewide effort. We look forward to returning to Kent County on May 29, 2024!" foresaw Burton.

This is truly only the beginning for Zip Code Wilmington and the CDCC is elated to be a witness to their journey of greatness. So, what is in store for 2024? Grab your calendars because you won't want to miss these opportunities!

First, Zip Code will continue to offer three cohorts in 2024 – February, June, and October. Don't wait – apply today! Applications for the June cohorts are available now on their website.

Second, Zip Code will continue to lead the Career Training Fairs in all three counties! The next Career Training Fair will be in New Castle County at the Route 9 Library in Wilmington on January 31st (3-6pm). Come out to see the county's training

Member News

CDCC Community Celebrated the Holidays in the Best Way!

The presents have been unwrapped, New Years resolutions are intact, and our hearts and stomachs are full from food-laden gatherings with our loved ones. As we come down from the energy and excitement of the holidays, the Central Delaware Chamber of Commerce (CDCC) encourages you to reflect on joys of the past year as you transition into 2024 – we certainly are!

Thank you so much for celebrating our cherished December holiday Party this past December 5th, 2023, at the lovely Roma Italian Restaurant/Sul Tempo Cocktail Lounge (3 President Drive, Dover) from 5-7:30pm! The CDCC would like to thank owners, Kristin and Joe Garramone, and their wonderfully atten-

tive and courteous staff for making an evening of community and cheer possible. We thank them for providing impeccable food, beverages, and service to all our guests. Thank you for opening your entire restaurant to us for a very special experience!

Our Business Holiday Party served as more than just a celebration of the season—it was also a platform for team-building and fostering stronger bonds among colleagues (and Santa & Mrs. Claus!) The relaxed and joyful environment encouraged open conversations and laid the foundation for a more connected and collaborative work culture. Thank you to member businesses who allowed our event to be a special time for your employees and team members.

As the night unfolded, guests created lasting memories captured by a dedicated photo booth, the Shasta Shutterbug by Mike Baker photography. These snapshots of laughter, joy, and camaraderie will serve as a reminder of the festive spirit that the CDCC community embodies. Thank you to Mike Baker for providing this fun experience for all!

The CDCC is full of thanks. Of course, this event wouldn't have been possible without our very generous sponsors. Thank you, Holiday Feast Sponsor: Bally's Dover Casino Resort! Thank you to our Holiday Cheer Sponsors: Affinity Energy Management; Horty & Horty, PA- Douglas R. Phillips, Leadership Techniques, LLC; Pike Creek Mortgage Services, Inc. Thank you to our

Jingle Bell Sponsors: Artisan's Bank, Del-One Federal Credit Union, Excel Business Systems, Merrill Lynch Connell & Associates, Mid Atlantic Scientific Service Inc, Procter & Gamble, Shore United Bank, and Weiner Benefits Group.

Thank you to everyone who celebrated the holidays with us at our annual Holiday Party. We hope this evening exceeded expectations and left a lasting impression on everyone fortunate enough to attend. We hope you created memories, met new people, and reunited with familiar faces that will undoubtedly resonate well into the new year. We can't wait to experience this event again with you at the end of this year – stay well, happy, and healthy until then!



CDCC Member List by Business Category

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

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

as of Dec. 2023

55+ Adult Communities

Westminster Village*
Benchmark Builders
Ingleside Homes Inc.
Lennar
Luther Towers of Dover

Accountants, CPA'S & Tax Services

Faw Casson*
Wattay Accounting - Smyrna*
First State CPAs
Hodges Accounting & Tax Services
Horty & Horty, PA- Douglas R. Phillips
Jefferson, Urian, Doane & Sterner, PA
Liberty Tax Service
Luff & Associates, PA
Mitten & Winters, CPA
S&G Accounting & Tax Services
Sandra S. Gullidge, CPA, PA
Savant Wealth Management

Advertising

Delaware Indoor Advertising Network, LLC
Effectv
Koenig LLC

Agri-business

Hay Where's That, Inc
How Bout Dat Standardbred Training
Insight Ag Scouting, LLC

Aircraft

Boeing

Alcohol Distributors

N.K.S. Distributors, Inc.

Antiques

Skocik's Discoveries and Collectables

Apartments, Condominiums & Townhomes

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

Architects & Planners

Becker Morgan Group, Inc.*

Assisted Living Communities

Brookdale Dover
Dover Place Senior Living
State Street Assisted Living

Attorneys & Law Firms

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

Auction Services & Auctioneers

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

Automobile Dealers & Service

i.g. Burton & Co., Inc.*
Hertrich Family of Automobile Dealerships

Kent County Motor Sales Co.

C.F. Schwartz Motor Co., Inc.

Willis Chevrolet, Inc.

Automobile Parts-Mfg Rep

High Horse Performance

Patriot Auto & Truck Repair Inc
Pugh's Service

Background Searches

John H. Brothers

Bakeries

La Baguette French Bakery*
Bavarian Bakery & Deli
Bea Delightful

Ballet and Dance

Triple D's Dance Studio

Banks & Credit Unions

Dover Federal Credit Union
- Headquarters*
Dover Federal Credit Union-Smyrna
Del-One Federal Credit Union*
FCCB*

Artisans' Bank
Fort Sill National Bank
M&T Bank - Dover Main
PNC Bank

Provident State Bank
Shore United Bank - Camden
Shore United Bank - Dover
TD Bank - Limestone
WSFS Bank - Camden Branch

Banquet & Meeting Facilities

Evergreen Farms
St. Andrew's LC Great Hall and Gathering Space

Beauty and Barber Shops

Blissful Creation Salon

Beauty Supplies

Noiregoddess LLC

Beverages

Pepsi Bottling Ventures of Delmarva
The Golden Fleece Tavern

Bookkeeping, Payroll & Business Services

Payroll Management Assistance

Brewery

Mispillion River Brewing

Brick Supplies & Hardscaping Services

Delaware Brick Co.

Builders-Developers-Management

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

Building Materials

Pole Building Supplies

Business & Economic Development

Delaware Department of Labor-Employment and Training*
Helping One More Entrepreneur (H.O.M.E)

Business & Executive Coaching

Elevations Unlimited*
Tracey Ingram, Money Transformation Coach*
Jonathan L. Parker & Associates, LLC

Business Consulting

BES Business Solutions LLC
iDIMENSIONS Alignment for Success
SCORE Delaware

Business Services

BBSI
Better Business Bureau Serving DE
Heartland Payment Systems
INsight Management Group
U.S. Small Business Administration
Small Business Development Center

Camping

Yogi Bear's Jellystone Park at Delaware Beaches

Car Wash & Detailing

Coastal Car Wash
Tommy's Express
Westside Car Wash/Clean Car, Inc

Carpet, Tile & Flooring

Paul Edwards Carpet

Catering

Pizzadili's Deli and Catering/Winery
Saladworks
Skyline Catering LLC
The Catering Company
Woody's on Wheels
Cement, Concrete, Sand, Gravel & Stone
Atlantic Concrete Co., Inc.
Porter's Sand & Gravel, Inc.

Chambers Of Commerce

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

Child Development

Beach Babies Child Care
Del-Mar-Va Council, Boy Scouts of America

Chiropractors

Dover Family Chiropractic
Dover Health Care Center
Smyrna Chiropractic LLC

Churches

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

Cleaning - Industrial & Commercial

City Wide Facility Solutions Delaware
Mid-Atlantic Facility Services, LLC
Office Pride Commercial Cleaning Services of Dover

Cleaning- Residential

JAYRO INC
The Maids in Kent County

Coffee - Products/Services

The House of Coffi

Commercial Leasing

Carroll Properties, LLC
JBA Greentree Properties LLC

KRM Development Corporation

Communication Services

Heritage Sports Radio Network LLC
Magnum Electronics, Inc.

Community Program

Delaware Crime Stoppers

Computer Repair & Services

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

Computer Sales & Training

SUMURI LLC

Construction

George & Lynch, Inc.*
All States Construction Company, Inc.
Carpenter Contractor Trust
Delaware Contractors Association
Delmarva Pole Buildings
Lighthouse Construction, Inc.
Pierce Fence Company, Inc.
Richard Y. Johnson & Son, Inc.
Teal Construction, Inc.

Construction Equipment

Burke Equipment Company
Iron Source Durante Rentals LLC

Construction Management

MNTN Construction

Consultants

Eddee Boone Consultant LLC
Environmental Alliance Inc.
Eunity Solutions
Goeins Williams Associates Inc.
Mindful Midwifery
Ocean Marine Nav Inc.

Contractors-General

All About Gutters Inc
Brooks Machines
Sunnyfield Contractors, Inc.
W.D. Pressley, Inc.
Willow Construction
Yencer Builders, Inc.

Copiers & Copy Services

Affordable Business Systems, Inc.
Excel Business Systems
Staples Copy & Print

Counseling

Clyde W. Floyd*
Key 2 Clarity Counseling Services

Dental Care

All Smiles Family & Cosmetic Dentistry
Alpine and Rafetto Orthodontics
Baybird Orthodontics
Care First Dental Team - Robert R. Coope, DDS

Family Dental Associates
Louie Pediatric Dentistry
Smyrna Pediatric Dentistry

Dermatology

SunWise Family Dermatology & Surgery

Disability Services

Choices for Community Living - Delaware
KenCrest
Thrive

CDCC MEMBER LIST BY BUSINESS CATEGORY

Dry Cleaners/Laundry

Capitol Cleaners & Launderers, Inc.
Emerald City Wash World, Inc

Economic Development

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

Education & Training

Leadership Techniques, LLC*
Children & Families First
Delaware Division of Libraries
Everyday Hero CPR & First Aid
Leadership Delaware, Inc.
Mark Group Companies LLC
POLYTECH Adult Education
Sheryl Gray LLC
The People's Platform
Zip Code Wilmington

Educational Services

Delaware AeroSpace Education Foundation
Guardian Emergency Training

Electricians & Electrical Supplies

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

Embroidery

Actors Attic Embroidery Division

Emergency Response Provider

Fireside Partners, Inc.

Employee Benefits

Delmarva Benefit Group

Employment Agencies

Delaware Center for Justice

Energy Consultant

Affinity Energy Management

Engineering & Construction Management

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

Entertainment & Recreation

Harrington Raceway & Casino, Inc.*

Camp Adventureland
The Delaware State Fair, Inc.
Delaware Thunder Professional Hockey Group
Dover Motor Speedway
Dover Skating Center
Flight Club Uncorked
Flyover Fun Park, LLC
Funfull

Integrity Sound Solutions

Kris & Holly
Smyrna Opera House
Top Spin Productions DJ and Photobooth Services

Entertainment Production

Affinity Entertainment DE LLC

Environmental Services

Miller Environmental Group Inc

Event Planning

TAG Events

Farm Equipment

Taylor & Messick, Inc

Farm Market

Fifer's Farm Store & Kitchen

Financial Planning/Investments

BIG Investment Services

First Command*
Merrill Lynch Wealth Management - Connell & Associates*
Primerica - Erlene George*
Black Diamond Financial Solutions, Inc.
Edward Jones - Daneman
Edward Jones Investments - Christopher Smith, CFP®
Edward Jones - Wearden
Garner Group Financial, LLC
J.A. Hill Associates
Key Advisors Group, LLC

Fire Protection Services

BFPE INTERNATIONAL Fire, Safety & Security

Fitness Centers / Personal Trainers

CNU Fit, LLC*

Florists

Jen-Mor Florist*

Food Service/Products/Vendors

Five Star Home Foods
HAASS' Family Butcher Shop

Food Trucks

Shay's Seafood & Soul*
Kona Ice of Dover
The Missing Piece-Food Trailer

Fuel, Oil & Gas

Service Energy / Poore's Propane

Funeral Services

Bennie Smith Funeral Home
Evan W. Smith Funeral Services
Torbert Funeral Chapel
Trader Funeral Home, Inc.

Furniture

Johnny Janosik, Inc.

Gifts

Delaware Shoppes

Glass & Mirror

Go Glass*

Golf & Country Club

Jonathan's Landing*
Maple Dale Country Club

Government

City of Dover
City of Harrington
DE Advisory Council on Career and Technical Education
Delaware Department of State
Delaware Employer Support of the Guard & Reserve
Delaware National Guard
Delaware Office of Auditor of Accounts
Governor John Carney
Kent County Levy Court
Kent County Sheriff
Lt. Governor Bethany Hall-Long
Office of the State Treasurer
Representative Bryan W. Shupe
Representative Charles S. Postles, Jr.
Representative Jeffrey N. Spiegelman

Representative Jesse R. Vandewende
Representative Kerri Evelyn Harris
Representative Lyndon D. Yearick

Representative Sean M. Lynn
Representative W. Shannon Morris
Representative William Bush
Representative William J. Carson
Senator David G. Lawson
Senator David L. Wilson
Senator Eric Buckson
Senator Kyra L. Hoffner
Senator W. Charles Paradee
Town of Camden
Town of Cheswold
Town of Smyrna
U.S. Congresswoman Lisa Blunt Rochester
U.S. Senator Chris A. Coons
U.S. Senator Thomas R. Carper

Graphic Design

Splash! Designworks*
Blue Dogg Design

Gymnastics

Fly High Cheer and Tumble*
Destined All Stars & Athletics
Stick It! Gymnastics

Hair & Nail Services

Bombshell Hair Studio Inc.
My Salon Suite
Rene' DeLyn Hair Designs

Health & Diet Food Products - Retail

Dover Team Nutrition

Health & Wellness

Brain Love Neurotherapy*
First State Webfooters*
Smyrna Nutrition*
The Ice House: Wellness + Community*
Aetna
Atlantic Apothecary, Inc.
DelMarVa Acupuncture & Wellness Center
Dover Jazzercise Fitness Center
Milford Wellness Village
SaVida Health

Health Services

PAM Health Rehabilitation
Hospital of Dover
Bayhealth Medical Center*
Eden Hill Medical Center*
Alternative Solutions
Blood Bank of Delmarva, Inc.
ClearCaptions
Delaware Health Information Network
Delaware Hospice, Inc.
Delaware Imaging Network
Delaware Prostate Cancer Coalition
Dover Behavioral Health System
Gracious Heart Nursing Services, LLC
Nephrology Associates, PA
Silver Lining Home Healthcare
United Healthcare
Westside Family Healthcare

Hearing Aids

Brandywine Hearing Center featuring Beltone

Heating & Air Conditioning

Atlantic Refrigeration & Air

Conditioning, Inc.
Barkley Heating & Air, LLC
Big Red Services
Schlosser & Associates Mechanical Contractors

Home Health Care

Americare Home Solutions*
Lean On Me Caregiving, LLC*
RRW Inc Home Instead Care*
Zeabe*
AccentCare
Always Best Care - Delaware
Bayada Hospice
Royal Home Care Services LLC

Home Improvements

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Bumble Bee Construction
Coastal Bath Company
Ferris Home Improvements, LLC
Ken Stockslager & Son, Inc.
Precision Garage Door of Delaware
Quality Garage Doors & Gutters
Renewal by Andersen

Homeless Shelter

Central Delaware Housing Collaborative
Dover Interfaith Mission for Housing

Hotels/Motels/Accommodations

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

Housing Information

Dover Housing Authority
Visions of Hope HM, Inc.

Human Resource Services

DelMarVa SHRM
Insperty

Ice Cream

Tre Sorelle Dolce Ice Cream & Mini Golf*

Incorporating Service

Corp1, Inc.
Incorporating Services, Ltd.
PARASEC - PARACORP Inc.

Individuals

Judy Diogo*
Janie Libby*
Mishoe*
George Bailey
Robert M. Berglund
Sandy Dale
Richard Downes
Emmons
Ray Hall
Dan Mikkelson

Peter A. Oldziej
Ronald B. Outten
Sherry T. Wilkins
MGeneral Frank Vavala
Vendetti

Information Technology

Applied Technology Services Inc.
BDK, Inc.
IMPACT Technology Group
Progressive Software Computing Inc - PSCI
Wagamon Technology Group, LLC.
Xpress Computer Systems

Insurance

Legal Shield - Jason King*
Avery Hall Insurance Group
Carey Insurance Group
Conner Strong & Buckelew
Delaware Department of Insurance
L&W Insurance Agency
Regulatory Insurance Services, Inc.
Roberts Insurance, Inc.
State Farm Insurance - Bennett Ins. Agency Inc.
Tolliver Agency
Transamerica Agency Network
Weiner Benefits Group

Insurance - Commercial

Pratt Insurance, Inc.
Commercial Insurance Associates, Inc
Williams Insurance Agency Inc.

Insurance - Health

Highmark Blue Cross Blue Shield Delaware*
Sack Health Benefit Advisors, LLC*
Allen Ins. Assoc Inc. t/a Allen Ins. Group
Delaware Valley Medigap
Lisa Parker - Insurance Broker

Interior Decorators & Designers

Decorating Den Interiors-Deanna Kovach & Janice Hinzman

Internet Solutions

Comcast
Telepathy Networks, LLC

Investigative Services

ABI Security Group, Inc.

Janitorial Supplies

State Janitorial Supply Co.

Jewelry

Sayers Jewelers & Gemologists Inc.*

Jeweler's Loupe

Knights Fine Jewelry Ltd.

Kitchen & Bath

Stone Nation, Inc.*

Land Surveyors

Control Point Associates, Inc.

Landscaping

Fish Lawn and Tree, LLC
G's Down Too Earth Landscaping
Homestead Gardens
Shortcutz Lawn & Landscape Co
Todd's Lawn Care Service

Legal Services

Uglobal
Law Office of Karen Y. Vicks, LLC

CDCC MEMBER LIST BY BUSINESS CATEGORY

Libraries

Dover Public Library
Friends of the Duck Creek Regional Library

Lobbyists

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

Lottery

Delaware State Lottery

Mailing Services- Domestic/ International

Mail Movers
The UPS Store - Smyrna

Manufactured Housing & Development

First State Manufactured Housing Assoc.

Manufacturers

Independent Metal Strap Co., Inc.
Mohawk Electrical Systems, Inc.
National Vinyl Products

Manufacturers and Processors

Kraft Heinz Company*
Edgewell Personal Care
Fortescue Future Industries - Ionix
HandyTube
Procter & Gamble

Marketing

High Ground Creative LLC*
Hook PR & Marketing*
IMD4*

AHDTV Network
Aloysius Butler & Clark
Sapphire Business Services, Inc

Martial Arts

Kaizen Karate Academy

Massage Therapist

The Divine Zone LLC*

Medical

A Peaceful Place Integrated Care
American Kidney Care of Dover
Clearway Pain Solutions
Delaware Diagnostic Labs
Eye Specialists of Delaware
Eye Specialists of Delaware - Milford
Harrington Dialysis - Davita
It Is Well Healthcare and Medispa LLC
The Center at Eden Hill
Ultrasound Express, LLC

Medical Facility

Best Buds
Camden Walk In

Medical Supplies

TidalHealth Lifeline

MediSpa

Bella MediSpa
Remedy Restore Aesthetics, LLC

Mental Health Services

A Center for Mental Wellness, Inc.
NorthNode Group Counseling

Military Housing

Hunt Military Communities

Military Services

512th Airlift Wing
Air and Space Force Association
Galaxy Chapter
Dover Air Force Base
Military Officers Association of America -Dover Chapter

US ARMY Dover Recruiting Center

Monuments & Mausoleums

William V. Sipple & Son, Inc.

Mortgage Companies

Pike Creek Mortgage Services, Inc.*
Angle Mortgage Network
Diamond State Home Loans
Fairway Independent Mortgage Corporation
Motto Mortgage Prosperity
Primary Residential Mortgage, Inc.

Mortgage Loans - Commercial & Residential

CrossCountry Mortgage, LLC
Meridian Bank Mortgage Center
Miller Mortgage Group at Annie-Mac Home Mortgage
Northpointe Bank

Moving & Storage

Estate Nomads*
Two Men And A Truck

Museums

Air Mobility Command Museum
Foundation
Biggs Museum of American Art
Delaware Agricultural Museum

Musicians

Delaware Choral Society
Delaware Winds
Imagine
Joe Baione Music

New Home Builders / Construction

C & M Custom Homes

Newspapers & Magazines

Daily State News*
APG Media of Chesapeake (Adams Publications Group)
Delaware Today Magazine
Dover Post Co.
Kent County Women's Journal
Morning Star Publications / The Business Report
Southern Delaware Explorer Magazine
The Open Door

Non-Profit Organization

Central DE Habitat for Humanity*
Delaware Breast Cancer Coalition, Inc.*
United Way of Delaware*
AARP Delaware
Alzheimer's Association - Delaware Valley Chapter
American Legion Post 14 & Station 64
Big Brothers Big Sisters of Delaware
Smyrna-Clayton Boys & Girls Clubs
Greater Dover Boys & Girls Clubs
Camden Wyoming Rotary Club
Cancer Support Community Delaware
CenDel Foundation
Correctional Officers Assoc. of Delaware
Delaware Alliance for Nonprofit Advancement
DE TURF Sports Complex
Delaware Community Foundation
Delaware Farm Bureau
Dover / Kent County MPO

Dover Capital City Rotary
Dover Downtown Rotary
Easterseals DE & MD's Eastern Shore
Energize Delaware
First State Community Action Agency

Food Bank of Delaware
Home Builders Association of Delaware
Independent Resources, Inc.
Kent County Republican Committee
Kent County Theatre Guild
Kent Sussex Leadership Alliance
Kent-Sussex Industries, Inc.
Meals On Wheels Delaware
Milford Post 3, American Legion, Inc.
NeighborGood Partners, Inc.
NEW DAY Pregnancy Care Center
Pathways to Success, Inc.
People's Place
Pressley Ridge
Purposefully Transforming Lives
Read Aloud Delaware
Ronald McDonald House of Delaware
The Art Society at Loblolly Acres
True Access Capital
USO Delaware
YMCA Dover

Nursing Care

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

Optometrists & Optical Products

Simon Eye

Organizations

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

Painting

CertaPro Painters of Delaware
Snow's Painting Service, LLC

Pediatric Care

Growing Bones Pediatrics + Neuromuscular Orthopaedic In
Pest/Termite Control Services
Diamond State Pest Control, LLC*
JEM Pest Solutions Inc.
The Terminix International Company LP

Pets- Services & Supplies

The Kritter Sitter, LLC*
Beaverdam Pet Food, Inc.
Forrest Avenue Animal Hospital
Fur Baby Pet Resort
Jax n Daisy, Inc.
Super Cichlids

Pharmacies

Camden Pharmacy
Dover Community Pharmacy

Photographers

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Eric Crossan Photography

Physical Therapy

NovaCare Rehabilitation

Physicians & Surgeons

Bright Future Pediatrics

Dedicated to Women

Plumbers & Plumbing Supplies

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The Creative Side of Things

Pole Building

Diamond State Pole Buildings

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Dover Pools
Sparkle Pools Inc. - Dover

Promotional Products & Services

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Real Estate

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The Moving Experience

Real Estate Commercial & Residential

Bryan Realty Group
The Emory Hill Companies
The Rivera Group of Keller Williams Realty

Recreational Vehicle Dealers

Parkview RV Center

Recycling

Delaware Solid Waste Authority

Rental Equipment

Diamond State Party Rental
Dover Tents & Events a div. of Collective Event Group

Research

Mid Atlantic Scientific Service Inc

Restaurants

Attento, LLC dba Royal Prime
Auntie Anne's Soft Pretzels
Bangkok Thai Cuisine Corp
Benvenuto, LLC

Bibi's Brunch

Brick Works Brewing & Eats
Capriotti's of Dover, Inc.
Chaiyo Sushi & Thai Cuisines - Camden
Cheddar's Scratch Kitchen
Cool Springs Fish Bar & Restaurant
Grey Fox Grille
Grotto Pizza - Dover
JP's Wharf LTD
Monarcas Inc. La Hacienda
Little Caesars
LongHorn Steakhouse
McDonald's
Mike & Mel's Family Restaurant
Mission BBQ
Restaurant 55 / DDEGE Investments, LLC
Roma Italian Restaurant
Sambo's Tavern
Select Pizza and Grill
Select Pizza and Grill Smyrna
Texas Roadhouse
The Brick-Wood Fired Eats
Tomeka's Homestyle Eatery
Vincenzo's Pizzeria & Gelato

Retail

Celestial Shoes*
Scentsy*
Special Touch Card Creations*
Agape Body Piercings
Bel Boutique, Inc.
Byler's Store, Inc.
Chicka and Co
Chick's Saddlery
Dover Army Navy Store, Inc.
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Maxed Out Vape
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Rely Tool Supply, LLC
Sam's Club
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Walmart DC 7034

Retirement & Elder Care Communities

CompleteCare @ Silver Lake

Roofing

G. Fedale Roofing & Siding - Lewes*
G. Fedale Roofing & Siding - Wilmington*
Bright Side Roofing*
Miller's Roofing & Coatings, LLC

Schools, Colleges & Education

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

Security Systems

Advantech Incorporated

CDCC MEMBER LIST BY BUSINESS CATEGORY

- Senior Centers**
Harvest Years Senior Center
Lillian Smith Senior Center, Inc.
Modern Maturity Center, Inc.
- Senior Services**
Delaware Senior Medicare Patrol
Harmony at Kent
PACE Your LIFE
Retired & Senior Program of Kent County
- Septic**
Pirana of Delaware
Septic Masters
- Shoes**
Red Wing Shoes
- Shopping Malls**
Dover Mall LLC
- Signs**
Kent Sign Co.
- Solid Waste Management**
SEM Waste
- Staffing & Recruiting**
Adecco Staffing
People Ready
PLACERS / PLACERS Professional
Ready 4 Work
- State Agencies**
Delaware D.N.R.E.C.
Delaware Dept of Labor Div of Vocational Rehabilitation
Delaware Division for the Visually Impaired
Delaware Office of Management and Budget
Delaware River & Bay Authority
Delaware State Housing Authority
- Sunrooms**
Quality Builders Inc.
- Surety Bond Broker**
PS Surety Consulting, LLC*
The Bond Agency
- Taxi / Limousine Service**
Executive Transportation Inc.
- Telecommunication Services**
Technical Broadcast Solutions, Inc.
T-Mobile - Dover
- Television Stations**
WBOC & FOX21
- Therapeutic Services**
Central Delaware Speech Language Pathology
On Point Therapy Services & Wellness
- Tourism**
First State Heritage Park*
Kent County Tourism Corporation
- Towing**
McKinney's Towing & Road Service
- Training & Development**
uTransform360*
- Transportation**
Delaware Transit Corp/DART First State*
Avelo Airlines
Dawson Bus Service, Inc.
Delaware Department of Transportation
Koski Enterprises Inc.
- Trash Removal Service**
Red-E-Bins Sussex LLC
Waste Industries
- Travel Agencies**
AAA Mid-Atlantic
- Uniforms**
A & H Uniforms
Capitol Uniform & Linen Service

- Utilities**
Chesapeake Utilities Corp.*
Delaware Municipal Electric Corporation - DEMEC*
Artesian Water Company, Inc.
Delaware Electric Cooperative, Inc.
Delmarva Power
Tidewater Utilities, Inc.
- Utility Trailers**
Delwood Trailer Sales, Inc.
- Veterans Services**
Friends of Delaware Veterans Inc.
Service Source
- Video Production**
PJVideoFilm.com
- Water, Mold, Fire Restoration**
DiBioso's Cleaning & Restoration Services Inc.*
All Restored Inc.
SERVPRO of Dover/Middletown
- Web Design, Internet Consulting**
myInstant Team*
Delmarva Digital
Rooah! LLC
Techno Goober
- Weddings**
King Cole Farm
The Wedding Boutique
- Window Treatments**
Accurate Tint And Graphics
Castle The Window People
- Winery**
Harvest Ridge Winery
- Wireless Solutions**
T-MOBILE - Harrington



**REMEMBERING
Chris Aulita**



The Central Delaware Chamber of Commerce wishes to extend heartfelt condolences to the family, friends, and business associates of Chris Aulita, General Manager of Maple Dale Country Club. Chris Aulita was a person who was the epitome of hospitality and an excellent example of a “community” person. Chris and his team partnered with this Chamber on many occasions to assist us in events and activities – even through the COVID-19 pandemic. Regardless of what we asked or what was needed, Chris’s answer was always the same: “Just tell me what you need, and we’ll make it work” – and he did. To say that he will be missed is a profound understatement. Chris was a gift. We’ll miss his drive to collaborate, we’ll miss his hearty “welcome,” we’ll miss his understanding of partnership and community, we’ll miss his friendship. In short, we’ll miss HIM. As we celebrate who he was and what his life meant to us, we will do so with a debt of gratitude for all that he meant to Central Delaware.

Edward Jones

Christopher Smith
Financial Advisor
CFP®, AAMS®

302.735.8770

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LIVE LOVE LAUGH 2024 WEDDING GUIDE

We can help! Advertising opportunities now available in the 2024 edition of the **Live Love Laugh Wedding Guide**. Distributed in print throughout Delmarva and online at BayToBayNews.com/SpecialSections.

For more information:
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- Bally's Dover Casino Resort*
- Bavarian Bakery & Deli
- Baybird Orthodontics
- Bayhealth Medical Center
- BBSI*
- Big Brothers Big Sisters of Delaware
- BIG Investment Services*
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- Carpenter Contractor Trust
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- Coastal Bath Company
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- Delaware Association of Realtors
- Delaware Crime Stoppers
- Delaware Division of Small Business
- Delaware Electric Cooperative, Inc.*
- Delaware Municipal Electric Corporation - DEMEC*
- Delaware Technical Community College - Terry Campus*
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- Dover Behavioral Health System*
- Dover Federal Credit Union*
- Dover Motor Speedway*
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- Dowding Resource Group*
- Easterseals DE & MD's Eastern Shore
- Excel Business Systems
- Eye Specialists of Delaware
- Faw Casson*
- Fifer's Farm Store & Kitchen
- First Class Properties
- First Command*
- G. Fedale Roofing & Siding
- George & Lynch, Inc.*
- Hampton Inn - Milford
- Harrington Raceway & Casino, Inc.
- Harvest Ridge Winery
- High Ground Creative LLC*
- Highmark Blue Cross Blue Shield Delaware

- Hilton Garden Inn
- Homestead Gardens
- Horty & Horty, PA- Douglas R. Phillips*
- Hunt Military Communities
- i.g. Burton & Co., Inc.
- Independent Metal Strap Co., Inc.
- Jonathan's Landing
- Kent County Levy Court*
- Kent County Tourism Corporation*
- C.S. Kidner Associates/Capitol Strategies*
- Kraft Heinz Company
- L & W Insurance Agency
- LakeView Realty, Inc.*
- Landmark Science and Engineering
- Leadership Techniques, LLC
- Leander Lakes, LLC
- Liberty Tax Service
- Lighthouse Construction, Inc.
- M&T Bank - Dover Main
- Merrill Lynch Wealth Management - Connell & Associates*
- Mid Atlantic Scientific Service Inc
- Military Officers Association of America -Dover Chapter*
- Mountain Consulting Inc.
- myInstantTeam
- PAM Health Rehabilitation Hospital of Dover
- Parkowski, Guerke & Swayze, P.A.
- Parkview RV Center
- Payroll Management Assistance
- Pepsi Bottling Ventures of Delmarva*
- Pierce Fence Company, Inc.
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- POLYTECH Adult Education
- Pratt Insurance, Inc.
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- R & R Commercial Realty, Inc
- Regulatory Insurance Services, Inc.
- Residence Inn by Marriott, Dover*
- RPJ Waste Services, Inc.
- Sam's Club*
- Sayers Jewelers & Gemologists
- Shore United Bank - Camden
- Shore United Bank*
- Stone Nation, Inc.
- The Grey Fox
- The Malmberg Firm, LLC
- The Moving Experience
- The Willis Group, LLC*
- Tidewater Utilities, Inc.*
- Tre Sorelle Dolce Ice Cream & Mini Golf*
- Two Men And A Truck
- Wagamon Technology Group, LLC.
- Weiner Benefits Group
- Wilmington University*
- Woody's on Wheels*
- WSFS Bank - Smyrna Branch



A 5G Recharge and Unleashing Your Inner Creative This January!

Your Central Delaware Chamber of Commerce (CDCC) recently hosted our dynamic and engaging professional development event - the Professional Power Up Online this past December 12th via zoom. In response to the evolving business landscape and the increasing reliance on virtual platforms, the Chamber organized this event to empower professionals with valuable insights and skills. Let's delve into the highlights of this enlightening session led by the triumphant and inspiring, Jessica Moyer, founder and owner of The Ice House: Wellness + Community (200 Southern Blvd., Wyoming).

The Ice House: Wellness + Community's mission is to help women live a healthier happier life through a holistic approach. Jessica Moyer can be found living this mission in and out of the gym, wherever she goes. The CDCC was honored to have her share her story, drive, and presentation on what she coined "The 5-Gs to a Stronger Mindset." Those 5G's are Gratitude, Generosity, Growth, Grit, and Grace. Jessica provided easy ways reduce worry and fear, take control of your mind and feelings, and achieve your goals. Interactive

discussion of forgiveness, failing forward, the law of reflection, and the power of intentionality increased the impact of Moyer's presentation. She left all attendees to ponder over what in their life is serving them and their goals, versus what isn't. This was a perfect conclusion in preparation for the New Year.

What's in store for 2024? The CDCC is excited to kick off the first Professional Power-Up LIVE of 2024 on January 9th at Grottos Pizza Dover with Javier and Meghan Santana of "The Creative Side of Things" Podcast. This father and daughter duo will charge our minds and get us to think outside the box by "Unleashing Our Inner Creative." Guests are in for a special lunch-&-learn hour with them that will leave them with tools to apply creativity in any area of their lives.

For more information on attending the Professional Power-Up LIVE on Tuesday, January 9th, at Grottos Pizza Dover (1159 N. Dupont Hwy.) please visit www.cdcc.net or call (302)734-7513. Admission is \$5 cash for members and \$15 for non-members. We can't wait to see you there!



Member News



Thunder Over Dover Return for 2024



The Dover Air Force Base's First State Airshow is an eagerly anticipated event that captures the hearts and imaginations of aviation enthusiasts from across the region. This annual extravaganza showcases the prowess of military and civilian aircraft, featuring breathtaking aerobatic performances, static displays, and interactive exhibits. As one of the premier airshows in the United States, the First State Airshow at Dover Air Force Base never fails to deliver an unforgettable experience for attendees of all ages.

One of the highlights of the First State Airshow is the jaw-dropping aerobatic performances that leave spectators in awe. Skilled pilots maneuver their aircraft through thrilling

loops, rolls, and dives, pushing the limits of both man and machine. The precision and skill demonstrated by these aviators showcase the highest levels of training and expertise, making for a truly mesmerizing spectacle.

The airshow provides a unique opportunity for the public to get up close and personal with a diverse range of military aircraft. From state-of-the-art fighter jets to massive cargo planes, attendees can explore the impressive machines that serve and protect the nation. The static displays allow for a hands-on experience, offering insight into the technology and capabilities of the United States Air Force.

Beyond the thrills and excitement, the First State Airshow fosters community engagement. Local businesses, schools, and organizations often participate, contributing to the overall festive atmosphere. It is truly a community affair. The airshow serves as a platform for the military to connect with the public, building understanding and appreciation for the vital role played by the armed forces.

Consider this your inside scoop on this fantastic event that you won't want to miss coming May 18-19, 2024, at the one and only Dover Air Force Base. Keep reading for the official Breaking News Press Release!

submitted by Dover Air Force Base

ZIP CODE

Continued from Page 10

providers and opportunities! This is a free event open to the public.

Third, Zip Code will also continue to offer our community outreach program – Zip Code Prep – which was launched in 2023. Zip Code Prep is a free, 4-week, part-time, evening course designed to bring awareness of tech training to adult learners. “Our goal is to help interested participants explore careers in technology while discovering their aptitude and interest in the field, and maybe have lots of fun along the way!” Burton excitedly shared.

Finally, Zip Code looks forward to launching Zip Care (<https://zipcarede.com/>) in 2024 – their newest program which applies the Zip Code self-sustaining nonprofit training model to a new division offering entry level medical professional training. Utilizing this new accessible, affordable, and inclusive medical workforce training program, they will produce a versatile Patient Care Tech to support employment and workforce pipelines in the medical field for Delaware healthcare employers.

Zip Code Wilmington stands as a testament to the transformative power of education in the tech industry. By providing a gateway for individuals to enter the world of coding, the bootcamp not only addresses the

demand for skilled developers but also empowers individuals to pursue fulfilling and lucrative careers. As the tech landscape continues to evolve, institutions like Zip Code Wilmington play a crucial role in shaping the future of the industry, one coder at a time. “I enjoy seeing our graduates achieve their dreams of becoming Software Developers or Data Engineers, secure a great paying job in a new career, and then turn around and help others do the same. Coding builds our community,” concluded Burton.

The CDCC congratulates Executive Director, Desa Burton, and her team at Zip Code Wilmington for their successful Career Training Fair held in November at Wilmington University and for their amazing progress thus far. The CDCC can't wait to see the big things that will evolve for the company in 2024. The CDCC ensures that Zip Code Wilmington is surely a non-profit organization that businesses will want to keep their eye on.

For more information about Zip Code Wilmington and their spectacular services, please visit www.zipcodewilmington.com. View their Annual Impact Report at www.zipcodeimpact.com and their 2023 Outcomes Report here www.zipcodewilmington.com/outcomes. Executive Director, Desa Burton, can be reached via email at desa@zipcodewilmington.com, or by calling (302) 551-3631.



PRESS RELEASE UNITED STATES AIR FORCE



436TH AIRLIFT WING (AMC) PUBLIC AFFAIRS
201 Eagle Way, Dover Air Force Base, DE 19902
Telephone: (302) 677-3372
Email: 436AW.PA@us.af.mil
www.dover.af.mil

December 19, 2023
RELEASE NO. 23-12-02
FOR IMMEDIATE RELEASE

F-35 DEMONSTRATION TEAM, GOLDEN KNIGHTS TO CO-HEADLINE FIRST STATE AIRSHOW

DOVER AIR FORCE BASE, Del. – The U.S. Air Force F-35A Lightning II Demonstration Team, and the U.S. Army Parachute Team, the Golden Knights, are scheduled to co-headline the 2024 First State Airshow and Open House May 18-19, 2024, at Dover AFB.

Additional aerial acts and static displays will be announced at a later date.

“I'm incredibly excited to open our doors to the community during the 2024 First State Airshow and Open House as a way of saying ‘thank you’ for their tremendous support,” said Col. Chris McDonald, 436th Airlift Wing commander. “The First State Airshow is our opportunity to bring the entire Team Dover family together for an unforgettable weekend.”

Admission and parking are free and open to the public. Food and beverages will be available for purchase during the open house.

Stay tuned on our social media pages, [Facebook.com/DoverAirForceBase](https://www.facebook.com/DoverAirForceBase) or [@doverairforcebase](https://www.instagram.com/doverairforcebase) on Instagram, for the latest information.

For additional information regarding First State Airshow, call Dover AFB Public Affairs at (302) 677-3372 or visit www.dover.af.mil/First-State-Airshow-2024.

The CDCC Resource Guide: Showcasing Kent County's Best!

In the ever-evolving landscape of business, effective advertising is crucial for establishing a strong presence and reaching potential customers. One powerful avenue for local businesses to showcase their products and services is through the Central Delaware Chamber of Commerce's (CDCC) annual Resource Guide. The 2023-2024 edition presents a unique opportunity for businesses to connect with the community, enhance visibility, and expand their brand. Advertising spaces are now available for purchase in this incredibly useful publication with 8,000 copies in distribution.

The CDCC plays a pivotal role in fostering economic growth and community development in the region every day in a plethora of ways. As a trusted advocate for businesses for over 100 years, the CDCC serves as a catalyst for collaboration, networking, and resource-sharing among its members. The annual Resource Guide is a tangible representation of the chamber's commitment to supporting local enterprises and showcasing trustworthy member businesses in the best way.

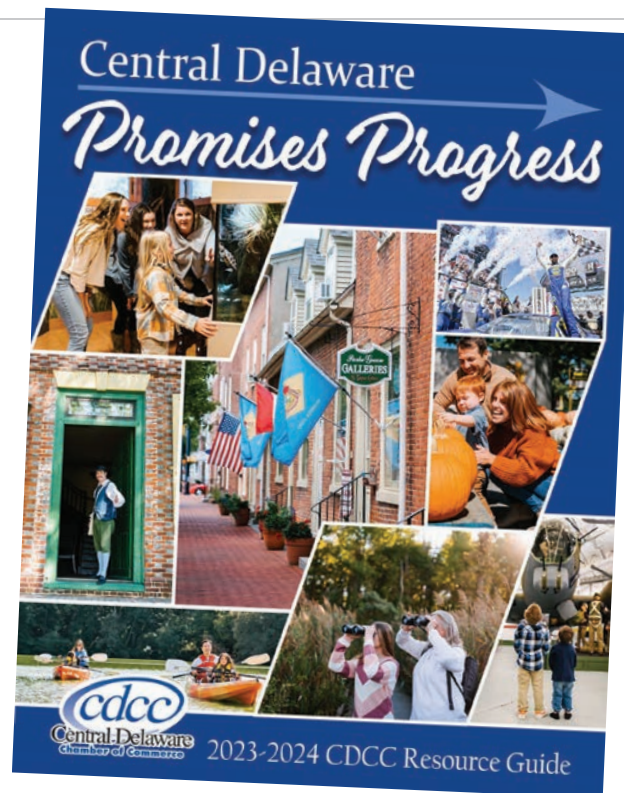
Here are some reasons why we think you and your business can benefit from showcasing your work in our 2023-2024 Resource Guide:

1. Community Visibility – Our Re-

source Guide serves as a comprehensive directory for businesses in Central Delaware, making it an invaluable resource for residents and visitors alike. By placing an advertisement in the guide, businesses can elevate their visibility within the community, ensuring that their products and services are prominently featured around hotspots throughout Central Delaware.

2. Credibility and Trust - Associating your business beyond membership with the CDCC lends an air of credibility and trust. The chamber is regarded as a reliable source of information, and being featured in the Resource Guide signals to potential customers that your business is an active and reputable member of the local business community.
3. Longevity and Shelf Life - Unlike digital advertising that may get lost in the constant stream of online content, the Resource Guide has a longer shelf life. It serves as a lasting reference for individuals seeking local businesses and services, providing sustained exposure for your advertisement throughout the entire year. Print is certainly not dead!

Now that you've read a glimpse into the benefit of advertising in this pub-



lication, it is time to begin thinking about how you and your company can make the most of your ad space.

A tip from the CDCC includes crafting an attention-grabbing advertisement with high-quality visuals and clear messaging. Make sure your brand stands out and communicates key information effectively.

Advertising spaces are now available in the upcoming Resource Guide. We will have the publication – The CDCC 2024-25 Resource Guide – available for distribution by July 2024. We are offering a special package to the first 35 half or full-page advertisers – those businesses will receive an ad on our Dover/

Kent County map (10,000 copy distribution) for free! All full-page or half-page advertisers will receive a hyperlink from our online version of the Resource Guide to your website, driving traffic directly to you.

Central Delaware's business community is a vibrant and essential part of Central Delawareans' quality of life – please consider showcasing your business for the betterment of the community - for an entire calendar year! For more information, pricing, or to reserve a spot in our Resource Guide, contact Dina Vendetti at the CDCC office (302) 734-7513 or dvendetti@cdcc.net today!

Ribbon Cuttings

CDCC joins Adecco Staffing for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Adecco Staffing, on Monday, December 18th, at 12pm. The event was held at 56 W. Main Street in Christiana, Suite #201. Chamber members and friends joined Branch Manager, Gigi Traynor, and her team to celebrate the Grand Opening of their new location!

Adecco Staffing is a global workforce solutions provider, offering a comprehensive range of services to businesses and job seekers. With a commitment to connecting talent with opportunity, Adecco strives to build a better workforce and contribute to the success of businesses around the world. The staff at Adecco works hard to match employees to the right employer for a successful professional pairing. "We

are the Cupid in the Business World, we match the right candidate to the right company and strive for that Love Connection," added Traynor.

Adecco assists their clients with finding associates to fit their staffing needs, whether they are temporary, temporary to permanent, or direct hire. Adecco has a proven track record of providing top-notch workforce solutions since 1996. The company began with a vision of a world of work in which everyone can find their ideal job. Their dedication to excellence and customer service has made them a nationally recognized force in the human resources industry across the United States. Today, Adecco is America's largest recruitment company.

Utilizing a branch network, Adecco provides resources and coverage to

virtually every state. Traynor and her team are excited to start fresh and serve the local job market in their new Christiana, Delaware location. The CDCC extends a warm welcome to the Adecco Staffing team as they continue to serve our beloved state and its workforce. The CDCC is excited to see how Adecco will give back to the community through various ways. "Our team loves to be involved in the community in any way we can. Adecco is a huge supporter of Dress for Success and the Wounded Warrior Project. Locally,



we just helped one of our clients prepare 20,000 meals for US Hunger," shared Traynor.

For further information about Adecco Staffing, please visit www.adeccousa.com or call (302) 669-4005. Please join the Central Delaware Chamber of Commerce in congratulating Gigi Traynor and the Adecco Staffing team on the Grand Opening of their new location!

New Member Spotlights

Introducing, T-Mobile Dover!

In the dynamic world of telecommunications, T-Mobile stands out as a trailblazer, known for its innovative services, commitment to providing seamless connectivity, and longevity. Did you know that T-Mobile at 1141 in Dupont Hwy. location is the biggest, most popular corporate store in Delaware since 2008? That's correct and the Central Delaware Chamber of Commerce (CDCC) is happy to share their work with our shared community as new members.

T-Mobile, a subsidiary of Deutsche Telekom, has a rich history that dates back to the establishment of VoiceStream Wireless in 1994. The company's journey in the United States began when VoiceStream acquired a regional network and expanded its footprint. In 2002, Deutsche Telekom rebranded VoiceStream as T-Mobile, setting the stage for a new era of wireless communication. T-Mobile's "Un-carrier" strategy, introduced in 2013, marked a paradigm shift in the telecommunications industry. Departing from traditional practices, T-Mobile elim-

inated service contracts, introduced transparent pricing, and eliminated data overage charges.

As technology evolved, T-Mobile positioned itself as a leader in the race to 5G. The company's commitment to making 5G accessible to a broad audience has played a crucial role in shaping the future of wireless communication. Today, T-Mobile offers a diverse range of services that cater to the diverse needs of consumers. From individual plans to family packages, T-Mobile provides flexible options that include unlimited talk, text, and data communications. They also provide services to both businesses small and large.

T-Mobile Dover is a leading provider of wireless communication services, dedicated to connecting communities and empowering individuals with cutting-edge technology. The CDCC is excited to welcome the T-Mobile of Dover team (1141 N. Dupont Ave Ste. 3) into membership. Meet Roma Konno, Mobile Expert, who is happy to assist!

"We have the most knowledgeable and professional Mobile experts who cater to your needs. We have team members from diverse backgrounds. We are the un-carrier and customer obsessed!" shared Konno.

Konno is excited to get to know fellow business members of the CDCC and credits our wonderful Ambassador, Mrs. Esther Rich of Special Touch Card Creations, as her key motivator to joining our membership. "I met Mrs. Esther Rich working in the store and while I was getting to know her, she invited me to the business mixer at Bally's Dover. I thought that it is one way of being part of the community," continued Konno.

For more information about T-Mobile Dover please visit www.t-mobile.com or call (302) 736-1980. Please join us in welcoming Roma Konno and the T-Mobile Dover Team into membership!



Introducing, Insperty!

Human Resources (HR) is a department in an organization that focuses on managing its employees - the organization's most valuable asset. HR professionals ensure that employees have the necessary resources to perform their tasks and foster a positive work environment. HR professionals and companies handle various responsibilities, from recruiting and compliance to benefits and training. HR departments also handle employee compensation, benefits, hiring, training, retaining talent, terminations and more. People and companies can be complicated and time consuming as they maneuver in a business setting, especially small businesses. This is where Insperty - "HR that makes a difference" comes in handy.

For more than 35 years, Insperty has dedicated themselves to helping businesses succeed by taking care of their most valuable asset - their people. With a commitment to providing comprehensive HR solutions, Insperty empowers businesses to focus on their core operations while ensuring their workforce thrives. From human resources and payroll services to workforce optimization

and business performance solutions, Insperty tailors its offerings to meet the unique needs of each client.

Insperty offers a suite of HR services designed to streamline operations and enhance organizational efficiency. From talent acquisition to employee benefits and compliance, businesses can rely on Insperty to navigate the complexities of workforce management. Insperty is a full-service HR company offering comprehensive employment solutions that provide recruiting and outplacement support, employment administration and payroll, benefits plan sponsorship, training and development, performance management support, employer liability management and HR-related compliance support, and more. Insperty operates in more than 90 offices throughout the United States and can help businesses with 5 or 5,000 employees and are committed to helping companies improve, grow, and simplify their workload.

Meet Kelvin Jenkins, Business Performance Advisor for their Wilmington Delaware branch located at 1201 N. Market Street. "I moved to

Central Delaware in 2017 and have lived in Clayton and Dover. I coach football and am very active in my community. I wanted to surround myself with other like-minded professionals; It is important to network and build relationships," shared Jenkins on this motivation to join to the Central Delaware Chamber of Commerce.

As we welcome Insperty to the Central Delaware Chamber of Commerce, we look forward to the valuable contributions and positive impact they will undoubtedly bring to our vibrant business community. Insperty has a lot to offer the Central Delaware business community and the CDCC is excited to see the partnership that will be made.

If you'd like more information about Insperty or wish to connect with Jenkins, please visit www.insperty.com, email kelvin.jenkins@insperty.com, or call 302-264-6609. Please join us in welcoming Kelvin Jenkins and Insperty into membership!



New Member Spotlights

Introducing, Kona Ice of Dover!

Kona Ice of Dover is not your typical ice cream truck. With its colorful tropical façade, Kona Ice provides a mobile shaved ice experience that stands out in the community. The business is founded on the principle of creating a memorable and enjoyable treat while also giving back to the community by providing joy and cool, tasty treats. Kona Ice is more than just your average, run of the mill, ice cream truck. Unlike an ice cream truck, they're about more than just the product- they are dedicated to the experience of shaved ice. Shaved ice is unique because it allows for the delicious flavoring to really soak in and give it the best consistency. Rather than granular and crunchy texture of snow-cones, shaved ice emulates the fluffiness of snow making for a delightful experience to enjoy! Keep reading to meet the young entrepreneur behind Kona Ice of Dover!

Kona Ice of Dover can be found at various venues such as schools, sporting events, corporate, parties, fundraisers, daycares, festivals, catered events, and more. A great appeal of Kona Ice is the endless amount of flavor options with cool combinations like, buttered beer,

coconut lime, cheesecake, cola, strawberry sriracha, Cryin' key lime, orange ginger, hazelnut coffee and the list goes on!

"I'm Christian Miller - I started my Kona Ice franchise when I was 18 years old with a small \$10,000 inheritance from my Grandfather, who passed away when I was just 7 years old. Now I'm 20 years old with 3 Kona Ice trucks, I'm also a youth leader and an Eagle Scout. I was a homeschool student having never been in an actual school until I started Kona Ice. Now I help schools and non-profit organizations raise funds by sharing back 20% of proceeds and making kids happy everywhere I show up. It's called a GiveBack," revealed Miller.

"In 2022 I gave back over \$7,000 to non-profit's and this year we'll give back almost double that amount. As a youth leader I saw kids in need of funding for trips, projects etc. Kona Ice was a way for me to earn money while giving back to my community. We operate on the central eastern shore of Maryland and Central Delaware with our primary business in Dover running from Smyrna to Milford. I LOVE what I do. Kids smile when they see me. Sometimes I do

magic tricks in the serving window," continued Miller.

"My dad runs one of my other trucks and helps with running the business, day to day operations. My mother, bless her heart, calls herself the 'free mom labor' and handles all marketing, booking and fundraising appointments....I just show up and have fun! My parents are my behind-the-scenes support, and I couldn't manage without them. I already have expansion plans for a gourmet coffee truck in late summer 2024 or fall. Sky's the limit where serving my community is concerned. My grandmother always said, 'feed the people!'" recalled Miller.

The CDCC is excited to welcome the Miller family into membership, and admires their community-driven focus and motivations to be a part of our base. "Being an integral part of my community was instilled in me by my mother from early childhood. She used to say that your community is only as good as you make it and so I spent time donating time in food banks, helping non-profits organizations at race 5k events and doing community service. It's what was expected of me. Becoming a member of the chamber is another vein



to my community lifeline," Miller expressed.

For more information about Kona Ice of Dover, please visit www.kona-ice.com or email dover@kona-ice.com for direct contact to Christian Miller. Don't forget to use your CDCC club card for a 5% discount. Please join us in welcoming Christian Miller and his family of Kona Ice of Dover into membership!



Introducing, Hodges Accounting & Tax Services, LLC!

Your Central Delaware Chamber of Commerce (CDCC) is happy to highlight concierge-level accounting services from the Client Success Team at Hodges Accounting & Tax Services, LLC (HATS). Located in Milford (282 N Rehoboth Blvd, Ste. A), the mission of HATS "is to offer affordable and professional quality accounting services to small businesses and startups. As a business owner, you wear a lot of hats in your day-to-day operations to make it successful. Let our team wear your accounting HATS, so you can do what you do best – run your business," shared owner Angel Hodges. Hodges is a CPA and QuickBooks ProAdvisor with over 20 years of accounting and business consulting experience in Kent and Sussex Counties.

HATS provides clients with "Concierge-Level" ser-

vice which means "personal service that goes above and beyond, including advisory and consulting, proactive tax planning and education, and tax preparation," said Hodges.

Our dedicated 'Client Success Team' believes in educating our clients so that they can achieve their financial goals and stay compliant with tax laws. Our goal is to be a trusted advisor to our clients and an asset to their business," Hodges continued.

Behind Hodges Accounting and Tax Services CPAs is a team of skilled professionals, including Certified Public Accountants with extensive industry knowledge. Their commitment to ongoing professional development ensures that they stay abreast of the latest trends and changes in the financial landscape. One

of the hallmarks of Hodges Accounting and Tax Services CPAs is their dedication to client satisfaction. They prioritize open communication, transparency, and personalized attention, ensuring that each client receives the support they need to achieve their financial and business goals for their peace of mind.

Services available at HATS include Accounting Software Selection & Implementation, QuickBooks Support with Professional Advisors, Business Consulting & Advisory Services, Business Entity Selection, Prepared Financial Statements, Tax Preparation & Planning, Payroll, and Notary Public Services. The Hodges Accounting & Tax Services, LLC has you covered just in time for tax season!

Here is more about founder and owner, Angel Hodges. She was born and raised on

a farm in Greenwood, Delaware and currently resides in Camden with her husband, Justin, and son, Lee. Angel enjoys spending time with her grown children, their spouses, and her grandchildren. She has notable served on the Board as Past President of the Chamber of Commerce for Greater Milford and continues to enjoy volunteering with numerous other local organizations.

Hodges of Hodges Accounting & Tax Services, LLC (HATS) understands the need to be engaged with the community of which they are serving, especially through the Central Delaware Chamber of Commerce. Angel enjoys meeting like-minded business professionals and giving back to the community. She hopes to meet CDCC members in 2024 as a new member. The CDCC is happy to welcome HATS into the CDCC com-

munity.

For those seeking reliable accounting and tax services or more information, Hodges Accounting is ready to assist. You can reach their team at www.hodgescpas.com or by calling (302) 426-4750. Please join us in welcoming Hodges Accounting and Tax Services, LLC (HATS) into membership!



HODGES
ACCOUNTING & TAX SERVICES

New Member Spotlights

Introducing, Beach Babies Child Care!

We are delighted to shine the spotlight on one of our newest members, Beach Babies Child Care, a leading provider of early childhood education and childcare services in the Central Delaware region. Beach Babies Child Care is dedicated to providing a nurturing and enriching environment for children ages 6 weeks through Pre-K to learn, grow, and thrive. With a commitment to excellence in early childhood education, Beach Babies offers a range of programs designed to meet the unique needs of children at various stages of development. "We also offer Before/After school and Summer Camp programs for children up to 12 years old," shared Sean Toner, Beach Babies Child Care President.

At Beach Babies, education is more than just a curriculum; it's a holistic approach to fostering a child's intellectual, social, and emotional development. The experienced and passionate staff members create a supportive atmosphere where children feel encouraged to explore, ask questions, and develop a love for learning. Their guiding motto is "Where Learning is Fun!" and encourage you to see for yourself why that is.

Beach Babies Child Care company is a fast-growing, family-owned and operated, Delaware-native company.

"I am a lifelong DE resident, my family is originally from Old New Castle but my parents and I moved to Rehoboth Beach in 1993 when I was two. This is where my mom (Debbie Toner) started Beach Babies Child Care in 1997 after seeing the need for quality child care in the area. We opened our Rehoboth Beach center in 2008, Townsend center in 2009," shared Toner.

Toner continued, "After graduating college at Philadelphia University with a Construction Management major I moved back home and began working with my parents again. When my mom passed away in 2021, I began running Beach Babies Child Care with my dad. We opened our fourth location in Milford in January 2023 and now serve over 700 children throughout the state." In his spare time away from the business, Toner loves to golf, go to the beach and fish, travel, and spend time with his family and friends.

Beach Babies Child Care carefully selects their staff members based on their knowledge of Early Childhood Development, and their ability to value, respect and sensitively respond to each child's individual needs. They are committed and work hard continually every day to earn the trust placed in us. The company is founded on these core beliefs:

Each child is a unique individual; By providing children with developmentally appropriate programs that focus their process of learning, they enjoy successful experiences; In an environment where parent participation is encouraged, a child thrives; Our carefully selected staff are a key component of our program; The ability to value, respect, and sensitively respond to each child's needs makes our program so successful.

This company values and respects the role parents play in being the significant providers of care for their beloved children. That is why they encourage parents to become involved in their children's programs as much as possible. They realize the importance of a positive atmosphere between their children's time in care at Beach Babies and when they return home. For over 17 years, Beach Babies Child Care has been a trusted environment for children to experience safety, education, nurture, and fun in their state-of-the-art facilities.

The Central Delaware Chamber of Commerce (CDCC) is happy to hear Toner's and the Beach Babies Townsend (6020 Summit Bridge Road) team's motivation for becoming members. "We wanted to join the CDCC because we know the importance of community and how

important it is to be a part of it. We serve families that come from Dover, Smyrna,, Townsend, Middletown, etc. and joining the CDCC will allow us to reach more of our families that we serve and be a part of their community," Toner explained.

For more information about Beach Babies Child Care in Townsend, please visit www.beachbabieschildcare.com or call 302-378-4778. Please join us in welcoming President, Sean Toner and the Beach Babies Child Care Townsend team into membership!



Introducing, The Maids in Kent County!

Giving you time to enjoy life and work to the fullest is what The Maids in Kent County, a home and office cleaning brand with the highest standards of cleanliness, wants to do for you. The Maids in Kent County is not just a cleaning service; it's a commitment to excellence in every sweep, scrub, and shine. With a team of dedicated professionals, The Maids of Kent County has been serving Kent County with unwavering dedication, transforming spaces into pristine places of peace.

They provide a range of residential housekeeping services, from holiday cleaning to moving cleaning services. This business can handle nearly all your cleaning needs. "Our goal is to inspire a sense of happiness, relief, and confidence with every visit. We ensure each experience with our cleaning services delivers that moment of pure joy when you return to a clean home. That's the unique partnership and the personal touch only The Maids can deliver,"

shared owner, Clement Okyne.

What sets The Maids in Kent County apart from others is that you can be confident in their quality and thoroughness visit after visit and feel The Maids difference with their 22-Step Cleaning Process. This process ranges from cleaning and disinfecting high-touch areas, high and low dusting, vacuuming and mopping, all to the way to tidying and straightening of furniture and emptying trash. Their 22-Step Cleaning Process is very thorough and highly-rated. The Maids of Kent County will work with your needs and budget to select a plan that fits your life's needs.

Here is more about owner, Clement Okyne. "I am originally from Ghana, growing up in Dansoman, Accra in the western part of Africa opened me to the endless opportunity out there. I lived in Philadelphia till 2017, moved to Delaware when my oldest child started kindergarten. I am a father of three, with my wife. I

love gardening, soccer, & traveling in my free time," shared Okyne.

The Maids in Kent County is a nationally-known franchise that began an exclusive partnership with the brand, Mr. Clean, in 2018. Since then, The Maids customers have enjoyed receiving a certified level of clean; their cleaning of residences entered a new era.

"My motivation for joining the Chamber was based on a myriad of different reasons such as instilling consumer confidence. Also, knowing that the chamber can help bring awareness to my business, because people simply aren't aware of its existence. The ability to volunteer is also a major factor for joining. This will give me the opportunity to assist with events and with the many causes the Chamber champions. I want to use the medium to help improve the quality of life for the community and finally, to announce to the community that my business is here to

stay," declared Okyne.

Who doesn't love a clean home or space? Get started on cleaning your space in the New Year by contacting the Maids in Kent County today! Begin by emailing themaidsinkent@outlook.com, visiting www.maids.com, or by calling (302) 580-0201. Please join us in welcoming Clement Okyne and his team at the Maids of Kent County into membership!



Member of the Month



NAME: **Robin R. Christiansen**

TITLE: **Mayor**

BUSINESS: **City of Dover**

ADDRESS: **15 Loockerman Plaza, Dover DE 19901**

HOURS: **8:00am – 5:00pm, Monday - Friday**

PHONE: **302-736-7005**

WEBSITE: **www.cityofdover.com**

EMAIL: **rchristiansen@dover.de.us**

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

The City of Dover was founded in 1683 by William Penn. The actual construction of the city began in 1717. Today, we are the county seat of Kent County and a full-service community. We are the proud home of Dover Air Force Base and the capital city of Delaware.

Tell us about your role in the business/organization.

Under the charter, the mayor is the executive and chief official of the city. Mainly responsible for Public Safety, Economic Development, and other responsibilities

Tell us something that makes your business/organization unique.

We are a full-service community offering planning, utilities, public safety, and collaboration with businesses large and small to make our city a great place to live, work and play.

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

I see the City of Dover having a bright future with aggressive growth and development spurred by its strategic location tempered with its charm and history.

How has the Chamber helped your business/organization grow?

Since its founding the Chamber has been an integral partner with the city and its continued growth and success.

What is your best advice to other businesses/organizations?

Always to what it right, even when no one is looking. Dream Big and always reach for the stars!

Ambassador's Corner



Travis Neal

Thank you for allowing me to not only be a part of this wonderful organization known as the Central Delaware Chamber of Commerce, but to also represent you as an ambassador. My relationship with the Chamber began with the Leadership Central Delaware program. I was privileged to be selected to participate in the Class of 2023. That experience created an opportunity to connect with many business professionals that I had not crossed paths with until that point. The comradery that

developed from the team bonding exercises to the monthly classes drew us together. Through the LCD class, I was exposed to several other chamber functions such as the Holiday Gift Auction, The Amazing Chase, and the Mini Masters Golf Tournament. The more I participated in Chamber functions the more fun I was having, and the more I wanted to do. I recognized how special this group of people are that make up the Central Delaware Chamber of Commerce, how much they care, and how much

they do for our community. I just want everyone to be able to share in these experiences and to know we have amazing resources locally.

I am originally from western New York and moved to Delaware in my mid-twenties. My wife and I have three beautiful girls, ranging from 15 to 2 years old, who keep us busy. I enjoy spending time with my friends and family, reading a good mystery, and anything to do with baseball or football. I love to travel to experience new things; in fact, I like to say I



Congratulations - You're a 10!

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



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Thank You for Your Renewal!

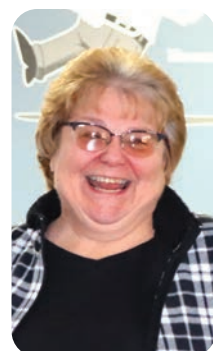
RENEWALS FOR NOVEMBER 2023

Company Name	YRS	Company Name	YRS	Company Name	YRS
Maple Dale Country Club	41	Wagamon Technology Group, LLC.	6		
Colonial Investment & Management Co., Inc.	39	Burke Equipment Company	5		
Regulatory Insurance Services, Inc.	30	Fireside Partners, Inc.	5		
Delaware Brick Co.	28	Gracious Heart Nursing Services, LLC	5		
Effectv	25	Hunt Military Communities	3		
Chick's Saddlery	22	Angle Mortgage Network	1		
Delaware State Chamber of Commerce	22	Avelo Airlines	1		
Towles Electric Inc.	16	Guardian Emergency Training	1		
Delmarva Digital	11	MNTN Construction	1		
Boeing	9	Suds and Company	1		
Delaware Transit Corp/DART First State	7				

New Members

Hodges Accounting & Tax Services	Kathy Miller	282 N Rehoboth Blvd	Milford	DE	19963	302-426-4750
Kona Ice of Dover	Maggie Miller	105 Whitby Lane (DO NOT PUBLISH)	Centreville	MD	21617	443-203-9699
Pirana of Delaware	Dino Ferretti	1432 Blackiston Rd	Clayton	DE	19938	302-275-1190
Springhill Suites by Marriott Frederica	Judy Wilbur	208 Dominus Dr.	Frederica	DE	19946	302-585-8586
The Maids in Kent County	Clement Okyne	10278 S. Dupont Hwy	Dover	DE	19901	302-580-0201
The Missing Piece-Food Trailer	Crystal Balentine	230 Loder Dr.	Smyrna	DE	19977	302-241-7195
T-Mobile - Dover	Julio Marquez	1141 N Dupont Ave Ste 3	Dover	DE	19901	302-736-1980
US ARMY Dover Recruiting Center	Ronald Peresian	1263 N Dupont Highway	Dover	DE	19901	302-736-1089

MEET THE CDCC STAFF!



Administrative Assistant

Martha Lehman

- 1. Talk to me about...**
when and where the latest Mixer will be so you can network with others and learn more about other businesses in our local area.
- 2. My favorite quote is...**
“Don’t expect to get different results when you keep doing the same thing over and over. For things to change, YOU have to change.”
- 3. If I could live in any sitcom, it would be?**
“Family Ties”
- 4. If I had one extra hour of free time a day, I would...**
spend it with family.
- 5. In one word I am...** patient.
- 6. Working at the CDCC, I’ve learned...**
there is so much that the Chamber really does do for a business, it’s amazing how they can help a business succeed.

Coffee On Us!

SPONSORED BY
Tre Sorelle Dolce

The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front pageheader changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly “Coffee On Us” contest. If you recognize the location of the header picture on our front page, be the FIRST PERSON to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:



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

The winner of the last “Coffee On Us” Contest was **Nancy Quade of New Image Inc. for correctly identifying “the tree lighting on Loockerman St. in front of City Hall.”** Congratulations, Nancy – 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.

Application Period Re-Opens: FEB. 1 - MARCH 1, 2024!

EDGE

GRANT COMPETITION

Compete for grant funding through our bi-annual EDGE (Encouraging Development, Growth & Expansion) initiative. It's a great way to help your small business start or grow!



[DE.GOV/EDGE](https://de.gov/edge)



We are *YOUR* Chamber



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