

Chamber Connections

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June 2022



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Join Us For An Evening Amongst Excellence!

The votes are in for the Central Delaware Chamber of Commerce's Excellence in Business Awards, and it is time to celebrate all our nominees, winners, graduates and CDCC community members at the 2022 Awards for Excellence Celebration occurring on Thursday, June 23, at Pizzadili Vineyard & Winery from 5 to 8 p.m.!

The CDCC is excited for this event because there is much to celebrate here in Central Delaware! We are just as excited as you are to finally award three of our nine nominees from the Small Business of the Year, Large Business of the Year and Young Professional of the Year categories.

This is a moment to sincerely commend the incredible work that members of the Central Delaware community are doing every day. This award means so much to our nominees because it is decided by their peers – you! The votes from the members of the community hold great significance because they show support for fellow hard-working business professionals in the area. Thank you to everyone who submitted their votes for our nominees. Let's cheer them on as we applaud their notable efforts in making Central Delaware THE place to live, work and play!

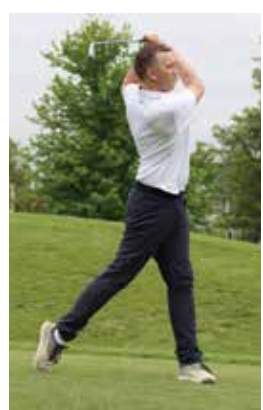
In addition to awarding our nominees, there will be graduates at the



dinner as well! Yes – the Leadership Central Delaware Class of 2022 will walk across the stage and receive their prestigious diplomas recognizing the introduction of 21 new leaders in our community. They have spent the past year waiting for this moment and are

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Airmen and Civilians Meet on the Green



The Central Delaware Chamber of Commerce proudly held our Annual Bluesuiters Golf Tournament to celebrate and unite TEAM DOVER! The 2022 tournament occurred on an advantageously overcast day at Jonathan's Landing Golf Course in Magnolia on May 12 at 11 a.m. About 111 golfers lined the green at Jonathan's Landing in their golf carts

ready to play their very best and engage in competitive camaraderie with Dover Air Force Base Airmen. All attendees had the option of purchasing mulligans, Golf Ball Drop raffle tickets and entering the drawing for the hand-crafted Scotty Cameron Putter. Spirits were high as the golfers cruised to their respective starting holes for a day of

fun. The CDCC looks forward to orchestrating this golf outing for our local members and Dover Air Force Base airmen because it offers golfers of all skill levels a fun day to meet new people, support local businesses and connect with our servicemen and -women here in Central Delaware.

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Mix it Up in Milford with the CDCC!

The CDCC is THE essential resource for the development of businesses in Central Delaware! Established in 1919 as the Dover Chamber of Commerce, the Central Delaware Chamber of Commerce evolved over time with the merger of the Smyrna-Clayton Chamber of Commerce and more recently, a partnership with the City of Harrington Business Association. The CDCC has been proud to extend our reach to the Milford community for

many years, and even prouder to collaborate with the awesome people from the Chamber of Commerce of Greater Milford for our next Sunset Business Mixer!

Guests of both Chambers will be found mixing and mingling together at Fur Baby Pet Resort, 301 NE Front Street in Milford and neighboring restaurant, Benvenuto, on June 29 from 5 to 7 p.m. for the CDCC's monthly

Sunset Business Mixer. Fur Baby Pet Resort is Milford's No. 1 pet boutique, daycare, hotel and spa, which has been servicing Delaware since 2011. The Fur Baby team is excited to welcome all attendees into their wonderful facility for an evening of furry, friendly fun! The accommodating staff at Benvenuto are excited to serve their community with delicious food, drinks and inviting

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Dina's Digest



PRESIDENT
DINA VENDETTI

The Secret Ingredient is Influence

Delaware is a place where voices are heard. I find that to be one of the most unique, most fascinating, most endearing things about the First State. Delawareans who choose to engage with the state's decision-makers are given a say in how the future is shaped. Every person is invited to be part of the conversation. Many know this interesting phenomenon as "The Delaware Way."

At this time of year, there is a frenzy of activity taking place at Legislative Hall. As we approach the end of a busy legislative season, law makers are working hard to create policies, bills and laws that will move our state forward. As the General Assembly meets and deliberates, you can be sure that Your Chamber is involved in those conversations. Our job is to advocate on your behalf for legislation that is business friendly and will support the ongoing development and growth of businesses in Central Delaware. We have built strong relationships with our legislators and we do our very best to influence their work.

While Your Chamber takes full advantage of "The Delaware Way," that doesn't mean that we always "get our way." Sometimes our opinion is not shared by the majority and sometimes legislation gets passed even though we have spoken in strong opposition, or legislation that we favor doesn't pass. Even though those occasions may not feel good, they do not

indicate that our work was in vain or that we somehow have failed.

The secret ingredient of our legislative work is the influence that we continuously maintain throughout the process. You see, when legislation is introduced that we find detrimental to our business community, we meet with lawmakers, we suggest changes, and we practice the art of compromise. Changes are taken into consideration and bills are revised. Often, when a bill that we "opposed" passes, the bill that passes is VERY different from the bill that was first introduced. And that, dear members, is because of the work of Your Chamber.

As you, our members, go about the day-to-day running of your businesses and all that entails, we want to assure you that Your Chamber is working behind the scenes keeping you informed about legislation that is under consideration, making your voices heard, lobbying on your behalf and influencing decisions.

For more information about YOUR Chamber's work in legislation, please give us a call at the CDCC Office (302) 734-7513 or visit our website at www.cdcc.net. We are honored to serve as the voice of the Central Delaware business community and happy to use our secret ingredient as often as needed to help you grow your businesses!

Calendar of Events

JUNE

Thursday, June 2
Leadership Central Delaware
8 a.m. – 5 p.m.
Energy & Environment Day

Thursday, June 2
Kent County Open for Business
8:30 – 10 a.m.
Kent County Levy Court

Wednesday, June 8
Coffee Coaching
8 – 9 a.m.
via Zoom

Wednesday, June 8
Marketing Committee Meeting
10 a.m. – 11 a.m.
CDCC Conference Room & via Zoom

Thursday, June 9
Member Orientation
8:30 a.m. – 10 a.m.
via Zoom

Friday, June 10
LCD Closing Retreat
9 a.m. – 3 p.m.
Harvest Ridge Winery

Thursday, June 16
CDCC Board Retreat
TBD

Tuesday, June 21
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room & via Zoom

Thursday, June 23
Awards for Excellence Celebration
5 p.m. - 8 p.m.
Pizzadili Winery

Wednesday, June 29
Ambassador Committee Meeting
4:30 p.m.
Fur Baby Pet Resort

Wednesday, June 29
Sunset Business Mixer with the Chamber of Commerce for Greater Milford
5 – 7 p.m.
Fur Baby Pet Resort

JULY

Monday, July 4
Independence Day
Office Closed

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

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

Tuesday, July 12
Young Professionals Social
Noon – 1 p.m.
FCCB – Dover

Wednesday, July 13
Marketing Committee Meeting
10 – 11 a.m.
CDCC Conference Room

Thursday, July 14
Member Orientation
Noon – 1:30 p.m.
via Zoom

Tuesday, July 19
LCD Steering Committee Meeting
12:30 – 1:30 p.m.
CDCC Conference Room

Wednesday, July 27
Ambassador Committee Meeting
4:30 p.m.
Central Delaware Habitat for Humanity ReStore

Wednesday, July 27
Sunset Business Mixer
5 – 7 p.m.
Central Delaware Habitat for Humanity ReStore

Thank you to the CDCC Cornerstone Members!



Casino/Entertainment



Insurance

An Industry Exclusive CDCC Marketing Package!



Medical/Rehabilitation



Real Estate

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

Cornerstone Members



It is with mixed emotions that Kraft Heinz announces the appointment of Dee Gibbs to the position as plant manager for Winchester, Va., facility. After almost two years at the Dover facility and over 30 years with Kraft Heinz Company, Gibbs has returned home to the Winchester facility. The community is thankful for Dee's many contributions along with his extensive operations experience to the Dover facility and wish him continued success as he transitions back to Winchester.

The Central Delaware Chamber of Commerce would especially like to thank Dee Gibbs for being a vibrant part of the Central Delaware community. That includes his impeccable service on the CDCC Board of Directors and his overall engagement with the CDCC at events and activities. Thank you, Dee Gibbs, for your time, hard work and dedicated efforts to the

Central Delaware Community. The CDCC wishes all the best to Gibbs as he embarks on a new adventure in Virginia.

On a related note, Kraft Heinz is pleased to share that Randy Puckett has accepted the position as plant manager supporting the Dover facility. Puckett is a seasoned operations leader with over 25 years of experience delivering results within the food manufacturing industry. Puckett joined Kraft Heinz in 2018 after an extensive career of cross functional leadership assignments and experiences at Campbell Soup Company. In his most current role as plant manager at Massillon, Ohio, he delivered improved results for the facility through a strong focus on KHMS methodology and data to drive manufacturing results and decision making. Puckett earned his bachelor's degree in chemistry at Bowling Green State University and a master's degree in international studies from the University of Toledo.

For 150 years, Kraft Heinz has

produced some of the world's most beloved products. It is one of the largest global food and beverage companies, with a portfolio that is a diverse mix of iconic and emerging brands. As the guardians of these brands and the creators of innovative products, they are dedicated to the sustainable health of all people and our planet. They manufacture and market food and beverage products across the globe, including condiments and sauces, cheese and dairy, meals, meats, refreshment beverages, coffee and other grocery products in a portfolio of more than 200 iconic brands.

Over a century ago, both James L. Kraft and Henry J. Heinz each got their start by creating and selling a single product. For Kraft, it was cheese from the back of a cart. For Heinz, it was freshly grated horseradish in an unusual clear jar. These men didn't grow up together, but America grew up with the foods they made. The 2015 merger of Kraft Foods Group and H.J. Heinz Co. formed one of the

world's largest food and beverage companies. More than that, it unified two beloved companies and their brands. Today, The Kraft Heinz Company, co-headquartered in Chicago, Ill., and Pittsburgh, Pa., is a globally trusted producer of high-quality, great-tasting, nutritious foods for all occasions.

Learn more about Kraft Heinz online at www.kraftheinzcompany.com or call the Dover plant at (302) 734-6100. Please join the CDCC in congratulating Dee Gibbs on his return to Kraft Heinz's Winchester facility and welcome Randy Puckett as he joins their Dover facility!



Dee Gibbs



Randy Puckett

PAM is Here to Support Central Delaware



The PAM Health Rehabilitation Hospital of Dover (PAM) is reaching out to serve their local community by offering specialized support groups for patients of life-changing medical occurrences and their families. The Central Delaware Chamber of Commerce spoke with Erin Delfarno, RN, and director of Strategic Initiatives at PAM, to discuss how the hospital has partnered with Bayhealth to serve patients and their families as they transition from inpatient to outpatient care after major health concerns.

PAM is proud to offer a Parkinson's Disease Support Group to their patients and the community. This is a support group not only for people directly affected and living with Parkinson's Disease but also for the families, caregivers and friends who are involved to be supported in caring

for their loved ones. PAM has dedicated therapists, pharmacists and clinicians that attend to the needs of those attending this monthly support group. Having pharmacists attend this group offers the patients and their families the ability to ask and receive answers to questions they may have about medications. PAM believes this is an encompassing approach to delivering full care to their patients and families as they learn, adjust, heal, and progress for happy, healthy lives.

Knowledgeable doctors are also included in these support groups to offer patients information on treatment modalities, seek the best options of future care, and provide additional support. These meetings are held every 3rd Tuesday of the month at 3 p.m. at Bayhealth's Sussex Campus in their designated community meeting room.

In addition to Parkinson's Disease, PAM offers support groups for patients who have experienced a life-changing brain injury or stroke. PAM provides the continuum of care from inpatient

rehab to outpatient and supports their patients beyond in the community so they can continue to thrive. Delfarno highlighted the constant struggle patients face as they heal when their injury isn't as evident to the eye as a broken arm would be. The purpose is to connect patients to resources that they now need to thrive and ensure their loved ones feel adequately prepared to care for them as well. The staff at PAM want the patients and families who participate in these support groups to know that they are not alone as they face challenging times and situations, especially regarding their health.

These support groups are open to the community at large. You do not have to be personally affected by a specific disease or injury to attend. She encourages all patients, their loved ones and anyone looking for more information to attend to receive the support they need. Delfarno believes it is important that all people in the Central Delaware community deserve to have an outlet and feel understood by professionals, their peers and local



community.

Registration is required for these virtual and in-person support groups. If you are interested in attending a medical support group from PAM, the best way to contact Erin Delfarno is via email at edelfarno@pamrehab.com or via phone at (302) 612-2542 for more information. The team at PAM is always looking for new needs for support groups, so if you have a specific medical situation in mind that you believe could benefit from collaboration or are looking for a location to hold a meeting, please do not hesitate to contact Erin Delfarno to express your concerns.

EXCELLENCE

Continued from Page 1

ready to put forth all they have learned from the Diamond Program of the Chamber, their experiences and each other for their bright futures ahead. It will be a moment to remember forever. Fair warning: get your tissues ready!

The festivities don't stop there.

The CDCC is excited to welcome our cherished community together at the beautiful venue at Pizzadili Vineyard & Winery to celebrate another year of growing Central Delaware. The CDCC cannot adequately express the gratitude we have for the relationships we have with our members, the community and local businesses. We want to celebrate with you the accomplishments of a year filled with events,

support and love for Central Delaware, a community none other, with you! Without you, the CDCC couldn't have another year of fun, growth and business success — therefore this event is dedicated to you and the amazing relationships we enjoy!

Join the Central Delaware Chamber of Commerce on June 23 as we celebrate excellence, community and relationships at the 2022 Awards for

Excellence Celebration from 5 to 8 p.m. at Pizzadili Vineyard & Winery, 1683 Peach Basket Road in Felton.

For more information about attending the 2022 Awards for Excellence Celebration, please do not hesitate to contact the CDCC office at (302) 734-7513 or visit our website at www.cdcc.net. The CDCC cannot wait to celebrate, reflect and appreciate all that we have accomplished together!



Knowledge is Power for Leadership Central Delaware!

“The more I live, the more I learn. The more I learn, the more I realize, the less I know.” -*Michel Legrand.*

This is a profound quote that beautifully captures the essence of believing in the fight to never stop learning. Believing in the continuous pursuit of knowledge is an often-overlooked character trait in a great leader. The incredible leadership abilities of the members of the LCD Class of 2022 were first realized when they made the choice to pursue knowledge by applying for the Leadership Central Delaware. In May, they gathered for Education Day 2022 for a deeper look at various stages of learning here in Kent County.

The day began with a tour and presentation by Commandant Patrick Gallucci of the First State Military Academy (FSMA) in Clayton. During an in-depth discussion, Gallucci shared thinking about the educational and leadership structure of the FSMA. He explained the mental and physical elements of learning based upon the

characteristics of discipline, character and leadership. Methods of teaching include project-based lessons and peer review, which inspires the 450 cadets to become leaders themselves over their years at the FSMA. Finally, the LCD students sat in the desks of senior cadets to ask questions of the high schoolers. All cadets expressed inspiring leadership, confidence and character as they spoke of their school in such high regard.

Education Day progressed into an awe-inspiring meeting at the Capital School District in Dover with Superintendent Vilicia Cade accompanied by her team, Damien Burke (special assistant to the superintendent), Edward Small (assistant superintendent), and Adevunmi Kuforiji (chief financial officer), who were more than happy to answer questions. Cade shared her leadership story, her vision and how she lives out her acronym of HOPE

(Helping Other People Excel). Some impactful quotes from her presentation included: “leaders aren’t born, they’re made,” “people who work together will win,” “God, Family, Senator Nation!” and “education is transformational.”

Superintendent Cade explained her philosophy of leading with LOVE (Levering Obstacles Vowing Excellence), infusing love into schools by building fundamental relationships over time. We thank Superintendent Cade for taking the time to be with the LCD Class of 2022 amidst the loss of a loved one. The passion of everyone in the room dedicated to the pursuit of knowledge was remarkable.

The LCD class rounded out their day on the peaceful Terry Campus of Delaware Technical Community College (DTCC) for a warm welcome from VP & Campus Director Cornelia Johnson, plus a presentation about

Del-Tech’s workforce opportunities and contributions from Paul Morris, associate vice president of Workforce Development. The LCD class was guided by Dean John Buckley on a tour through various programs of study such as the culinary kitchen, emergency responder training lab and high-tech nursing bays. Students heard about the unique educational opportunities of the many programs of study at Del-Tech, as well as the financial assistance to Delaware residents.

Education Day 2022 reminded our future leaders in the LCD Class of 2022 that one should never stop learning. The more we learn, the more we grow as individuals, communities and societies. May we all continue to challenge the status quo, seek out more knowledge, as we inspire and empower the next generation of leaders.



Sponsors confirmed as of 9.21.21
Thank you
to our Sponsors!



Logos for sponsors including: Bayhealth, DSWA (Delaware Solid Waste Authority), Dover Federal Credit Union, DiBiao's Cleaning & Restoration Service, Inc., Wilmington University, Wattay Accounting, Delaware State University, Advantech, Delaware Technical Community College, Parkview RV Center, Adventureland, DEC, and PMA Payroll Management.

Thunder Over Dover

**Congratulations to the Dover Air Force Base for an astonishing 2022 air show!
The CDCC is a proud to celebrate TEAM DOVER!**

Photos by Cleo Bell, CDCC



Member News

Dover Fourth of July Celebration

Sponsorships open for Dover Independence Day, plus 'Adopt-A-Firework'



A Celebration of Independence in the Capital of the First State

MONDAY, JULY 4, 2022

Join us in beautiful downtown Dover as we
celebrate Independence Day!

The Fourth of July Celebration Committee (a 501(c)(3) not-for-profit organization) is actively seeking sponsors for Dover's 2022 July 4th celebration scheduled for Monday, July 4, 2022.

This annual event is organized by a small and dedicated group of volunteers, but many people may not know that the cost of the celebration is paid primarily through donations from area businesses, organizations and individuals. While the City of Dover does provide important and valuable in-kind services, sponsors for the event are urgently needed. The Committee notes that the cost of fireworks alone increased by 30 percent for 2022, placing an even greater strain on an already lean budget.

If you or your business/organization would like to help light up the skies over Dover on July 4th, visit the event's webpage at www.dover4thofjuly.com or e-mail info@dover4thofjuly.com. Sponsorship levels include: Star \$2,000; Stripe \$1,000; Red \$500; White \$200; Blue \$100; and Friends of the Fourth for contributions under \$100.

All sponsors are listed in full-page ads in both the Dover Post and the Delaware State News, as well as on the event website. Sponsorships above \$100 are also recognized in social media advertising and announced during the Fourth of July event.

You can also help to make Dover's annual Fourth of July celebration brilliant and booming by "adopting" individual firework shells fired during the big show. Adopting a firework is \$17.76 for each shell, and proud "parents" will receive an official "Adopt-A-Firework" certificate. Consider adopting one, two or more fireworks and then, on July 4th, sit back and watch the show you helped to make happen!

There's still time, so if you or your business/organization is interested in becoming a vendor or participating in the parade, visit www.dover4thofjuly.com or e-mail info@dover4thofjuly.com.

Article submitted by the City of Dover.

SUNSET MIXER

Continued from Page 1

Tuscan atmosphere. The evening's festivities will begin at Fur Baby Pet Resort and will conclude at Benvenuto. Stay tuned for details about a ribbon cutting for Benvenuto as well!

If you have not attended a Sunset Business Mixer orchestrated by the CDCC, there is no time like the present to mark your calendar for this event! As always, the Sunset Business Mixer is on the last Wednesday of the month from 5 to 7 p.m. This is the premiere networking event of the CDCC because of guests like you who consistently take time out of your busy schedules to stay engaged with your

local community. The Sunset Business Mixer reflects the unique unity of the Central Delaware community that is truly one of a kind, and the CDCC is always so excited to facilitate interpersonal connections to build Central Delaware professionally and personally.

Don't forget to bring plenty of business cards, smiles and door prizes to surprise your fellow guests. Guests can expect to enter the CDCC's Member of the Month raffle, which leads to a feature in THE Chamber Connections newspaper you're reading now, and of course, bragging rights! You never know what you might walk away with if you attend a Sunset Business Mixer; food, drinks, prizes, new friends and new quality leads, all while staying



connected to your local community that surrounds you.

Join the CDCC for our monthly Sunset Business Mixer on Wednesday, June 29, at Fur Baby Pet Resort and Benvenuto Restaurant in Milford from 5 to 7 p.m. for a time of relaxed, community-minded fun with individuals who share the same goal as you: to expand their businesses, while supporting Central Delaware together! This is the perfect way to directly impact your community by fostering relationships to last a lifetime.



To register or learn more about this month's Sunset Business Mixer on June 29 in Milford, please contact the CDCC office at (302) 734-7513 or visit www.cdcc.net. We are looking forward to seeing you in Milford to celebrate these two incredible businesses and reconnect with our friends from the Chamber of Commerce for Greater Milford. See you soon!



Now presenting your 2022 Bluesuiters Golf Outing winners!

Closest to
the Pin #4

**George Horvath,
CSM, U.S. Army, Ret.**

Closest to
the Pin #11

Mason Mendoza

Longest Drive #6
(Men)

A1C David Throne

Longest Drive #6
(Ladies)

April Deer

1st Place

**CMSgt.
Steve Hoffstadt
CMSgt.
Steve Dirksen
Dave Clapp, MSgt.
Johnny Crump**

2nd Place

**Bill Hare, SSgt.
John Dittig, MSgt.
Chuck Broadway
Josh Marshall**

3rd Place

**Zachery Foriska
Robert McGriffen, MSgt.
James Goerss, SSgt.
Morgen Sindelar**

Thank you to all our Annual Bluesuiters Golf Tournament participants, volunteers, players and attendees for joining your local Chamber for a day of positivity and engagement. This event could not have been such a success without your presence. Thank you to our accommodating hosts at Jonathan's Landing Golf Course for their help in welcoming our guests.

Thank you to our generous membership for donating door prizes so that every golfer received one. Thank you to our primary tournament sponsors: Homeside Financial, Burke Equipment Co., Century Engineering, DE-MEC, Dover Federal Credit Union, Independent Metal Strap Co., NKS

Distributors, Pepsi Bottling Ventures of Delmarva, Pike Creek Mortgage Services, TAX-E, Tidewater Utilities, Two Men And A Truck and Wilmington University.

Thank you to our generous Tee & Green Sponsors: Bill Hare – Always Advertising, Ceil Jones, Realtor, Chick's Saddlery, CNU Fit, Compass Investment Advisors, Del-One Federal Credit Union, City of Dover, Dowding Resource Group, Kent-Sussex Industries, Keystone Funding, Liberty Tax Service, Lighthouse Construction, Military Officers Association of America – Dover Chapter, Regulatory Insurance Services, Sayers Jewelers & Gemologists, Technical Broadcast Solutions,

Wagamon Technology Group and Wealth Management Group.

The CDCC would like to add a special thank you to all of our Bluesuiters Airmen Golfer Sponsors: Advantech, Always Advertising – Bill Hare, Bally's Dover Casino Resort, Bayhealth Medical Center, Bob & Judi Pflaumer, Century Engineering, City of Dover, Compass Investment Advisors, Rick Downes, George Horvath, CSM, U.S. Army, Ret., Independent Metal Strap Co., Janie Libby, Liberty Tax Service, Lighthouse Construction, N.K.S. Distributors, Pike Creek Mortgage Services, Regulatory Insurance Services, Robert McGriffen, TAX-E, Technical Broadcast Solutions, Two Men And A

Truck and Zachery Foriska.

The CDCC expresses a final thank you to everyone involved in making this year's Annual Bluesuiters Golf Tournament a huge success! We couldn't do it without all of you having fun and growing Central Delaware along with us to make Central Delaware THE place to live, work and play. We are honored to build and strengthen our relationship with our cherished Dover Air Force Base community once again. The CDCC is now preparing for another day of fun and support for TEAM DOVER next year!







Allen Insurance Group Reaches a New Milestone!

Each person's life is different. We all have different hobbies, careers, wants, needs and the risks that accompany them. Therefore, your insurance policy needs to reflect the personal and business needs that are unique to you or your business to mitigate risk and provide invaluable peace of mind. Your insurance agent should be someone you trust to deliver the best possible policy to cover life's inevitable obstacles that may come your way. The Central Delaware Chamber of Commerce is proud to acknowledge The Allen Insurance Group who has been providing peace of mind to their clients in Delaware, Southeastern Pennsylvania, Maryland and South Jersey for 90 years!

The Allen Insurance Group is a family-owned and -operated independent insurance company that services the Central Delaware community. Father and son duo, Brad and John Allen, lead their team of dedicated agents in creating meaningful relationships with their clients as they assist them with finding the best possible policy to fit their current and future needs.

Allen Insurance Group offers "a rainbow" of unique insurance options from personal to commercial, from life to health, and retirement and group options. John Allen, third generation, feels "the pressure is on" to uphold the legacy of his father but he is eager and honored to take on the role of leading

new initiatives to serve all clients that will eventually lead into another successful 90 years.

In 90 years, the Allen Insurance Group has cultivated a reputation that speaks for itself through years of strong relationships, established partnerships and actively seeking the best insurance companies that offer their clients the best possible coverage for the best possible price.

"We work hard to build a trusted relationship with our customers. We strive to make you feel both comfortable with and confident in our abilities by acting as your consultant. We want you to have the confidence in us that your parents may have had and that your children will have," the owners said.

Both the Allen Insurance Group and the CDCC realize the impact that trusted relationships bring in professional and personal environments and have seen the amazing things that happen because of them. The Central Delaware Chamber of Commerce is proud to have been a part of their journey for the last 20 years.

A momentous anniversary calls for innovation, which Brad and John Allen credit as a contributor to their longevity as a company so far. The introduction of their Benefits Connection program has helped chambers across the state, including the CDCC, negotiate and gain group coverage packages for Health, Dental, Vision, Identity Theft, and Workers Compensation protections. The Allen Insurance Group takes great pride in working with their distinguished carriers to deliver the most competitively priced insurance products to their clients. The Employee Navigator Portal, an extension of the Benefits Connections Program, is designed to organize and streamline the way in which clients access HR man-

agement information and assess their personal Benefit costs and options to make the best decision, free of charge. This portal can also provide COBRA administration and ACA Compliance form assistance.

For Brad and John Allen, their 90th anniversary of the company marks a new beginning, an opportunity to continue the legacy they've created, making their family name synonymous with exceptional customer service. To the public, they both hope this achievement signals that "we are here for the long-haul, we are here for them," said John Allen.

For now, the company is focusing on the state of Delaware, but is considering an expansion to neighboring territories. The company feels that working for the Delaware community is the "natural thing" to do considering the many connections made. The next 90 years are expected to be an expansion of Brad and John Allen's efforts and connection with the CDCC. Clients will see further developed retirement plans which are more involved, and a focus will be placed on constant innovation, a focus on technology, efficiency and giving back through philanthropic ventures.

Of all the lessons learned over the past 90 years, the most important has been that establishing a trusting relationship with people is everything. The Allen Insurance Group wants people to know that they will not receive "run of the mill" service with them.

For more information about Allen Insurance Group, please feel free to contact them at (302) 654-8823 or on the web at www.alleninsurance.com. Their office is located at 410 Delaware Avenue, Wilmington, Del. Join the CDCC in congratulating Allen Insurance Group on their major milestone of 90 years!

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Member News

Central Delaware Welcomes Back Nick Polcino



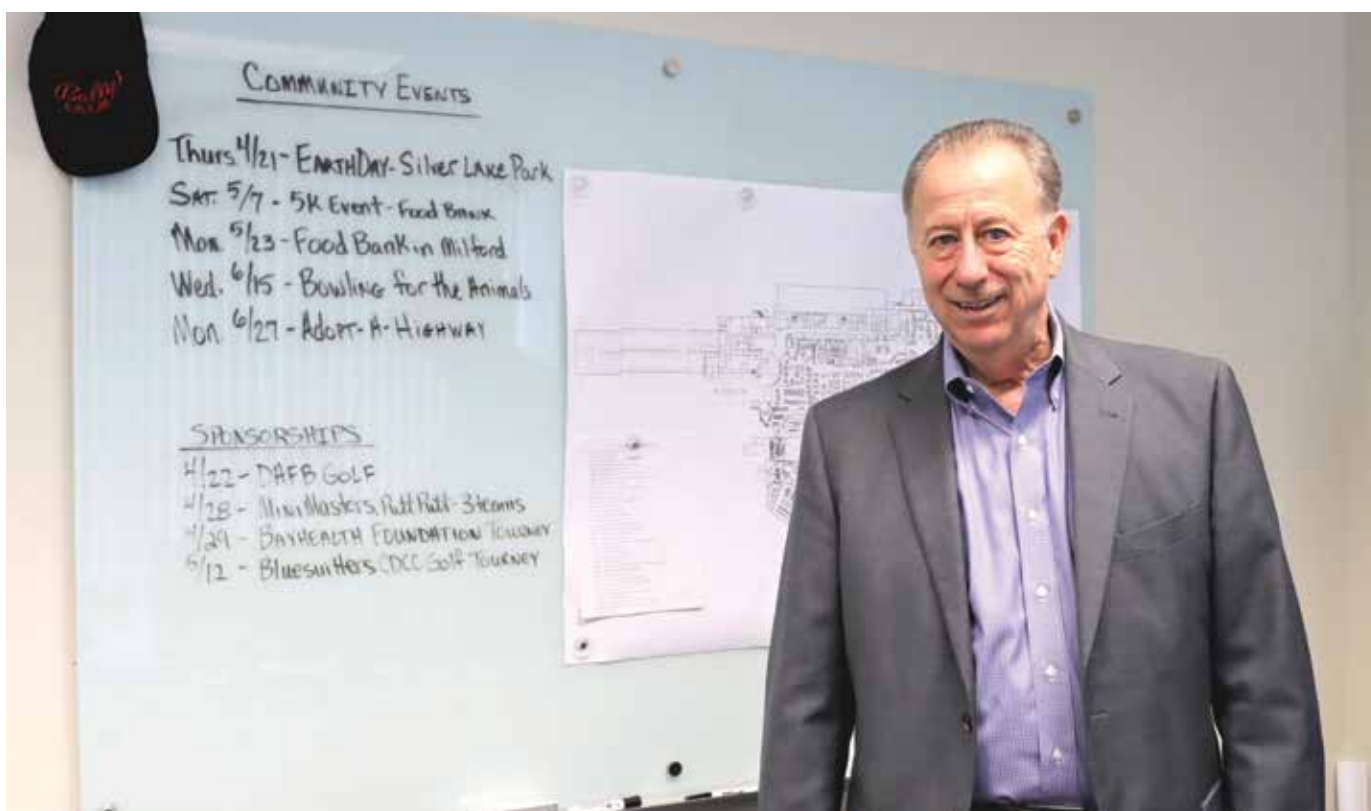
Bally's Dover Casino Resort is a venue that presents opportunities: an opportunity for locals and visitors to have fun, an opportunity for employment and career building and an opportunity to give back to the community.

Like so many other businesses, Bally's Dover has seen many changes over the last few years, including their leader at the helm, Nick Polcino, vice president and general manager. Polcino served the Central Delaware location a few years ago but was called back to Atlantic City for some time before returning. The Central Delaware Chamber of Commerce sat down with Nick Polcino to discuss wisdom, opportunity, leadership, community service and his reintroduction to Central Delaware.

With over 42 years of experience in the gaming industry, Polcino has worked in various positions of the hospitality industry, from bartending and table games dealing, to president of Casino Operations and Player Development, to now vice president and general manager of Bally's Dover Casino Resort.

"It's nice to be with a company that lets you grow with them. I'm just one of the few people that got promoted. I started with the company as a consultant eight years ago," he said. It is safe to say that he is proficient in the world of gaming and will bring his expertise to the Central Delaware community by reaching out and staying involved. "My M.O. is people. I'm good at building teams and placing people. Sometimes you have an employee who is disgruntled, and when you sit down and really talk to them, you realize what they should really be doing, and you just turn them around completely and, in a year, they're getting promoted," Polcino continued. "The only satisfaction I get is when I can help others further their careers and get better — that makes me feel good."

Polcino is proud to be leading the Bally's C.R.E.W., which stands for Community Responsibility Employee Wellness. This is a team of Bally's employees volunteering their time twice a month to various community service projects, organizations and activities. The Bally's C.R.E.W. has already completed a 5K event, volunteered at the Delaware Food Bank three times, assisted with the Central Delaware Habitat for Humanity ReStore, the Tim Tebow Foundation and Adopt-A-Highway multiple times a year.



This June, the C.R.E.W. will collect items for the First State Animal Shelter & SPCA and host a bowling event to fundraise for the shelter as well. The C.R.E.W. was established at the beginning of last year and is doing great keeping up with their twice-monthly commitments. So far this year, the C.R.E.W. has raised and donated \$15,000 dollars for local Kent County organizations.

"I wish I could do more, I always feel like I'm not doing enough. Everyone thinks a casino is a bottomless pit, but I have to turn down organizations from out of the state ... so when we give, we give to Dover first, Kent County second, State of Delaware third, and then outside organizations, like St. Jude, Shriners..." explains Polcino.

"We have a tendency in these corporations to make everything black and white, but life is grey," shares Polcino as he explains his leadership style which revolves around dealing with each individual on a case-by-case basis. He acknowledges that what might work for one person might not work for the next person, and adjustments need to be made for the betterment of the employee, the work environment and the overall company.

The only thing that's black and white in this business is the cage," he continued in describing how the cage operations of the casino are strictly computational, reflecting the bottom line, whereas all other departments of the casino have nuances that need to be treated individually. Different scenarios call for different decisions, and Polcino is concerned with maintaining individuality at Bally's. "I draw from my own experiences and try to be consistent when I evaluate every situation."

Polcino is an experienced family man



who lives, learns and laughs through storytelling. The lens in which he sees his responsibility to Bally's, and now the Central Delaware community, is through his acquired wisdom and strong interpersonal relationships. As a constant reminder of this, Polcino carries a stone engraved with the word "wisdom" in his pocket wherever he goes. He credits his many guiding mentors throughout his life and career for the wisdom he has acquired and for the position he is in now. He only wishes to pass the torch to others, as he himself is now a mentor to many. Polcino believes in his open-door policy and relies on honest feedback from his employees "to keep him in check." Football is his go-to analogy for describing a well-oiled team of people with different specialized talents who respect each other at all levels. He makes a special point that "people work for people" not just companies, therefore, building strong professional relationships built on reciprocal respect with all employees on every yard line and every position is critical.

The Bally's Corporation is growing, and Nick Polcino is grateful to be along for the journey here in Central

Delaware. Being born and raised in Atlantic City, working at casinos there and all over the country, he has a great appreciation for the tight-knit community atmosphere that sets Central Delaware apart. "I enjoy working with the lottery; it truly feels like a partnership with the state, unlike other locations," Polcino added. He explains that business decisions can become cumbersome when there so many groups to deal with in order to get things done. The time it takes for approvals is much longer in other states, and he appreciates conducting business in Central Delaware because of the streamlined ease of decision-making.

The Central Delaware Chamber of Commerce is happy to welcome Nick Polcino back to Central Delaware and both parties are looking forward to building upon a strong relationship to continue making Central Delaware THE place to live, work, and play!

For more information about Nick Polcino, Bally's Community Outreach Program or the Bally's Dover Casino Resort, please visit their website at www.ballys.com/dover or contact Executive Assistant Nancy McCoy at nmccoy@ballysdover.com.

Member News



Introducing the ‘Schlosser Way’

When Paul Schlosser Sr. first opened Schlosser Plumbing & Heating, a movie ticket cost about 17 cents, and a gallon of gas was only 22 cents. In 1954, the need for quality, affordable plumbing and heating service increased greatly in the Newark, Del., area. Paul Schlosser Sr., just one man and his truck, created quality solutions with his contracting skills. Fast forward eight decades later, the company is now named Schlosser & Associates Mechanical Contractors (S&A), to reflect the vast range of services provided. Today, the company is in their 3rd generation of family operation and ownership, which is a significant feat given the recent challenges of the COVID-19 pandemic.

Schlosser & Associates Mechanical Contractors is now a legacy woman-owned company since daughter Garnet Schlosser Dennis and her husband, Steve, have been leading the team of 54 associates. Two of their sons happily work for the company as well. Darryl Remedio Sr. is the third owner of the company, and his son, Darryl Jr., also works at Schlosser.

In 2019, S&A was awarded a Family-Owned Business Legacy Award by the Delaware Business Times and

was voted Best HVAC and company in 2020 and Best HVAS and Plumbing Company in 2021 in Newark Post readers’ polls. The accolades continue for the company recognizing their exceptional customer satisfaction and expertise in HVAC and plumbing services. However, S&A’s team is also skilled in carpentry, painting, concrete work, interior restoration, welding and even sewer cleaning. S&A is Delaware and neighboring states’ one-stop shop, serving commercial, residential and industrial markets.

The challenges the COVID-19 pandemic placed on the small business community are still very evident today. The pandemic shook the world and left us to wonder if business would ever go “back to usual.” In a time of great shift comes the opportunity to innovate, which is what the leadership team at S&A did. Innovation and genuinely enjoying the work is key to the longevity behind S&A.

“We always look for new services we can provide and ways that we can improve the way that we do things,” said Steve Dennis, president. “We get up every morning, come to work and genuinely enjoy what we do — and so do the men and women who work

with us,” he continued. “We tell our kids ‘if you wake up every morning enjoying what you’re doing, then you’re successful.’”

A recent initiative to innovate within the company was the introduction of “The Schlosser Way,” a detailed summary of the “Who We Are” concept of the company. It is a set of foundational principles the company uses to uphold their moral and ethical duty. “One of the things that’s motivational and gives peace of mind at the same time is that you are part of an organization that does things in a very ethical way,” said Paul DeMarra, director of Marketing Communications & Research.

In addition to The Schlosser Way is the Schlosser Way Customer First Reward Program. Employees are encouraged to obtain points based on positive customer feedback and other scaled metrics. The program is demonstrated by a football field theme. Associates earn rewards once they obtain enough points to push them across the goal line.

S&A is currently in the process of streamlining their technology to increase efficiency within the company to positively affect their customers. Leadership realizes the benefit and

need to stay current, which calls for the use of an app, new software, tablet integration, and electronic submissions.

The future is bright for Schlosser & Associates Mechanical Contractors as they continue to educate the public and younger generations of the necessity of the work they are completing. Garnet and Steve Dennis both credit “knowing that people depend on us” as a key motivator for not only themselves, but all associates of the company.

S&A is proud to be an active supporter and long-time member of the CDCC because of its strong support for Central Delaware’s small business community. “We really just want to serve our customers. If there is an issue, we want to make it right for our customers. We may make mistakes occasionally, but we will correct them and stand behind our work,” Steve Dennis concluded.


For more information about Schlosser & Associates Mechanical Contractors please visit their website at www.schlosserandassociates.com. Their office is located at 2047 Sunset Lake Road in Newark, Del. They can be reached by phone at (302) 738-7333.




Member News



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GANNETT



Every Business Needs Guidance Delaware Score Offers It Free of Charge

By John C. Franke, Vice Chairperson of Delaware SCORE

SCORE is a 501(c)(3) nonprofit organization and resource partner of the U.S. Small Business Administration and is the nation's largest network of volunteer expert business mentors. Since 1964, SCORE has been helping small businesses get off the ground, grow, and achieve sustainability.

Represented by hundreds of chapters across the United States, encompassing 10,000 volunteer business mentors that provide in-depth resources and executive management support,

SCORE's mission is to help entrepreneurs establish a small business and grow or enhance overall business operations.

SCORE has developed a proven, step-by-step approach, which helps clients define the benefits of their product or service; identify their ideal customers, goals, and objectives; draw up an executable business plan; and lay out the path for business success. SCORE also conducts educational workshops and one-on-one mentoring sessions

that provide information and techniques for starting, managing, and growing a successful business.

Delaware SCORE maintains a core of experienced business mentors who have served in executive positions in a variety of retail, commercial, industrial, educational, and nonprofit enterprises throughout the Delmarva region and nationwide. These mentors provide free, confidential business counseling to small business entrepreneurs to draft business plans, manage

finances, assess operations, develop marketing strategies, and acquire funding. Mentors are an invaluable resource because their business expertise helps to guide entrepreneurs through what can be a complicated process. How to plan, how to market, what pitfalls to avoid, and how to maximize a small business owners' success are just some examples of how a mentor can help.

For small business guidance or to become a SCORE mentor, visit delaware.score.org or call (877) 572-6555.

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Member News

Delaware ESGR Serving Employers for Fifty Years

By Kennard Wiggins

Several currents of history gave rise to the establishment of Employer Support of the Guard and Reserve. The early 1970s was a time of revolutionary change in military personnel management. The Vietnam War began winding down, and the draft was abolished in favor of an all-volunteer force. It was no longer a “given” that manpower would be available for military service. Recruiting qualified people required offering benefits and compensation commensurate with the private sector competition. Military planners had to include more women and minorities in their calculations to meet the demand for qualified applicants. This has broadened and diversified the cohort serving in uniform to an unprecedented degree.

A second significant trend was a renewed reliance upon the National Guard and Reserve as partners in America’s defense. A “Total Force” policy was implemented and made

the reserve forces full partners. In August of 1973, Secretary of Defense James R. Schlesinger declared that the “Total Force” is now the policy which integrates the active Guard and Reserve forces into a homogeneous whole. This was the first step in transitioning the reserve forces from a strategic reserve towards an operational role as a full peer defending our country.

Delaware guardsmen and reservists rely upon their families and civilian employers. To do their duty, they require the support of both if they are to succeed. Our citizen-soldiers, sailors, marines and airmen need to know that their civilian jobs are protected and they can serve on military duty without fear of loss. Employer Support of the Guard and Reserve (ESGR), a Department of Defense program, was established on June 22, 1972, to promote cooperation and understanding between Reserve Component Service members and their civilian employ-

ers and to assist in the resolution of conflicts arising from an employee’s military commitment.

Delaware is a small state, but it has a very significant population of Guardsmen and Reservists from every service component, numbering approximately 5,300 members in total. We estimate they are employed by virtually every employer in the state with more than 50 employees.

The Delaware committee for ESGR is supported by more than 20 volunteers and officers in all three counties with backgrounds in business, industry, government, and education. Typically, many have prior military service, offering a wealth of experience and expertise on both sides of the civil/military equation.

ESGR has served our country for 50 years, fostering a culture in which all employers support and value the employment and military service of members of the National Guard and

Reserve in the U.S. Thanks to their support, our state’s employers are full partners in our nation’s defense. These citizen warriors could not defend and protect us at home and abroad without the continued promise of meaningful civilian employment for themselves and their families. ESGR has continued to adapt to meet the needs of Reserve Component members, their families, and America’s employers by joining forces with a network of other national, state, and local government and professional trade organizations. “Together, We All Serve!”

Delaware ESGR is a Department of Defense volunteer organization. The State Chairman, Maj. Gen. (Ret) Hugh Broomall encourages all employers to sign a Statement of Support for the Guard and Reserve. Please contact Bernard Carter at (302) 326-7608 or bernard.c.carter.ctr@mail.mil. Learn more online at esgr.mil/Employers/Statement-of-Support.



ESGR Volunteers Ken Butler and Frank Ingraham pose at their display during a local job fair. ESGR attempts to outreach to the community at every opportunity in order to educate our constituency and to be a resource for employers.



Employers are treated to a “Boss Lift” at Dover Air Force Base on a C-17 transport. In an effort to acquaint the employers with the military mission of Air Force Reservists, they were given an orientation flight.



ESGR Volunteer Frank Dobson (seated with yellow tie) witnesses the signing of a Statement of Support ceremony with employees of Summit Aviation in Middletown.



Taking Nothing for 'Granite' at a CDCC Sunset Business Mixer

Every day is a gift, especially one spent with the great Central Delaware community! Any chance the Central Delaware Chamber of Commerce can connect and facilitate connections amongst the community is a moment filled with gratitude. The CDCC is proud to offer the Sunset Business Mixer to accomplish this. Members of the Chamber and community gathered to mix, mingle and network at Stone Nation Granite & Marble, located at 30 SW Front Street in Milford, on Wednesday, May 25. This moment together was not taken for granted as attendees had fun, met new and familiar people and learned something new!

Business Mixer on the last Wednesday of every month to foster community, create new business opportunities and friendships that ultimately help support our community and the wonderful people who reside in it.

Well done to all our door prize and raffle winners and thank you to our members for their generous donations. Congratulations to our new Member of the Month, plus our new 5-star members: Theresa Milhouse of Heart to Heart Health Services and Lisa Hammer & Dave Newman of Leadership Techniques. It's always an even greater evening when the Chamber can bring attention to members who are staying engaged with us, their community and their business. The Chamber appreciates the opportunity to ceremoniously pin our 5-star members to shine light on their engagement with us and their community. Congratulations again, everyone!

Thank you to Stone Nation Granite & Marble for serving as the evening's gracious hosts and welcoming the Chamber and the Central Delaware community into your awesome facility. Please join the CDCC in congratulating Stone Nation on their ribbon cutting, which took place at the gathering! We celebrated their newly renovated facility and expanded equipment to better serve their customers to deliver high-quality granite, marble, quartz and quartzite countertops! Congratulations Stone Nation Granite & Marble!

For more information about upcoming mixers and CDCC events, please don't hesitate to call (302) 734-7513 to register or visit our website at www.cdcc.net. We can't wait to see you at the next event! You never know who you might meet at a CDCC Sunset Business Mixer and the impact that follow!

The Sunset Business Mixer is the premiere networking event of the CDCC because of our involved members like you. The CDCC staff could try to mix and mingle with each other, but it would never be nearly as fun without each and every one of you! Our members keep us motivated to keep organizing events like these to promote relationship building and business development of the Central Delaware community. It also motivates us at the Chamber because we see and hear the great community partnerships that have resulted from connections made at the Sunset Business Mixers.

It is essential that we create and sustain our professional and personal relationships in these challenging times. The CDCC encourages our attendees to stay connected with their community and the Central Delaware community and Chamber in order to stay involved and expand their own businesses and support systems.

The Sunset Business Mixer is open to ALL members. It is free and encouraged for all members and their staffs to enjoy. The CDCC is proud to host the Sunset



Member News

Local High Schoolers Experience County Government for a Day

For the first time since 2019, Kent County Levy Court hosted 13 high school juniors at its annual Youth In Government Day, sponsored by the American Legion's Boys and Girls State programs.

On Wednesday, April 20, students took to the dais to vote on land-use decisions as Levy Court Commissioners coached them through the public hearing process, Mason's rules of order, the planning research and questioning that goes into making land use decisions.

After hearing opponents and proponents testimonies, the Junior Levy Court Commissioners voted to grant a conditional use zoning change for a home-based motorcycle business, as well as a zoning change from residential to commercial for a pizza restaurant within the growth zone. Time would not permit for two other business items pertaining to Kent County policy issues on dress code and social media. The students were clearly disappointed, and

the majority of the students wished there was more time.

After participating in the public hearing process, students visited the Public Safety Building to take a tour of the 9-1-1 Center, where they got a chance to meet with first responders and to see "live" how emergency calls were handled and the types and uses of medical equipment Paramedics carry with them on emergency calls. The tour sparked an interest in qualifications for becoming a Paramedic and a path forward from this point in their lives.

The day ended in the rotunda area of the Kent County Administrative Complex, where the Clerk of the Peace performed a mock wedding. Overall, feedback from the students indicated that the day was both eventful and educational; and Kent County employees enjoyed the day as well.

Article submitted by Kelly Pitts, Kent County Levy Court



Congratulations to our New 5 Star Members!



Theresa Milhouse of Heart to Heart Health Services, LLC.



Dave Newman and Lisa Hammer of Leadership Techniques, LLC.



Ambassador Sarah Patterson of Faw Casson.



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CDCC joins People's Place for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for People's Place on May 10 at their location on 1129 Airport Road, Milford. Chamber members and friends joined the team at People's Place to celebrate their 50th Anniversary!

People's Place has grown into the largest multi-service 501(c)(3) non-profit organization that is dedicated to helping people find their path to growth and independence since it was founded in 1972. The priority of People's Place is to provide a wide variety of mental health and social service programs to Delawareans in need. This organization is known for offering mental health counseling; domestic violence services and hotlines; and family visitation centers. People's Place is proud to offer youth fostering, veteran assistance and mediation and homelessness services. The nonprofit agency has 10 programs at 17 locations, employs 150 full-time and part-time employees, and it is one of the premier providers of human services in Delaware.

The agency was founded in 1972 by a group of Milford citizens concerned with the welfare of local youth and their increasing drug use within the



community. Since then, the mission of People's Place is to be an organization that empowers those with social/mental health challenges and simultaneously connects them with the resources they need. People's Place places a tremendous emphasis on promoting dignity, empowerment, independence, safety, self-esteem, and self-sufficiency to the community it serves. This done through counseling, education,

prevention, and intervention techniques, as well as support and advocacy services.

People's Place provided services to 8,000 Delawareans across New Castle, Kent, and Sussex Counties in this past year. This nonprofit organization is excited to continue to give back to its local community in need by continuing to search for new opportunities to serve while always continuing to

protect, strengthen, and improve present services in order to provide and identify the critical needs of Delaware citizens.

To learn more about People's Place, visit them on the web at www.peoples-place2.com or call (302) 422-8033. Please join the Central Delaware Chamber of Commerce in congratulating People's Place on their 50th Anniversary of serving Central Delaware!

CDCC joins Stone Nation Granite & Marble for a Ribbon Cutting

The Central Delaware Chamber of Commerce hosted a ribbon cutting ceremony for Stone Nation Granite & Marble on May 25 at 30 SW Front Street in Milford. Chamber members and friends joined owners Fernando and Biriviana De Leon and their team to celebrate their new remodel of their showroom and the arrival of their new CNC machine!

Stone Nation Granite & Marble offers sales, fabrication and installation of stone countertops. They specialize in granite, quartz, quartzite, marble, precious stone, porcelain and Dekton. They have also started to provide name-brand cabinets like Montra and Diamond collections.

Opening their doors about four years ago, Stone Nation Granite & Marble is a family-founded and operated small business here in Central Delaware specializing in high-quality stone countertops. Owner Fernando is a true artisan, with 14 years of experience in fabricating and installing thousands of countertops. He gained incredible hands-on experience while working in granite shops in Texas and California. In 2008, he moved to Delaware and continued working in the granite industry before starting his own business. Owner Biriviana De Leon has 10 years of customer



service experience and a background in banking which is extremely critical to the business. Together they form a talented dynamic duo ready to assist you in making the centerpiece of your home a dream come true!

Stone Nation Granite & Marble began with a small office and showroom space accompanied by just one additional employee. Now they have welcomed the Central Delaware community into their showroom that is now triple the size to see all the beautiful options that they can deliver to

their customers. Today, Stone Nation has grown to a team of sales, fabrication and installation experts who work together to supply beautifully natural and man-made stone countertops to homes and businesses across the Delmarva Peninsula. This mission of Stone Nation Granite & Marble is to deliver great customer service as they provide marvelous, high-quality stone products to Central Delaware and surrounding areas.

The Stone Nation team are excited to introduce their new equipment to

better serve their clients. They have purchased a new CNC machine which will allow them to become more efficient and cater to the needs and wants of their customers.

To learn more about Stone Nation Granite & Marble visit them on the web at www.stoneration.com or call (302) 725-5251. Please join the Central Delaware Chamber of Commerce in congratulating Stone Nation Granite & Marble on their remodel, expansion and new CNC machine!

New Member Spotlights

Introducing Jamee Eddee Boone of Eddee Boone Consulting, LLC!



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“Challenging times call for bold, courageous leadership” are the first words you’ll read when visiting the website of Eddee Boone Consulting, LLC. These are true words that speak to the services and expertise offered from President Jamee Eddee Boone, herself. The Central Delaware Chamber of Commerce is proud to introduce and welcome Jamee Eddee Boone of EBC to the Central Delaware area!

EBC is here to help individuals and companies alike excel in numerous ways. EBC offers strategic coaching and consulting services to help businesses, nonprofits and faith-based organizations address organizational, process and “human” resource needs. EBC prioritizes Diversity, Equity, and Inclusion (DE&I) education to its clients in all industries by supplying DE&I statements, core values, guiding principles and goalsetting. EBC offers organizational analysis/environmental scans (S.W.O.T./S.O.A.R./P.E.S.T.E.L).

In addition, EBC offers wraparound human resource management services, such as crafting position descriptions, recruitment, selection, interviewing, orientations, onboarding, employee engagement, performance evaluations, development plans, promotion/succession planning, terminations, HR compliance, audits, employee handbooks and policies. EBC is here to create, implement and walk you through your new personal or business strategic plan as it transitions into action for you and your company to improve your bottom line and outlook.

Jamee Eddee Boone is an incredible resource for people and businesses in Kent County who are looking to take that next step in their workplace from a more holistic and long-term approach. She has over three decades of experience of progressive leadership from

serving as the vice president of Innovation and Administration at The United Way of Delaware, co-lead for Delaware Racial Justice Collaborative (DRJC) Community Impact/Partner Relations, Delaware (and Salem County, N.J.) COVID-19 Rapid Response Fund and Grant Management. Committed to continuous learning and leadership, she earned a diversity and inclusion certificate from Cornell University. She holds a Master of Science degree in human services from Wilmington University, where she serves as an adjunct instructor for the College of Social and Behavioral Sciences. Boone holds Bachelor of Science degree (Magna Cum Laude), from Wilmington University in human resources administration, and an Associate in Arts business administration degree from Cumberland County College.

Trust that when working with Eddee Boone Consulting, LLC, you are receiving high quality knowledge and services from a woman who has honed her craft and is now bringing her special talents to the Central Delaware personal and business community to continue to make Central Delaware THE place to live, work and play! The CDCC is proud to have its own DE&I instructor, Jamee Eddee Boone, living in the Central Delaware community and helping businesses and organizations like ourselves achieve greatness for the fruitful future to come.

Please join the CDCC in welcoming Jamee Eddee Boone of Eddee Boone Consulting, LLC into membership! For more information, please visit her website at www.eddeebc.com to schedule a meet and greet with her. If you are interested to learn more about Eddee Boone Consulting, LLC, please call (608) 868-7010.

Interested in sharing your message with people who attend local, family-friendly community events all summer long?



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DELAWARE STATE NEWS

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New Member Spotlights

Introducing Cristy Beckman of Harmony at Kent!



Harmony can be defined as “the quality of forming a pleasing and consistent whole.” This word appropriately fits the mission of the staff at Harmony at Kent. The CDCC is excited to introduce Cristy Beckman, director of sales and marketing at Harmony at Kent, who exemplifies the company’s motto of “families serving families.”

Harmony at Kent is a new senior living community here in Dover that offers seniors an independent lifestyle, assisted living and memory care apartments. Harmony at Kent’s facility offers beautifully styled, full-size apartments for their residents. The apartments at Harmony have a fully equipped kitchen, walk-in closets, large bathrooms with walk-in showers and pull-down benches. The apartments and entire building have been specifically designed with seniors in mind to

live a joyous and relaxing life amongst a friendly community and staff ready to assist at any time.

Cristy Beckman is a Dover native who knows the needs of the population in which she is so honored to support at Harmony at Kent. “We were part of all the Dover traditions: Dover Days, Dinner on the Green with large blankets listening to music, June Jam, football games, homecoming parades, going to the ‘sale,’ Fifer’s, sledding on Moore’s Lake, I could go on and on,” she shares. “Remember when it only took 25 minutes to get to Rehoboth and you could find a place to park!?”

Beckman is a proud Delawarean who has seen the landscape change, the population grow and the incredible changes happening in Central Delaware. Therefore, she is aware of the needs of the community, especially its fast-growing 55+ community. She is excited to be able to help her community thrive at Harmony at Kent.

Beckman continued by sharing the plethora of amenities offered to resi-

dents at Harmony at Kent. “Amenities for all levels of living include chef-prepared dining, apartment maintenance, weekly housekeeping service, twice weekly laundry service (AL & MC), all utilities included (excluding phone, internet and cable). Full complement of activities to meet social, physical, and intellectual interests. Residents also enjoy a pub & bistro, movie theatre, large activity rooms, physical therapy on-site, fitness room and more!”

The CDCC is proud to have a relationship with Cristy Beckman and the diligent staff at Harmony at Kent, located at 1435 E. Lebanon Road, Dover. “In every city and every company I have worked with, we have always made joining the Chamber the first step of the marketing plan. The Central Delaware Chamber of Commerce is such a strong and well-established group of members, this was no exception,” Beckman added. “We are so thankful being members and to all of the staff at CDCC that has made us feel welcome and part of the group!”



The CDCC is honored to have Harmony at Kent in membership with us and is excited to be a part of their journey in supporting and growing Central Delaware, too.

For more information about Harmony at Kent, Cristy Beckman can be reached at beckman@harmonyatkent.com or give the facility a call at (302) 724-6576. Visit this community on the web at www.harmonyseniorservices.com for any questions you may have. Please join the CDCC in welcoming Cristy Beckman and the team at Harmony at Kent into membership!

Introducing Erin Steele of PACE Your LIFE!



The CDCC is proud to offer tailored events to support our growing demographics here in Kent County. The 55+ community is currently the fastest growing population in the state of Delaware. Events such as our Annual 55+ Expo show the support of the CDCC while simultaneously supporting local, small businesses. The Chamber is also proud to highlight a new business and their staff who support our 55+ community, too.

Introducing Erin Steele, marketing director of PACE Your LIFE in Milford, Del., a community based, long-term care program for adults ages 55 and higher. PACE Your LIFE is a flexible method for seniors who need a nursing home level of care to receive it in the comfort of their own homes.

PACE Your LIFE offers personal care plans to all their clients to ensure they are leading happy, healthy lives.

Services include but are not limited to primary and specialist care, hospitalizations, medications, recreational and physical therapy, transportation, lab tests and x-rays and many more social services.

“Our program serves as a managed care for our participants. It also provides comprehensive medical and social services to adults 55 and older that reside in their homes, require assistance and mostly to individuals who are eligible for Medicare and/or Medicaid benefits,” Steele said.

Steele is responsible for making sure that the PACE Your LIFE message gets heard by those who need it and those who may know someone who could benefit from their care services. She is highly proficient in serving, having 15 years of experience in caring for the 55+ community, ever since moving to Delaware. Her close relationship with her grandmother is the inspiration behind Steele’s commitment to

working with the 55+ community. “I was very close to my grandmother, and she played a crucial role in my desire to assist older adults in making educated decisions about their future care needs,” she shares.

Staff at PACE Your LIFE are passionate about helping the 55+ community maintain their independence while continuing to foster positive physical and emotional well-being for all.

PACE Your LIFE values what it means to be a member of a local Chamber. “The location and four pillars of the Central Delaware Chamber of Commerce fall in line with PACE Your LIFE’s marketing strategies, mission, and values. I am excited to meet fellow business members and take advantage of all the wonderful benefits the CDCC offers,” said Steele. The Central Delaware Chamber of Commerce is excited about helping a business that cares about helping countless people and their loved ones.

For more information about PACE Your LIFE at the Milford Wellness Village, please contact their facility



by phone at (302) 249-8333 or reach out to their program director, Georgia Kornblatt at gkornblatt@PACEYourLIFEMWV.com. Visit www.paceyourlifemwv.com for more information. Please join the CDCC in welcoming PACE Your LIFE into membership!

Member of the Month



NAME: Kimberly "Kim" Stockslager

TITLE: OWNER

BUSINESS: Be Well Massage & Skin Care

ADDRESS: 1147 S. Governors Ave
Dover DE

HOURS: MON - FRI 9am - 7pm
SAT - By appointment only

PHONE: (302) 883-3066

WEBSITE: www.bewellde.com

EMAIL: kim@bewellde.com

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

In the late '90s, I was working as a Physical Therapy Technician. I worked with patients on a daily basis, and I noticed that everyone looked forward to and appreciated their brief experiences with massage the most. That sparked my interest. I began to explore what I would need to do to become a massage therapist. I took classes at night and worked during the day. The physical therapists I worked for encouraged me and truly supplemented my education by teaching me kinesiology, physiology and anatomy as I worked. They quizzed me on lunch breaks and helped me prepare for tests. I was probably one of the most immersed students in my class. My co-workers were also enthusiastic participants in practice sessions. I completed my required hours and went on to take exams, becoming a licensed massage therapist in the state of Delaware.

I opened my business and began seeing clients throughout Kent and New Castle counties. I worked in dedicated massage studios, hair salons with massage rooms and for a while, I worked out of my home. While I was building my massage book, I became a licensed esthetician so I could expand my services. At about that time, I was approached to teach massage to others. I taught for several years, training and mentoring others in massage. I soon became program director and began traveling to provide continuing education courses around the country.

In 2015 I opened my first stand-alone location on South State Street in Dover. I offered massage, facials and waxing services in a very charming location. Due to my ongoing work as an instructor, it became natural for my students to look to me for room space and a place to hang their licenses and build their businesses. I began to partner with others and share space when I wasn't using it. As I began to get busier with my own clients, I started thinking about leaving my full-time teaching position. I didn't have enough on my plate, and I like to learn, so I decided to explore getting my real estate license and was successful in that pursuit. Things were humming right along. Massage and real estate were a winning combination for me. My problem was that I was outgrowing my space on South State Street. I began considering other options. In 2017, I found this perfect little house and made the move to 1147 S. Governors Avenue. In this cozy location, sandwiched between Governors Avenue and Route 13, I opened this location with room for additional massage therapists, estheticians, and lash artists to house their businesses too. Each treatment room has its own unique vibe, and we love it. Unfortunately, we're out of space again. We are currently working on a new location within 2 miles of our current space to open later this summer.

Tell us about your role in the business/organization.

I own and operate Be Well Massage & Skin Care, which houses my retail operation, massage, lash, waxing and facial business, and I work with a team of six other professionals. I designed the space, set up the rooms and created the atmosphere. I also deal with the details of running the umbrella of the

business such as working with my marketing company, utility companies, landlords, and all the things that keep the book now button warm, messages pop, phones ring and our world hum! However, each practitioner housed under the Be Well umbrella operates their own separate business within the framework, complementing or competing with one another's talents. For example, I might have a facial and lash client who also works with another massage therapist. Or we may have a couple who uses waxing services and one of them works with me while the other is working with our other esthetician.

Tell us something that makes your business/organization unique.

The business model we use is carefully crafted to ensure that each practitioner housed within our walls feels supported, but still in control of their business. Each of us, on our own could (and have had) have our own basic rooms somewhere else and be fine. The appeal of joining the talent we have under one roof, allows us to be more supported, offer more services, and we can create this welcoming and happy place which our clients enjoy and look forward to visiting.

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

That's a great question for us! We've once again outgrown our space. When COVID shut our doors for a few months, I had no idea that we would be booking two to three months out to make sure we could accommodate the demand. I've also been turning away additional therapists and estheticians because we simply have no space. It's been a good problem to have, but not a happy one. We've looked at expanding our current location for a few years. It hasn't been feasible. So, we're currently tearing out, building up and planning our move to our new location in August. This time, each of our practitioners is designing their own room and they are extremely excited! I'm designing my spaces, our shared areas, our couples massage rooms, and the spaces where we will be bringing in new estheticians and massage therapists. As a result, we'll be adding more services to our book, expanding our hours, and helping more people be well!

How has the Chamber helped your business/organization grow?

I burn my candle at both ends and in the middle! I've never been able to take the time to be a member of the Chamber. It's been one of my goals to have the time to take advantage of the training and development offered by the CDCC and I'm looking forward to the opportunity to learn and grow with my business.

What is your best advice to other businesses/organizations?

Figure out where you want to be, how to get there and then go for it. No regrets!

Ambassador Corner

Thank You, 2021-2022 Ambassadors!

Where would the CDCC be without our amazing Ambassadors?! — The highly-visible individuals on the front lines who work diligently to support our members, support our events and support Central Delaware! The CDCC staff and community are so grateful to have the help, expertise and generosity of our Ambassadors who assist new members in getting acclimated to what it truly means to be a member of the CDCC.

The CDCC has a lot of exciting things going on all the time, and it can be hard, especially as a new member, to grasp all the benefits that your membership includes. Here's where our dedicated Ambassadors step up to the plate, cheer on our new members and

watch as they hit a home run with us at the Central Delaware Chamber of Commerce and the Central Delaware community!

Ambassadors take on the position as a primary liaison and mentor between the community and their CDCC membership. They bridge the gap between new members and the entire CDCC organization while simultaneously working to expand their own networks of like-minded, professional and knowledgeable people. This is a critical job to do because they walk our members through the benefits of their membership, guide them on their 5-Star Journey and most importantly become a familiar, friendly face as they support members through their busi-

ness journey here in Central Delaware.

Ambassadors must be members in good standing with the CDCC, have been business members for at least one year, and have a genuine desire to reach out to their local community and encourage others. Ambassadors are incredibly important because they cheer for our member's milestones and successes. You will certainly meet them at celebratory Ribbon Cuttings, business anniversary celebrations, 5-Star pinning ceremonies and many CDCC events!

CDCC 2021-2022 Ambassadors, please accept this sincere thank you for your time, energy, expertise, and service to our new members. The CDCC truly couldn't do it without

you by our side supporting our cherished members. You are continuing to make Central Delaware THE place to live, work, and play, and we couldn't be more grateful to have you by our side every step of the way. Thank you for your passion and dedication in advocating for our new members. You bring joy, hope and love to your work with us at the Chamber and your efforts will last for a lifetime.

For more information about our Ambassadors or becoming one yourself, please contact the CDCC office at (302) 734-7513 or email adminassistant@cdcc.net. To our 2021-2022 Ambassadors, thank you again for all you have done this year — we couldn't do it without you!

On behalf of your CDCC and Central Delaware Community, a very special thank you to:



Mike Fox
Splash! Designworks



John G. Moore
United Way of Delaware



Erlene George
Primerica



Sarah Patterson
Faw Casson



Brett Emmons
Peter Oldziej & Associates



Kate Greene
IMD4



Esther Rich
Special Touch Card Creations



Nina Jenkins
Harrington Raceway & Casino



Paul Seibert
PS Surety Consulting, LLC



Deborah Farley-Blunt
The Kritter Sitter, LLC, and Eye Specialists of Delaware

Congratulations - You're a 10!

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

(40 YEARS)



(30 YEARS)



(20 YEARS)



(10 YEARS)



Thank You for Your Renewal!

RENEWALS FOR APRIL

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
Bayhealth Medical Center	46	Iron Source	9
Dover Pools	46	Silver Lining Home Healthcare	9
Merrill Lynch	40	Yogi Bear's Jellystone Park at Delaware Beaches	9
Kent-Sussex Industries, Inc.	30	LakeView Realty, Inc.	8
Air Mobility Command Museum	27	Dowding Resource Group	7
Steve Welde	26	Staples Copy & Print	7
Byler's Store, Inc.	25	Renewal by Andersen	6
Cool Springs Fish Bar & Restaurant	22	Techno Goober	6
Dover Place Senior Living	20	Eric Crossan Photography	5
People's Place	20	Eye Specialists of Delaware	4
Home Instead Senior Care	19	Ferris Home Improvements	4
Go Glass	16	The House of Coffi	4
Law Office of Karen Y. Vicks, LLC	14	Leadership Delaware, Inc.	3
BFPE International Fire, Safety & Security	13	Love Bella Creations	3
ChristianaCare Vising Nurse Association	13	Schlosser & Associates Mechanical Contractors	3
Hilton Garden Inn	13	Premier Staffing Solutions	2
K. Hovnanian Homes of DE, LLC	12	TMP Services, LLC	2
Weiner Benefits Group	12	Woody's on Wheels	2
M&D Plumbing and Drain Cleaning Spec. Inc.	10	C&M Custom Homes	1
Sparkle Pool, Inc. – Dover	10	Eye Specialists of Delaware – Milford	1
Vincenzo's Pizzeria & Gelato	10	Technical Broadcast Solutions, Inc.	1

New Members

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Milford, DE 19963
(302) 422-4453
Paul Dorey

Greater Smyrna-Clayton Boys & Girls Club

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(302) 659-5610
Smyrna, DE 19977
Loni Mitchell

Delaware Department of Insurance

1351 W. North Street
Dover, DE 19904
(302) 674-7300
Lakia Turner

Pathways to Success, Inc.

31 The Circle, Suite A and B
Georgetown, DE 19947
(302) 381-1494
Sarah Gilmour

Stone Nation, Inc. Active 6330

30 SW Front Street
Milford, DE 19963
(302) 725-5251
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Tommy's Express

656 N Dupont Hwy
Dover, DE 19901
(301) 750-4106
Amandeep Ghariyal



Coffee On Us!

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

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



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 May "Coffee On Us" Contest was **Terri White of Faw Casson** who correctly identified The Lighthouse at Jonathan's Landing Golf Course in Magnolia. Congratulations **Terri** – 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.

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