

# Chamber Connections



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## THE Chamber Mini Masters: The Beginning of a New Tradition



The famed Masters Tournament that takes place in Augusta, Georgia, each spring is steeped in tradition. The annual prestigious event boasts its own unique set of rules, not followed anywhere outside of Augusta National, and quirky customs. From the coveted green jacket to the signature pimento cheese sandwiches, the Masters promises an interesting one-of-a-kind experience for everyone involved. No tipping is allowed. Cell phones are banned - there are often long lines at the pay phones! Fans and spectators are called “patrons,” and those patrons may bring collapsible chairs to sit on, but those chairs may not have arms. The list of oddities goes on and on, adding to the intrigue of the world-famous competition.

The time has come to build a new tradition here in Central Delaware. It will probably have its own set of rules and it is likely to include some quirky customs of its own! Many of the Masters’ unique nuances didn’t begin right away - they were developed over time.

Ours will evolve in that way, too. But at the end of April, a new tradition will begin as your Central Delaware Chamber of Commerce hosts its very first Chamber Mini Masters.

There’s no need to worry about whether your golfing skills will match the rigors of the event because, whether you are a seasoned professional or a developing duffer, THE Chamber Mini Masters is an 18-hole golf tourney in miniature - it’s putt-putt! THE Chamber Mini Masters will be held on Wednesday, April 28th, from 4 - 7 pm, at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming, DE, in conjunction with the CDCC’s April Sunset Business Mixer. Member businesses are invited to sponsor holes and send teams. Individuals may team up with other players to form teams of four as well. Prizes will be awarded in several categories and the overall tournament winner will receive the coveted BLUE jacket... and, of course... bragging rights!

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## Excellence in Business - And Then There Were Nine

At the Central Delaware Chamber of Commerce, we are always proud of our members. They are bright, innovative, creative, intelligent, forward thinking, highly skilled... and more. In this past year - maybe more than ever before - our business members have been called upon to dig deep, to be resilient, to show persistence, to sacrifice... and they have. Even when they sometimes wanted to throw in the towel and just give up, they never did. Through the storm of a global health crisis, they continued to shine and to lead the way. They are, in short, the heartbeat of Central Delaware.

Choosing excellence out of such an incredible pool of businesses is hard work, but the Excellence in Business Committee, comprised of previous award winners, has helped to narrow down the field. We had a record number of nominees this year - that just goes to show that are members are doing great work and it’s being recognized. That’s a wonderful thing for all of us. After a close look at all the candidates - Large Employer of the Year,

Small Business of the Year, and Young Professional of the Year - and a lot of thoughtful discussion, three nominees in each category rose to the top. The nominees were chosen based on the professionalism and performance that create their business image, their leadership capabilities, their capacity to learn and grow, their response to challenging situations, and their involvement in the community.

We wish to thank everyone who sent in nominations for this prestigious process. It is a tremendous honor to be nominated by a group of business professional peers. These are people who completely understand the ins and outs of day-to-day business in and for the community. These nominations and the voices of fellow members carry a lot of weight.

Now it’s time to begin thinking about who will receive your votes as the best in each category. Voting will take place in the month of May. Biographical and business information will be published in the May Issue of the Chamber Connections and on the



CDCC website to help to inform your decision. In the meantime, you may wish to check out the websites of the nominees to learn more about who they are and what they do. It is so important that every business be involved in this process.

See Excellence — Page 5



# A Moment of Possibility

Business leaders and lawmakers alike are always looking for Delaware's next silver bullet. There is an ongoing constant search for Delaware's next big "thing" – the thing that sets our state apart from all the rest. Delaware's incorporating laws have always been that niche for us. Companies from all over the country seek out Delaware to become incorporated because our state offers one of the most advanced and flexible corporation statutes in the nation. It's been such a great Delaware idea that, now, other states are beginning to copy the First State's template. And so, our silver bullet search continues...

I believe that, right now, Delaware has entered a developing moment of possibility ready to offer us that "next big thing."

We have an opportunity to set the course for our state that will give us a clear and prosperous advantage over our neighboring states that will exponentially increase our competitive edge when it comes to business development. Seizing this moment will require the passing of strategically crafted legislation during our current session of the General Assembly.

Allow me to set the stage.

In a solemn ceremony in January, a United States President was inaugurated. For the first time in American history, we have a President who is from Delaware. Suddenly, people are keenly aware of our home state. People now know who we are and where we are located. They are paying attention – more than ever before. In addition, we have money in our state budget. The most recent estimate of our budgetary surplus indicated a balance of around \$6 million. Add those two factors together – a Delawarean in the White House and money in the bank – and the sum is a moment of possibility.

Lawmakers are currently considering key pieces of legislation that could help us seize this moment. If we defer the increase of our minimum wage, maintain our youth and training wage, and do not legalize recreational marijuana, we will establish a business environment that is very different from the states around us. We will be THE state that is not only business friendly due to our incorporation laws, but, in ad-

dition, we will become the state that truly supports our businesses – large and small.

Minimum wage, the legalization of marijuana, youth and training wages are all issues that matter to businesses - just ask any economic development person in the state. Businesses who are considering locating in Delaware, as well as those who are currently doing business here, are concerned about these issues because they will significantly increase their cost of operations – creating a situation of uncertainty and hardship in a year following the economic ravages of a pandemic.

So, if we prudently play the cards we currently hold, we will attract a full house of businesses.

Let's make the most of this moment of possibility and start a new marketing campaign to communicate this strategic initiative: **"We see the future of your business – and the future is here in Delaware!!!"**

Delaware offers many advantages and outstanding qualities to ensure businesses' growth and success. We have great schools, great colleges and universities, a superior quality of life, and access to more than 60 million people within a driving distance of three hours. The time is NOW to package all this together, delay the legislation that increases the cost of doing business, and become the magnet state for businesses. This move will grow our employment opportunity pool and, as our pool grows, so will the competitive wage - which means we will be able to create better paying jobs for our residents. Competition and demand are the key factors that drive wages. In this moment of possibility, we have control over both.

I sincerely believe that the state of Delaware is currently being afforded the best opportunity it has seen in more than 20 years. This moment of possibility is right now – we must move forward strategically and without delay.

The time is **NOW** to seize this opportunity – to turn this moment of possibility into a future of prosperity.

**"We see the future of your business – and it is here in Delaware!!!"**

# Calendar of Events

Due to COVID-19 gathering restrictions, some of our events have become virtual, others will be hybrid offering both in-person and virtual access. For activities where a location is not listed, please call the CDCC Office at (302)734-7513 for specific information.

- April**
- Thursday, April 1st**  
Leadership Central Delaware  
8:00am - 5:00pm  
Health and Human Services Day
- Thursday, April 1st**  
Kent County Open for Business  
**CANCELLED**
- Friday, April 2nd**  
Good Friday  
Office Closed
- Thursday, April 8th**  
Member Orientation  
12:00pm - 1:30pm
- Tuesday, April 13th**  
CDCC Board Meeting  
7:30am - 8:30am, via Zoom
- Wednesday, April 14th**  
Coffee Coaching  
8:00am - 9:00am
- Wednesday, April 14th**  
Marketing Committee Meeting  
10:00am - 11:00am
- Tuesday, April 20th**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm
- Thursday, April 22nd**  
LCD Class of 2022 Invitational  
5:00pm - 7:00pm  
Roma Italian Restaurant
- Wednesday, April 28th**  
Ambassador Committee Meeting  
3:30pm, Tre Sorelle Dolce  
Ice Cream & Mini Golf
- Wednesday, April 28th**  
The Chamber Mini Masters /  
Sunset Business Mixer  
4 - 7 pm, Tre Sorelle Dolce  
Ice Cream & Mini Golf

- Kent County Open for Business**  
8:30am - 10:00am  
Kent County Levy Court, TBA
- Tuesday, May 11th**  
CDCC Board Meeting  
7:30am - 8:30am, via Zoom
- Tuesday, May 11th**  
Young Professionals Social  
12:00pm - 1:00pm  
Jonathan's Landing
- Wednesday, May 12th**  
Coffee Coaching  
8:00am - 9:00am
- Wednesday, May 12th**  
Marketing Committee Meeting  
10:00am - 11:00am
- Thursday, May 13th**  
Member Orientation  
8:30am - 10:00am
- Tuesday, May 18th**  
LCD Steering Committee Meeting  
12:00pm - 1:00pm
- Wednesday, May 19th**  
Bluesuiters Golf Tournament  
10:00am Reg.; 11:00am Start  
Jonathan's Landing
- Monday, May 24th**  
CDCC Executive Committee Meeting,  
8:00am - 10:00am
- Wednesday, May 26th**  
Ambassador Committee Meeting  
4:30pm, Lessard Builders
- Wednesday, May 26th**  
Sunset Business Mixer  
5:00pm - 7:00pm,  
Lessard Builders
- Monday, May 31st**  
Memorial Day  
Office Closed

- May**
- Thursday, May 6th**  
Leadership Central Delaware  
8:00am - 5:00pm  
Communications and Media Day
- Thursday, May 6th**

Thank you to the CDCC Cornerstone Members!

An Industry Exclusive CDCC Marketing Package!

435 N. DuPont Highway, Dover, DE 19901  
P: 302.734.7513  
E: info@cdcc.net  
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THE CDCC is the essential resource for growth of engaged businesses in Central Delaware.

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## Chamber Connections

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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# Cornerstone Member - Harrington Raceway & Casino

# Harrington Raceway's 75th Season is About to Begin!



In an upset last July, The Big Muscle secured his 20th win!



Harrington Raceway's 75th anniversary season of live harness racing kicks off Monday, April 12th.

Formerly known as Kent and Sussex Raceway, Harrington Raceway has been host to many of harness racing's stars over the years. From the 1950's when former Pacer of the Year Adios Harry helped put Harrington harness racing on the map to a remarkable trio of national Dan Patch Horse of the Year winners hailing from the small town of less than 4,000 from 2004 to 2019.

Harrington-based horses Rainbow Blue (2004) and Wiggle It Jiggleit (2015), racing out of the George Teague Jr. stable, called Harrington Raceway their training home and were fan favorites that dazzled racing fans with incredible careers. In fact, Wiggle It Jiggleit treated local racing fans to a world record performance over the half-mile racetrack in 2015, setting the table to an illustrious career with earnings near \$4 million. Though she was not stabled at the racetrack, Shartin N added to the Harrington horsepower reputation, hailing from the Jim and Jo Ann Looney-King stable and was harness racing's 2019 horse of the year and fastest mare pacer of all-time, stabled just 4 miles east of the raceway.

Though the aforementioned stars from Harrington are retired from racing, perhaps 2021 will see a new equine superstar emerge from the central Delaware racetrack with live racing conducted primarily on a Monday through Wednesday schedule in a 65-day meet. A complete schedule can be found at [harringtonraceway.com](http://harringtonraceway.com).

"Harness racing is a huge part of our history and agriculture community," said Harrington Raceway and Casino CEO Patti Key. "Horsemen from this area have produced many standout horses that have put Delaware and specifically Harrington in the national spotlight on many occasions. We're proud of that history and look forward to offering a more fan-friendly environment in the future when the current health environment improves."

Due to COVID-19 restrictions, promotions and fanfare that come with the 75th anniversary will be put on hold, but fans are still welcome to visit the trackside grandstand area or indoors to watch and wager from Murphy's Race and Sportsbook, which is operating at a reduced capacity.

Perhaps the racing-related highlight of the spring season is the Delaware Standardbred Breeders Fund (DSBF) stake races for 3-year-old horses, which begins June 14, before culminating in \$100,000 final events on the one day of racing during the Delaware State Fair on July 29th.

For the first time in recent history, the Governor's Day racing program was called off due to COVID-19 in 2020. It has historically been the most prestigious day of racing of the season for Delaware racing, with the largest daily purse distribution for Delaware horsemen, including popular events for local bragging rights like the Governor's Cup, President's Cup, Legislator's Cup and Charles Murphy Memorial Trot.

With the exception of the July 29th program, there is a customary break from July 7th until the summer/fall season resumes on August 16th on a Monday/Tuesday schedule until September 6th when a Monday through Wednesday schedule will resume for the balance of the meet, which ends on October 20th. The Bobby Quillen Memorial (September 20th) features some of racing's top horses annually is Harrington's most popular race on a national scale. The event has drawn some of racing's best over the years including 3-time winner Foiled Again, who is the sport's richest pacer of all-time and the aforementioned Wiggle It Jiggleit, just to name a few. The event typically brings Hall of Fame drivers to town like Tim Tetrick and David Miller.

Local driving champs from recent years like Art Stafford Jr., Allan Davis, Ross Wolfenden, Victor Kirby and Mike Cole are expected to join 2020 runner-up Montrell Teague and others in nightly racing action.

Post time nightly is 4:30 p.m., with the exception of the July 29th program (7 p.m. post time).

For more information and updates on restrictions, please check the Harrington Raceway website.

## Your CDCC is Pleased to Introduce: The Come Back Series!

This Coffee Coaching Series, brought to you by The House of Coffi and Tre Sorelle Dolce Ice Cream & Mini Golf, is designed to assist businesses in Central Delaware as they re-open and re-launch post-COVID. The five sessions planned will cover several strategies for re-building successful businesses. The goal of this series is to assist business owners as they get back up and running... and growing... in the months to come.



Location:

CDCC Conference Room and via ZOOM

Meeting Code: 850 8634 1814

Passcode: 838 363

435 N. DuPont Hwy. in Dover

Call the CDCC Office to

register @ 302-734-7513

April 14, 2021, 8 - 9 am  
**Expanding Partnerships & Increasing Revenue**

- Forming Healthy, Mutually Beneficial Partnerships
- Benefits for Partner Businesses and for the Community at Large

Presented by:



Anita Bezy,  
La Baguette Bakery & Catering

Kristin Stonesifer,  
The House of Coffi



Mike Marasco,  
Tre Sorelle Dolce Ice Cream & Mini Golf



All sessions are held the 2nd Wednesday of the month from 8 - 9 am in the CDCC Board Room and on ZOOM. To register, contact Cindy at [cfriese@cdcc.net](mailto:cfriese@cdcc.net).



Coffee Coaching is a member benefit of the Central Delaware Chamber of Commerce. These educational sessions - free to members - use a format of members teaching other members about what's new and what works in their businesses! For more information or to participate, contact the CDCC Office at (302)734-7513 or email Cindy @ [cfriese@cdcc.net](mailto:cfriese@cdcc.net).



## Cornerstone Member - L&W Insurance

# L & W Insurance: Growing and Moving Forward

As Spring brings new signs of life all around us and the light at the end of the pandemic tunnel grows brighter and brighter, the professionals at L & W Insurance are working diligently towards growth and impactful improvements as they continue to bring a portfolio of high-quality products and services to their clients. "We are experiencing a time of 'growing pains,'" commented Chelsea Clark, the agency's Director of Organizational Culture & Communications, "but they are 'growing pains' in the best sense!" Since their beginning in 1932 as an independent insurance agency, growth has been an exciting part of their history. L & W Insurance now operates as one of Delaware's largest independent agencies serving not only the people of Delaware, but clients throughout the Mid Atlantic.

During the last several months of adapting and restructuring how services are delivered to keep clients safe and engaged, the team at L & W Insurance also found the time and energy needed to look forward. Looking forward, for the folks at L & W, means finding ways to maintain and improve the strong connection their agents have with customers. Meaningful contact is at the heart of their success. They are passionate about helping clients protect what matters to them the most – especially during times of crisis as they navigate the claims process. Clark describes it this way: "We take great pride in being the 'calm in their chaos.'"

The team at L & W is happy to announce the nearing completion of two projects that will assist them as they work to maintain their hands-on approach with customers. L & W Insurance opened a new location in Ocean View, Delaware, on March 22nd. L & W currently employs four agents who service Sussex County. Until now, those agents have maintained their relationships with clients by traveling to meet with them or by meeting remotely or simply over the phone. As the Sussex



County clientele continued to grow, a need arose for a "brick and mortar" location. Agents and customers alike felt a need for a place to walk into where they could meet face to face, discuss options, solve problems, and look each other in the eye. With a grand opening scheduled for March 22nd, the new location will meet those needs and provide a place where clients can experience the signature personal touch of L & W Insurance.

In addition, L & W has gone through a rebranding process, including work to refresh their online presence through their website. Like many businesses in our area, L & W became keenly aware of the updates needed to their website during the global health crisis as people became more and more dependent on virtual and online experiences. Ms. Clark took the lead on this endeavor and, after interviewing staff members and several conversations with departments within the agency, went to work to create a cleaner, simpler look and a much more educational and user-friendly format.

After close examination, the website seemed too busy and too "noisy" for the impression L & W wanted to give clients and prospective customers. To truly be the "calm in their chaos," they need to show people, from their very first encounters, that they were able to, as Chelsea put it, "rise above the noise." To that end, they restructured the look and renewed the message in a more "stripped down" approach, removing superfluous verbiage and disposing of distracting clutter.

As a compliment to the new website, the folks at L&W also ramped up their social media presence and added educational experiences like their new "Ask An Agent" series on Facebook. To communicate that agents are always ready to assist, "Let's Connect" and "Get in Touch" buttons were installed on the home page and several pages throughout. The newly refreshed website, complete with a new, cleaner logo, went live on March 1st.

The team at L & W Insurance is widely known for delivering premium products and services in an efficient, yet personal way. They understand the importance of building relationships and fostering a partnership of trust. As always, they continue to seek avenues for improving customer care and keeping clients engaged and satisfied. From working with clients to finding ways to serve the community, the folks at L & W feel honored to be your "partners in protection."

To learn more about L & W Insurance, call (302) 674-3500 or check out their new look at [www.lwinsurance.com](http://www.lwinsurance.com).



A re-freshed website offers a new, clean look!



Chelsea Clark, Director of Organizational Culture & Communications



L & W's new Ocean View location

# Excellence

Continued From Page 1

Here we go... drum roll please... YOUR Central Delaware Chamber of Commerce is pleased and proud to announce our nominees for the 2020 Excellence in Business Awards...



The official ballot will be mailed to our CDCC members at the end of April. Our members are asked to vote (1 vote per business) and return those ballots to us no later than May 26th. All nine of our nominees will be honored and celebrated at our Annual Excellence in Business Award Dinner in June. The winners will also be named at that event.

Remember – your votes will determine the winners! Thank you ahead of time for being part of this process. We look forward to celebrating with you in June!



## Small Business of the Year



## Large Employer of the Year



## Young Professional of the Year



Ryne “Bubba” Johnson – Advantech



FAW CASSON  
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Cassie Porter – Faw Casson



Jesse Sapp – Chesapeake Utilities

## Member News

# Companies are Choosing Central Delaware!

There is never a dull moment at the Kent Economic Partnership (KEP) office. Linda Parkowski, Executive Director, and Shannon Heal, KEP’s Business Developer, are never at a loss for something to do. Companies are choosing Central Delaware as their desired place of business and the team at KEP is making it happen!

And why wouldn’t companies choose Central Delaware? Kent County promises competitive land prices, low tax structure, close proximity to major metropolitan areas, rail access, a business-friendly government where citizens are heard, and a stunningly beautiful landscape. And if that’s not enough, the day is coming soon when the Civil Air Terminal will offer additional transportation and delivery possibilities and there are plans in the works to increase the area’s broadband to support remote learning and working. Central Delaware is an amazing choice for businesses!

Guided by the data produced through the Rockport Study in 2018, the team at KEP has brought 6 new companies to Central Delaware since January of 2020. That means more jobs, more revenue, and more attention for the heart of the First State. “It’s all about trusting the data,” commented Parkowski, “and acting on it.” According to the data, the obvious, logical choices for businesses are in small to medium manufacturing, distribution and logistics, and health care industries. Those are the industries that KEP went after – and true to the data, those are



the industries that have come.

Most recently, KEP announced that Shore Industries, with customers around the world, will be making a move from Denton, Maryland, to Dover, Delaware. Shore Industries is a custom sewing manufacturer providing high quality outdoor living products for residential, commercial, and marine markets. They make shade sails, covers, seating, awnings, etc. They specialize in custom shade structures. They offer a full design and consultation service to ensure that customers are getting the product they seek.

Shore Industries is also the parent company of Porch Enclosure Systems. Porch Enclosure Systems creates custom outdoor clear vinyl enclosures for porches and patios. The clear vinyl enclosures roll up and down quickly for protection from weather and are easily removable for seasonal or temporary use. During the pandemic, when people were spending time at home and their only escape was the yard, the company experienced such a boom that they quickly outgrew their facility. Shore Industries and Porch Enclosures will be leasing the former Monster Racing Building located in



the Dover Aero Park. This promises to be a great location for the company because of the building’s size and its close access to Route 1. Shore Industries will bring 16 new jobs to the area and they plan to expand their workforce in the future.

With approximately 17 projects in the cue, the team at KEP is going strong. This group of projects with companies in the areas of manufacturing, distribution, healthcare, recycling, and more are at various stages in their quest to relocate. They all promise new jobs and new sources of revenue for the area.

In attracting businesses to the area, Linda has recently employed a new strategy. In the first year after the Rockport Study was done, she

spent time attending trade shows outside of Delaware. This was a very successful activity and helped to generate significant interest in Central Delaware. The very next year, 2020, was the year that the pandemic hit and subsequently the trade shows were all cancelled due to safety protocols and gathering restrictions. With the trade shows still suspended, Parkowski wisely took the money budgeted for those trade shows and put it into regional and national advertising. According to Linda, that has made a remarkable difference.

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

Since the completion of the original Rockport Study, Linda has spent her time answering the same question from potential companies: “Why come to Central Delaware?” As a result of intentionally following the data and the additional advertising, she is now the one asking the question: “Why wouldn’t you come to Central Delaware?”

For more information on the work of Kent Economic Partnership, visiting their website [www.choosecentraldelaware.com](http://www.choosecentraldelaware.com) or call their office at (302) 632-2033.

# Leadership Central Delaware

## The Next Generation of Leaders

In the simplest terms, "leadership" is defined as the art of motivating a group of people to act toward a common goal - but true, genuine, effective leadership is so much more. Guidance, direction, authority, and influence are all words that begin to uncover the root of leadership. Communication, visioning, time management, and teamwork are all known as leadership skills. Honesty, dedication, responsibility, accountability, and empathy are some of the characteristics of good leaders.

But how is this all connected? And, more importantly, how is it lived out in the place where we live, work, and play? To understand what this all means and to begin to discover your role in leading change in Kent County, check out the CDCC's Leadership Central Delaware (LCD) program and become part of Central Delaware's next generation of leaders!

The Central Delaware Chamber of Commerce (CDCC) would like to invite you to attend the annual LCD Invitational Reception on April 22nd from 5 - 7 pm at Roma Italian Restaurant/Sul Tempo Cocktail Lounge\*. This reception, sponsored by Lessard Builders (home of 3 LCD graduates), creates a platform where LCD alumni come together to share with prospective members of the next LCD class information about this paramount leadership development experience.

Since its inception, Leadership Central Delaware (LCD), the diamond program of the CDCC, having graduated more than 450 individuals, has had a significant positive impact here in Central Delaware. LCD is designed to create effective, dynamic, knowledgeable leaders. This program connects emerging leaders through diverse networks, while enhancing leadership skills and community knowledge, resulting in increased

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Thank you to our Sponsors!

value, individually and professionally. Participants in LCD gain an opportunity to develop resources and partnerships, an understanding of the role of leaders in the community, connections with people of influence, and an understanding of the importance of collaboration among businesses... all while developing and enhancing their own leadership skills. Sponsoring companies will receive ten months of advertising to 1,500+ people through numerous CDCC avenues, engaged and connected employees who are ready to make a positive difference, and recognition as a company dedicated to making Central Delaware THE place to live, work, and play.

LCD's 10-month program is comprised of 9 day-long learning sessions (one per month, beginning in October), an opening and a closing retreat, and graduation. Each day-long session (8 am - 5 pm) is focused on a different econom-

ic segment of Kent County. The days are spent hearing from the leaders of various industries, enjoying presentations and tours, and engaging in hands-on learning experiences.

Plan now to attend this FREE Invitational Reception to learn more about LCD and to meet your potential classmates. Class sizes are limited - participants are chosen through an interview process. To learn more about Leadership Central Delaware, visit [www.cdcc.net/education/lcd/](http://www.cdcc.net/education/lcd/). For more information, please contact the CDCC Office (302)734-7513. It's time to start building Central Delaware's next generation of leaders!

*\*If you would like to stay and have dinner following the Invitational, Roma is offering 20% off your entire check. Call for Reservations, and please let them know you are coming for the LCD Invitational!*

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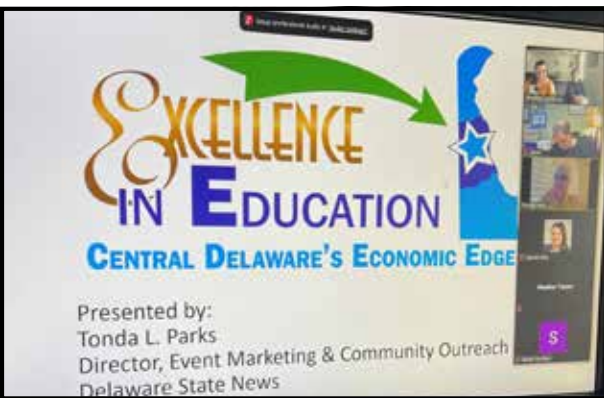
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# Leadership Central Delaware



Tonda Parks ZOOMED in to share information about the Excellence in Education program.



Class members were happy to be reunited, even if it wasn't in person.



Class members were challenged to think about the benefit of teaching leadership skills beginning with children.

## It's No Longer About the Acquisition of Knowledge – It's About Learning How to Learn

From learning the skill of tying a shoe to mastering the skill of employing the most intricate technologies available... from the art of connecting with people to the depths of scientific research... from the basics of good manners and proper hygiene to the complexity of people groups and sociological trends... our country's educational system covers a lot of ground! This month's Leadership Central Delaware Class of 2021 spent a whole day learning the ins and outs of what makes education strong, relevant, and vibrant. From kindergarten through college and beyond, our students are learning amazing things about how to live, work, and better the community at large. Additionally, there was much heart-felt discussion surrounding the current health crisis and the need for a safe way for children to return to school.

Typically, this day includes visits to a sampling of area schools, panels of educational professionals and students, activities for the class, and tours. Because of the current gathering restrictions that are in place, this day took a very different turn! While class members were unable to experience the day in the way it is typically planned, Education Day was re-created to be a virtual experience. The Class of 2021 will be given the opportunity next year to join in on the Class of 2022's Education Day.

As class members gathered via ZOOM for a day of learning about learning, Dina Vendetti, former educator, set the stage. She helped class members begin to understand the spectrum of topics that are covered from a child's first school experience through graduation. The world is moving so quickly that teachers now find themselves training students for jobs that do not yet exist! The pool of knowledge has grown and multiplied exponentially throughout the years and there is no way to cover every bit of it in a typical student's experience. How do educators cover it all? How do they give students what they need to grow and be successful? That's easy: they teach them how to learn.

Tonda Parks, Delaware State News, joined the ZOOM and shared a presentation about the Excellence in Education program. The Excellence in Education Committee was launched at an event in November 2019 to assist schools in their role in contributing to the economic development of the region. The Committee, propelled by community partners Greater Kent Committee, Kent Economic Partnership, and

the Delaware State News, believes that bringing schools into the mix is a logical and efficient way to develop Central Delaware's workforce. Companies interested in moving to Kent County are highly concerned about the availability of skilled workers. Workforce development and training are paramount in becoming a desired destination. The Excellence in Education program offers grants to places of education who are working to train people for jobs. Jeremy McIntire, assistant director of Polytech Adult Education, joined Tonda in the presentation and shared how Polytech Adult Education used their grant money to offset the costs of certifications for some of their students.

Panels played a large role in the day's events. Class members had the opportunity to hear from school administrators, High School Students, and College Administrators. After hearing brief introductions from the panelists, class members asked thought-provoking questions about how the schools handled the pandemic, what they are doing to keep everyone engaged, how students are being compensated for the experiences they have missed (ie. Prom, sporting events, clubs, graduation, etc.), and what is happening to get students back to in person learning in a safe and efficient way. A great deal of concern was expressed for the social and emotional aspects of education that cannot be replicated online, as well as the health and well-being of students for whom the school building is a safe haven.

We like to say a special thank you to our administrator panelists for their honesty and their over-reaching concern for the students in their care. Thank you for sharing your thoughts and reactions with the LCD students in such a meaningful way. Thank you to Dr. Courtney Voshell of Dover High School, Patrick Gallucci of First State Military Academy, Ryan Fuller of Polytech High School, Robert E. Clark II of Wesley College, Jackie Griffith of Delaware State University, Eileen Donnelly of Wilmington University, and Cornelia Johnson of Delaware Technical Community College.

A special thank you also goes out to our student panelists from Dover High School, First State Military Academy, and Polytech High School. Your keen insights and interesting perspectives were an inspiration. In talking with you and listening to your responses, we were convinced that our future is going to be held in very capable hands!

Much of the afternoon of Education Day was devoted to exploring the contributions of higher education and trade schools to our community. Class members were divided into two breakout rooms where they delved into the usefulness of either higher education or trade schools with representatives from each guiding the conversations. When they came back together, there was a wonderful discussion about how to create a balance that is beneficial to the community as a whole.

In this world of fast paced trends

and technological advances, it is obvious that the role of teacher is no longer to bestow on students all the knowledge they will ever need to be successful. The mission of the teacher has evolved over time into helping students master the art of a skill that they will use for a lifetime of contributing to the workforce... the skill of how to learn! It is through a life-long habit of learning that our students will move through their levels of education, the ranks of their vocation, and emerge as the leaders who will take us into the future.



### CLASS OF 2022 INVITATIONAL

Join us for a networking social to learn about the LCD program and how you can evolve into the next generation of leaders in Central DE.

Thursday, April 22nd  
5:00-7:00pm  
Roma Italian Restaurant/Sul  
Tempo Cocktail Lounge

Limited Attendance of 50  
REGISTER TODAY!

RSVP to [adminassistant@cdcc.net](mailto:adminassistant@cdcc.net)  
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If you would like to stay and have dinner following the Invitational, Roma is offering 20% off your entire check. Call for Reservations, and please let them know you are coming for the LCD Invitational!

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# Member News

## The House of Coffi: Where Dover Comes Together

There is a spot in downtown Dover where the various sectors of the city converge. Stand in that spot and look west and you'll see the bustling shopping district filled with stores and boutiques. Stand in that spot and gaze north - the banking district and the city government buildings will be your focus. Look south from that place and you'll be steeped in history and imagination. In that special place, it all comes together like the cultural hub of a wheel. The House of Coffi is the spot where Dover comes together!

Over the past three years, The House of Coffi has created a unique niche in the downtown scene. This quaint coffee shop brews some of the area's finest coffee and serves delicious treats in a setting that invites conversation, camaraderie, and fellowship - but that's not all! With its warm and cozy, yet edgy ambiance, it is a place where local artists are encouraged to share their work. Paintings, drawings, photographs, and more adorn the walls of every available space in the shop's interior.

Owner and operator, Kristin Stonesifer, is an art enthusiast. "In many cities, art plays a big role," remarked Kristin. "Art and expression add to the culture." Kristin decided early on to offer the space to give budding artists an opportunity to express themselves and try out their wings. She believes that this outlet gives the artists a chance to be appreciated by others and to learn to appreciate themselves and what they have to offer. "This kind of experience can work to propel them forward, to continue to follow their passion," she added.

Stonesifer does not have a mechanism for choosing artists. "They choose House of Coffi," she said. There is a one to six month waiting list for "getting on the wall" at The House of Coffi. Each new display, each addition serves to rejuvenate the entire House of Coffi experience. To date, at least 50 artists have been represented on the walls!

Some of the artists that display at The House of Coffi do so just to gain exposure and have their work seen in public, others also sell their work. "All we want is to offer a platform for them to show their work," commented Stonesifer, "All proceeds from the sale of artwork go directly to the artists." The House of Coffi does not charge the artists to display their work, nor do they collect any kind of commission.

In 2019, The House of Coffi partnered with JuneRose Futchter, teaching artist and Delaware Director of Teaching Artists of the Mid-Atlantic, Delaware native, and three-time Delaware Division of the Arts grant recipient, on a project called "Through the Eyes of a Child." In this unique program, funded by a grant through the Delaware Division of the Arts, law enforcement officers visited school classrooms where they got to know the students and the students could learn about them on a personal level. This opportunity assisted children in understanding that police officers are not all uniforms, flashing lights, guns, and handcuffs, but that they are regular human beings. In the same way, these classroom visits gave police officers the opportunity to experience the bright, wide-eyed innocence of the students who they protect every day.

The students were given fundamental lessons in portraiture and photojournalism and encouraged to take photographs for a contest that would show their impressions of the life and activities of people in law enforcement. The photographs that came out of this experience were put on display at the House of Coffi under the title, "Through the Eyes of a Child." To date, this on-



going program continues to grow, take on new aspects, and reach children. It will be exciting to see what happens with it next!

In addition, Futchter received an opportunity grant in late 2020 and displayed six new pieces of her own work at The House of Coffi. "Artists were hit hard by the pandemic," recalled Futchter, "the experience of displaying work at The House of Coffi has been priceless. It's meant a lot to all of us."

Delaware photographer Dave Tally's work is currently on display at The House of Coffi. "My work reflects all aspects of Delmarva landscapes and wildlife. My specialty is sunrises and sunsets in beautiful spots," he commented, "I show my work at The House of Coffi to brighten everyone's day, and maybe sell a couple." His beautifully matted and framed photographs have been very popular among the coffee shop's patrons.

By bringing together artists and giving them a safe and welcoming place to display their work, The House of Coffi is doing something bigger and broader than itself. This experience is really about showing them appreciation and helping them to grow. This kind of collaboration, encouragement, and support is the heart of what "community" is all about.

The House of Coffi celebrated their third anniversary in March. As Kristin looks back over these three years, she sees lessons learned. Those lessons began on their very first day in business, a cold and windy Saturday, March 17, 2018, when the line to get into the new coffee shop extended around the block with St. Patrick's Day parade revelers. "That day," mused Kristin, "we learned how to make coffee and other hot drinks at a great speed!"

When asked what she sees as she looks forward, Kristin said, "Success and growth." By the term "growth," she was not talking about the size of the business location or the number of customers served. Instead, she was talking about the personal and professional growth of the team as they continue to support the Dover community. This kind of growth would be focused on the perfection of their craft, which, when one stops to think about it, is yet another kind of art.

Congratulations are in order for Kristin and The House of Coffi. They were recently named Delaware's winner in the "Best Cup of Coffee in Every State" contest sponsored by the wildly popular nutrition website "Eat This, Not That!" To learn more about The House of Coffi, visit their Facebook page or call (302)672-0059. The House of Coffi is open Monday through Saturday, 6 am to 6 pm, and Sunday 8 am - 4pm.

**YOUR TOWN.  
 YOUR VOICE.  
 YOUR NEWS.**





## Member News

# A Glimpse Inside the Gate

It has been a busy Spring at Dover Air Force Base (DAFB)! Our partners on TEAM Dover are always on the move creating, connecting, providing, accomplishing new programs, initiatives, and activities every single day. We are always so proud of the men and women who serve at DAFB and we are thankful to have them as such a vibrant part of the Central Delaware Community. It's time to take a look at what they've been up to!

• **Dover Key Spouses Open Food Pantry:** In a similar fashion to many communities around the world, the COVID-19 pandemic had a significant impact on service members and their families. The idea for the pantry was developed by Jessica Hammer, the 436th Aircraft Maintenance Squadron key spouse, and Lynne Otis, the 436th Wing Staff Agency key spouse, to help DAFB families. The team was able to partner with Operation Warm Heart, a non-profit agency dedicated to providing assistance to military families to stock the pantry for the first time. The pantry is set up to provide nonperishable food items, diapers, shampoo, and deodorant and is available to all active-duty and reserve Airmen and their families, regardless of rank, who do not live in the dorms. The pantry is open Mondays from 4 - 6 pm and Wednesdays and Saturdays from 10 am - 1 pm. To donate to the pantry, simply drop off donations during the pantry's operating hours. Currently, the pantry is in need of diapers and breakfast items - they are also seeking volunteers. For more information, contact [DoverAFBAirmansattic@gmail.com](mailto:DoverAFBAirmansattic@gmail.com).

• **18th Air Force Command Chief's Visit:** Command Chief Mas-



A visit to Bedrock was in order for the Chief.

ter Sgt. Chad Bickley was welcomed by TEAM Dover in mid-February. During his visit he was able to witness first-hand how DAFB contributes to the 18th Air Force mission of warfighter readiness and sustainment. During his visit, he had the opportunity to tour the Tactics and Leadership Nexus (TALN), the 436th Medical Group, Air Force Mortuary Affairs Operations (AFMAO), Isochronal Maintenance Dock, a C-5M Supergalaxy and a C-17 Globemaster III. In addition, he met with Dover's Pause for Better Race Relations committee, spent time on guard duty at the main gate, and gave a speech at the 2021 Chief Master Sergeant induction ceremony at the base.

• **Dover's First Space Force Guardians Accepted:** The United States Space Force is charged with working in the space domain to launch rockets, keep satellites safe and operational, and develop technology to defend our way of life on Earth through our interest in space. Three members of the 436th Communications Squadron were recently accepted into the U.S. Space Force. As they raised their right hands



Chief Master Sgt. Chad Bickley presided over the chiefs induction ceremony

in the ceremony held on February 11th, they became DAFB's very first Space Force Guardians. These newly accepted Guardians will receive new assignments later this year to Space Force locations.

• **Health Protection Condition (HPCON) Levels Move to BRAVO and New COVID-19 Guidance Announced:** DAFB announced a move from HPCON B+ to HPCON Bravo, a slight reduction in the severity of restrictions related to COVID-19. Face coverings and six feet of social distancing are required at all outdoor and indoor gatherings on the base. First and second doses of the COVID-19 vaccine are now available through the 436th Medical Group on a first-come first-served basis.

As you can see, there's always a lot happening behind the gate at DAFB! We are happy for opportunities to collaborate with our TEAM Dover partners and we are thankful for everything they do to keep America safe. For more information about DAFB, visit their website at [www.dover.af.mil](http://www.dover.af.mil).



Key Spouses saw a need and created the DAFB pantry.



Chief Master Sgt. Chad Bickley, 18th Air Force Command Chief, visited the Tactics and Leadership Nexus (TALN)



Congratulations to DAFB's first Space Force Guardians!

# Kent County Levy Court Offers Seamless Customer Service Through My Government Online

Creating a new business, finding a location, and building a building are some of the most exciting activities available for business leaders! Dreaming about potential products and services, picturing what the company will look like, and securing the perfect piece of real estate can be invigorating and motivating. Starting from scratch or even starting over should be one of the most exciting adventures!

To get from the initial idea to the grand opening, there are many details to deal with to ensure that buildings are in compliance with important safety standards. The process can seem daunting and can sometimes be frustrating as forms generated, inspections are scheduled, permits are obtained, and many more little tasks surface that must be completed before progress can move forward.

The folks at Kent County Levy Court (KCLC) have been working diligently to streamline the process. Their goal has been to develop the smoothest, most customer friendly customer service possible. To that end, a new website was launched in January that promises to improve customer service and expedite workflow. The new software is being leased by Kent County from



the South Central Planning and Development Commission in Houma, Louisiana.

My Government Online (MGO) was originally created in Louisiana by people who themselves are planners and permitters. In the wake of Hurricane Katrina, when everyone was looking to rebuild at one time, this process was created to make the process efficient and timely. The results met with such positive reviews that a resolution was passed allowing the creators to create a national software program open to fellow jurisdictions.

MGO enables people to complete the various tasks associated with the permitting and inspections process any time of the day or night from anywhere they have online access. Gone are the days requiring them to come to the KCLC complex between the hours of 8am and 5 pm. In addition, this site allows a wide array of potential contributors to access the materials and upload information instead of passing papers from one department to another. Also, when necessary, third party agencies can

access the website to review the applications. The accessibility offered by MGO and the speed by which the process can take place makes it a seamless, user-friendly, and efficient way to navigate the permitting and inspections procedures required.

While the website has been up and running for several weeks, the folks at Kent County Levy Court are working diligently to complete the transition. Sarah Kiefer, Kent County director of planning services, reports that they are working to complete several business's inspections that were begun last year using paper, but the work to switch over to an online experience is taking place as quickly as possible.

The website was designed to assist people to apply for permits, pay online, request inspections, submit files, download inspection reports and approved plans, check status of a permit, download permit data, search for permits, and manage contractor and business licenses. An added benefit is that the website, complete with a help line, enables people to receive technical help di-

rectly from the website's creators, allowing the permitters and inspectors to concentrate on the task at hand rather than dealing with the technicalities that come with using the website.

Permitting and inspections will serve as the foundational beginning of the use of MGO. Eventually, the use of MGO will be expanded to other offices including, for example, planning. Again, the goal is to create efficient customer service that keeps people from having to physically run from office to office to complete the process.

To learn more about MGO, visit [www.mygovernmentonline.com](http://www.mygovernmentonline.com) and to learn more about building permits and inspections, visit Kent County Levy Court [www.co.kent.de.us](http://www.co.kent.de.us).



# Get Ready, TEAM Dover – It's Time for Some Golf!

Now that Spring is here, it's time to get that golfing equipment into tip-top shape! It's time to clean up your spikes, dust off those golf clubs, get the cobwebs out of your bag and begin assembling your favorite golfing gear because it's almost time for a very popular TEAM Dover event, The Bluesuiters Golf Tournament. This event, hosted by the Central Delaware Chamber of Commerce's Military Affairs Committee, is designed to help maintain and strengthen the positive and supportive relationship the CDCC enjoys with the Dover Air Force Base. This unique tournament connects personnel from DAFB and members of the community for a day of golf and networking.

This year's golf outing, brought to you by Embrace Home Loans, will be held on May 19th at Jonathan's Landing. Registration will begin at 10 am, with a shotgun start at 11 am. This golf tournament is open to golfers of all skill levels – from the novice to the seasoned golfer. Golfers will play on teams of four – two DAFB members and two civilians – to help foster great relationships, create partnerships, and spark incredible conversations.

Golfers can look forward to some pre-game time at the course's driving range. Registration will begin at 10 am – with an 11 am shotgun start. Activities will include a hole-in-one contest featuring amazing prizes and a golf ball drop used to determine the day's 50/50 winner. In addition, each golfer will have an opportunity to receive a door prize and goody bag. Snacks and beverages will be available on the golf course provided by CDCC member businesses.

We are so grateful for the help of our sponsors in bringing this tournament to the community. We'd like to say a special thank you to Burke Equipment, Delmarva Veteran Builders, Dover Federal Credit Union,



2021 BLUESUITERS GOLF TOURNAMENT  
**GOLF REGISTRATION & AIRMEN SPONSORSHIPS AVAILABLE**  
**WEDNESDAY, MAY 19TH**  
 Check-in 10:00am | Shotgun Start 11:00am  
 Jonathan's Landing  
 \$80 Registration Fee includes Golf, Dinner, & Snacks!



Five Star Home Foods Incorporated, Humana, Independent Metal Strap, Pike Creek Mortgage Services, Inc., Woody's on Wheels, and Wilmington University. A special thank you to our signature sponsor, Embrace Home Loans and to Jonathan's Landing for hosting our event. Anyone interesting in sponsoring this TEAM Dover event, should contact Cindy Friese at cfriese@cdcc.net.

The tournament cost is \$80 per golfer, which includes a day of golf and dinner at the clubhouse after the event. Perhaps you'd like to thank someone from Dover Air Force Base for their service by sponsoring their golf for the day – this kind of sponsorship is also \$80. If you would like to participate in the tournament by golfing, sponsoring, or donating a door prize, please contact Cristal at the CDCC Office at 302-734-7513 or by email cbrenneman@cdcc.net. We are excited to see you on May 19th for this fun event!



## IS YOUR ADMINISTRATIVE PROFESSIONAL THE BEST OF THE BEST?

Deadline for Nominations is Monday, April 15 at Noon.

Award winners will be notified on Administrative Professionals Day, Wednesday, April 21st.

Help the CDCC celebrate Administrative Professionals Day on Wednesday, April 21st by nominating him/her for one of these great prizes, donated by Chamber Members! For more information and the nomination form, visit [cdcc.net/adminprof](http://cdcc.net/adminprof).



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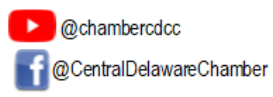


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## Member News

# Walking Alongside Service Members for 80 Years: Happy Birthday, USO!

For many Americans, the name USO conjures up memories of groups of soldiers, far away from home, gathered around a stage, listening in rapt attention to a celebrity who had come to entertain and raise their spirits. The name Bob Hope became synonymous with the national service organization because of the singer/entertainer's frequent stops to war torn areas around the globe. While those morale boosting experiences were provided through the efforts of the USO, the work of the USO is so much more. For current military members in every branch: guard, reserve, and active duty and their families, the USO vows to serve hot meals, provide entertainment, and basically do whatever is necessary to walk alongside them on every step of their journey.

Founded in 1941, the United Service Organizations (USO) was formed in response to a request from Franklin Delano Roosevelt to provide moral support and recreational services to military personnel. Several service organizations including the Salvation Army, YMCA, YWCA, National Catholic Community Service, National Travelers Aid Association, and the National Jewish Welfare Board were combined under one umbrella to coordinate services and systematically reach all members of the military.

The USO Center located on Dover Air Force Base is one of 250+ centers around the globe on every continent. The team at USO Delaware, comprised of three paid staff members and 150 volunteers, stands ready to assist service personnel and their families any time of the day or night, every day of the year. Bruce Kmiec has been with USO Delaware for more than 10 years – his first two years, as an operations manager and, for the past eight years, as the organization's Executive Director. Cari Matthews and Yolanda Bottorf serve as Center Operations and Program Managers. This team of three is flanked by vetted volunteers who work a minimum of 4 hour shifts to man the center and work special events. Without such a strong dedicated core of volunteers, the mission of the USO would be impossible to complete. "The military is the backbone of this country," commented

Mr. Kmiec, "and the volunteers are the backbone of the USO."

Delaware USO's center at DAFB serves as a reception area for service members who are traveling, who are preparing for deployment, and who simply stop in to use the various amenities provided, such as snacks, computer stations, comfortable places to relax, a place to watch movies or play video games, and more – all at no charge. Even during the COVID-19 health crisis, when restrictions forced the center to close and then admit only very few people for grab & go food service, the USO never stopped working. They used their nimble responsiveness to adjust to the changing situation, alter services and, in some cases, shift their focus. In addition to serving their "regular" clientele, they also support the Delaware National Guard troops and the Coast Guard by supplying drinks, snacks and meals for the various missions they work in the state.

While the center was closed, the team at USO Delaware utilized their mobile trailer to provide snacks and drinks. With the help of sponsor, Mission BBQ, they hosted a drive-thru Thanksgiving Dinner. Most recently, Buffalo Wild Wings assisted them as they provided free grab & go lunches in celebration of the organizations 80th birthday. On that momentous, celebratory occasion, 150 meals were given away in 10 minutes! With a happy grin on her face, Cari described the event as "insane chaos – but chaos of the best kind."

By bringing service members into our center and provided them with a place to relax and enjoy a home cooked meal or delicious snacks, the USO offers them a place to feel appreciated and recharged to go back out and continue the important work they do. "We give them a little piece of home," commented Kmiec, "and its often just enough to reset their clock for the rest of the day."

Some of the unique programs available through the USO are offered worldwide. The Bob Hope Legacy Reading program provides opportunities for service members to record stories that can be shared with children back home – and chances for children to show off their reading skills to deployed parents.



Cari Matthews, Center Operations and Program Manager, and Bruce Kmiec, USO Delaware Executive Director

Coffee Connection, often sponsored by Starbucks, is a program offered primarily for military spouses. At USO Delaware, this program uses coffee and crafts to bring people together either in person or virtually.

"The beauty of what we do isn't just in the big programs," remarked Cari Matthews, "It's often in the little things." Currently, volunteers are assembling "goodie bags" filled with cookies and candy that will be distributed by hanging them on door-knobs in the dorms and to the National Guard.

Delaware USO has a special opportunity to serve in a meaningful way because of their proximity to the Air Force Mortuary Affairs Operations unit (AFMAO). It is AFMAO's mission and privilege to fulfill our nation's sacred commitment of ensuring dignity, honor, and respect to the fallen, and care, service, and support to their families. AFMAO not only serves as our nation's sole port mortuary in the continental United States, but it is the largest mortuary in the Department of Defense. USO Delaware supports dignified transfers, a procedure honoring the remains of service members who are returned to the US through the mortuary, by setting up support for the family members as they travel to and from Dover Air Force Base. They also provide consumables to the Fisher House (where the families stay) and to the Dignified Transfer

honor guard team arriving to support missions. Since 1991, the USO has been present at every dignified transfer at DAFB.

The USO relies on the generous support of their many sponsors and on the donations of generous individuals. "Funding drives our ability to buy what we need when we need it," explained Mr. Kmiec. Buying far in advance or in bulk does not always work to the USO's advantage because of the stringent restrictions in place regarding expiration dates. Monetary donations allow the organization to purchase fresh items that can be used to provide snacks and meals when they are needed. Anyone interested in donating help to support the work of USO Delaware should visit [www.uso.org/donate/delaware](http://www.uso.org/donate/delaware) or call Cari Matthews at 302-480-4682.

The USO is a family of volunteers, sustained by the charitable contributions of millions of generous Americans. This amazing organization is committed to supporting our heroes in uniform for many more years to come because, for them, nothing is more important than serving those who serve us all. Please join the Central Delaware Chamber of Commerce in wishing the USO a very Happy 80th Birthday and in thanking them for their vital support for our nation's military.



USO Kitchenette is ready to serve snacks and smiles to service members.



Beautiful gathering spaces give service members a place to relax and connect.

# Zooming with the Legislators

On Thursday, March 11th, your Central Delaware Chamber of Commerce was pleased to hold a virtual version of its annual Legislative Luncheon. Each year, all Kent County senators and representatives are invited to participate in this event, where current issues are discussed and there is a lively exchange of ideas. The Legislative Luncheon, brought to you by signature sponsor, BIG Investment Services, is known for connecting legislators and residents, exemplifying the way governing happens in Central Delaware.

Lawmakers gathered via ZOOM along with members of the Chamber staff and around 120 attendees, to discuss the issues that are currently the topic of conversation among members of our state's General Assembly. This virtual ZOOM event was also recorded and posted on the Chamber's website, [www.cdcc.net](http://www.cdcc.net).

During the event, members of the Legislative Affairs Committee posed pertinent questions to the gathered lawmakers regarding the issues that make up the CDCC's legislative agenda such as minimum wage, the legalization of recreational marijuana, paid family leave, renewable energy, and the training and re-development of the area's workforce. In addition, COVID-19 related issues were discussed. This event gave our business community a chance to hear from each legislator and learn more about their stance on these issues. It is the Chamber's hope that this event will lead to subsequent follow-up conversations in which lawmakers can hear first-hand about the impact legislation will have on their business constituents.

The CDCC would like to thank the legislators who were able to participate: Rep. William Bush IV, Rep. William Carson, Jr., Sen. Bruce Ennis, Sen. Dave Lawson, Sen. W. Charles (Trey) Pa-

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radee, Rep. Charles S. Postles, Jr., Rep. Jeffrey Spiegelman, and Rep. Lyndon Yearick.

We would also like to thank our generous sponsors for their support of the Legislative Luncheon. Thank you to our General Assembly Sponsors: Allen Insurance/Benefits Connection, Artesian Water Company, Inc., C.S. Kidner Associates/Capitol Strategies, Comcast, Delaware Association of Realtors, Delaware Municipal Electric Corporation, Delaware State News, Del-One Federal Credit Union, Dover Downs Hotel & Casino, Dover International Speedway, Fifer's Farm Store, George & Lynch, Inc., Highmark Blue Cross Blue Shield Delaware, McGinnis Commercial Real Estate, Pepsi Bottling Ventures of Delmarva, Shore United Bank, The Malmberg Firm, LLC, The Willis Group, LLC, and Wilmington University. Thank you also to our Platinum Sponsors: Axia Management, Century Engineering, Chesapeake Utilities Corporation, Dover Federal Credit Union, Harrington Raceway & Casino, KraftHeinz, L & W Insurance, PAM Rehabilitation Hospital of Dover, and R & R Commercial Realty.

To view the 19th Annual Legislative Luncheon (virtual), simply visit our website at [www.cdcc.net](http://www.cdcc.net), click on the Legislation Pillar tab in the middle of the page and look for the link to the recording. We look forward to next year's event, when, hopefully, we will be able to meet in person and enjoy lively discussions with our legislators and business colleagues, a tradition we all know and love!



Sen. Dave Lawson



Sen. W. Charles (Trey) Paradee



Rep. William Carson



Rep. William Bush IV



Rep. Charles S. Postles, Jr.



Sen. Bruce Ennis



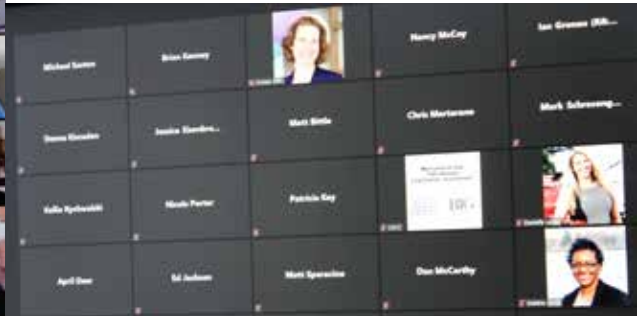
Rep. Lyndon Yearick



Rep. Jeffrey Spiegelman



Judy Diogo, CDCC President



# 55+: Brand New Date, Same Incredible Expo

The Central Delaware Chamber of Commerce is pleased to announce that, after a one-year hiatus due to the pandemic, the 55+ Expo is coming back bigger and better than ever! It has been an interesting and challenging year as we have all been called to navigate the rough waters of COVID-19. We seem to finally be at a moment when things are starting to turn around and head back in a direction that feels more normal. Safety protocols have gone great lengths to stop the spread and flatten the curve and vaccinations are beginning to restore confidence as we watch the light at the end of the tunnel grow brighter.

There is no doubt that many lessons have been learned throughout this emergency health situation. One of those lessons is the need to be prepared to take care of ourselves and those around us. The Central Delaware Chamber of Commerce's 19th Annual 55+ Expo is an event designed to help do just that – learn what we need to do prepare for our own future and the futures of those we love. The 55+ Expo is NOT an event just for senior citizens. Much of what happens at the event is planned with seniors in mind and much of our focus is on helping them to maintain lives filled with good health and energy for every day. If however, one waits until they've reached those "golden" years before starting to envision and plan how they want them to look, it will be difficult, if not impossible, to make those dreams come true. In addition, many in the age bracket 35 and older find themselves caring for aging relatives. In addition to our Caregiver's Support Center, the 55+ Expo, with over 100 vendors, features a variety of goods, services, and resources that can help.

On its NEW DATE, Tuesday, August 10, 2021, from 9 am – 3 pm, people from Delaware and surrounding states will gather at Dover Downs Hotel & Casino for one of the most comprehensive expos of its kind in Delaware, the CDCC's 20th Annual 55+ Expo. The Central Delaware Chamber of Commerce is pleased to present an event designed to bring seniors and their caregivers together with the products and services that will allow them to live their best lives. This FREE event will showcase businesses that can assist our seniors as they do their best to maintain active lifestyles and stay involved in their local communities.

Bayhealth Medical Center will be on hand to provide free health screenings and informational tables in our Wellness Center. Con-

sultants will be there to help answer questions and offer guidance on the journey to better health. This day-long event will also feature sponsor-conducted seminars and live entertainment.

The 55+ Expo also offers help for a younger generation that may be providing care for parents and grandparents in the Caregiver's Support Center which will be presented by the Cooperative Credit Union Association. Caregivers bear an enormous responsibility. Knowing the multitude of resources that are available and how to find them will be a critical component as you care for friends and family members as they age.

The CDCC would like to take this opportunity to thank our businesses that have already committed to sponsoring this event (as of 3.31.21): our Wellness Center

Gold Sponsor: Bayhealth Medical Center; our Caregiver's Support Center Gold Sponsor: Cooperative Credit Union Association; our Gold Sponsors: AARP, Encompass Health Rehabilitation Hospital of Middletown, First State Orthopaedics, Highmark Delaware Blue Cross Blue Shield Delaware, Home Instead Senior Care, Humana, The Center at Eden Hill; our Media Sponsor: Dover Post; our Event Sponsor: Dover Downs® Hotel & Casino; our Network Nook Sponsor: DART, and our Entertainment Sponsor: iHeartMedia (1410 WDOV & 1450 WILM).

For more information, call the CDCC Office at (302)734-7513 or visit our 55+ Event page at [www.cdcc.net/55+](http://www.cdcc.net/55+). We look forward to seeing you on our new date, August 10th! Until then, stay healthy and be well.



The Expo opens with the singing of our national anthem.



The therapy dogs are always a hit!



Seminars are offered to help participants learn about pertinent topics.



Guests enter the Expo excited to get started gathering information.



Free health screenings are brought to our guests by Bayhealth.



Delightful afternoon entertainment will be offered.

## Mini Master

Continued From Page 1

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

ters Tournament... in miniature.

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

Consider playing in this festive and fun event or, perhaps you'd like to market your business by helping to sponsor the event. There will be opportunities available for hole sponsors, a hole-in-one sponsor,

prize sponsors, award sponsor, as well as a beverage sponsor and snack sponsors. You won't want to miss this opportunity to play or to share your company's swag as a Mini Master's sponsor! And, of course, there will be plenty of room for spectators!

This event will serve as a fundraising event for the CDCC. All proceeds from the evening's activity benefit the Central Delaware Chamber of Commerce and are spent supporting and sustaining the many programs that help you and your business to thrive here in Kent County.

The CDCC would like to thank all those who have signed up to sponsor

this inaugural event: (as of 3.31.21): Aflac, Chesapeake Utilities, Delaware Electric Co-op, Dover Downs Hotel & Casino, Dover Federal Credit Union, Faw Casson, Harrington Realty, Humana, Lakeview Realty, Merry Maids, Pike Creek Mortgage Services, Secure Data, and Smith, Cohen & Rosenberg.

For more information about participating in the Chamber Mini Masters, registering for the Sunset Business Mixer, or signing up to be a sponsor, please call the CDCC Office at (302)734-7513 or visit us at [www.cdcc.net](http://www.cdcc.net). We look forward to beginning this new tradition with you!

## Member News

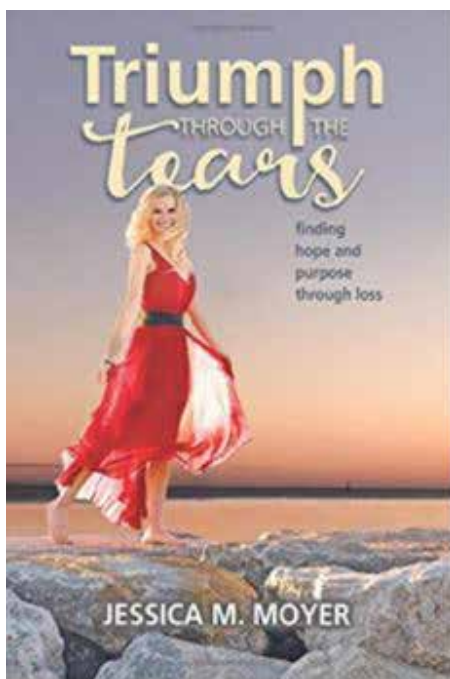
### Triumph Through the Tears – Finding Hope and Purpose Through Loss

“I just wanted to inspire people to know there’s going to be light,” commented Jessica Moyer regarding her newly released book, *Triumph Through the Tears*. “When tragedy strikes and people are in the middle of it,” Jessica continued, “they never come up for air. I want to bring them hope.”

Jessica Moyer, owner of The Icehouse Wellness and Community, is no stranger to loss and the journey of grief. Nearly twenty years ago, a sudden tragedy struck this wife and mother that would remain in her heart and her memory forever. Her infant son, Steven, was diagnosed with Spinal Muscular Atrophy (SMA) and only lived for nine months. SMA is the result of a breakdown of the nerve cells in the brain and spinal cord. Messages sent by the brain to control muscle movement inexplicably stop, allowing muscles to shrink and become weak. Children with SMA have trouble controlling head movement, sitting, walking, and even swallowing and breathing. Jessica describes the effects of SMA to be similar to a “children’s version of Lou Gehrig’s disease.”

After a pregnancy full of happy anticipation and no real signs of unusual distress, Steven’s death was not only tragic, but it also levied a devastating shock to Jessica and her family. During her pregnancy, Jessica described an uneasy feeling regarding a perceived lack of movement within the womb, but none of the prenatal examinations or tests revealed any abnormalities. Learning to deal with this unexpected loss and finding a way through the grief became Jessica’s mission.

Out of Jessica’s experience grew a framework for a healthy mindset that she calls the 5 G’s for Mental Strength. The 5 G’s, part of Jessica’s toolbox for dealing with trials and tribulations are Gratitude, Generosity, Growth, Grit, and Grace. Gratitude helps to dispel negativity – concentrating on being thankful helps one to focus on the positive things in life. Generosity, a.k.a. giving back or serving others, builds confidence and broadens a person’s sense of accomplishment and mission. Finding



ways to grow helps one develop a life-long habit of “pouring into oneself” to learn more, to know more, understand more, and ultimately, do more to help others. Grit speaks of persistence, determination, and resilience – it has to do with inspiring others because of an unwillingness to give up. Growing, learning, and living require a great deal of grace – for oneself and for others. Grace can be realized by being kind to oneself, by not comparing one’s journey to another’s, by allowing time for reflection and meditation, and more. These 5 G’s, when practiced intentionally and methodically, can assist one on a journey through peril and possibility, through the battered and the beautiful, and through tears and triumph.

As owner of The Icehouse Wellness & Community, established in April 2019, Jessica coaches mostly women, not only for physical fitness, but also mental and emotional wellness. Jessica’s goal is to help them identify and achieve their purpose, while living a healthy lifestyle through mind and body connection. As a certified Ziglar Legacy Coach, John Maxwell Coach/Trainer and ACE Personal Trainer, she has helped many



transform their lives over the past twelve years. Jessica keenly understands the affect that an unbalanced mind and body connection has on a person’s wellness. She is also well-aware that the hard work of grief, which can be caused by any kind of loss – not just a death, can become the road to wholeness.

As a participant in the Ziglar Legacy Program, Jessica set a goal of writing a book about her experience of growth through loss by the time she turned 50. To that end, she enrolled in a class about how to write a book and her labor of love began. As she worked with her publisher to edit and add to the original manuscript, she grew in her understanding of the process and embraced suggestions and critiques, including adding another whole chapter after she thought the book was complete. Her book, *Triumph Through the Tears: Finding Hope and Purpose Through Loss*, will be available for purchase by the end of March.

Always thinking ahead, Jessica has already set some big goals for “life after the book.” She has already begun the process of writing another book. This time, the topic will be one that resonates with women everywhere: keeping it real through self-care. A book that outlines the dangers of being involved in anyone’s “drama” and avoiding situations of toxicity, this guide promises to again bring light and hope to



women everywhere.

For The Icehouse Wellness & Community, a new class has evolved from Jessica’s journey. MEPS is a class that focuses on Mental, Emotional, Physical, Social and/or Spiritual wholeness. Beginning and ending with journaling and reflection, MEPS takes people through an hour-long experience that brings health and balance to the mind and body connection. “Everyone experiences challenges and difficulties,” remarked Jessica. “This class is designed to give women walking through storms an experience in which they can learn to heal and move on.”

Finally, Jessica has a dream of joining the circuit of international speakers, engaging listeners in the topic of self-care and personal growth through loss. With a goal of helping to elevate one’s life from a state of going through the motions and barely living to a place of growth, wholeness, and happiness, Jessica’s message is simple and consistent: “No matter the loss, there’s always going to be light.”

Order your copy of *Triumph Through the Tears* on [www.amazon.com](http://www.amazon.com). To learn more about The Icehouse Wellness & Community, visit their website at [www.purposefulwellnesscoach.com](http://www.purposefulwellnesscoach.com). Congratulations, Jessica, and thank you for all you do to help people become healthier and happier!

### March’s Virtual Mixer Brought Everyone Together!

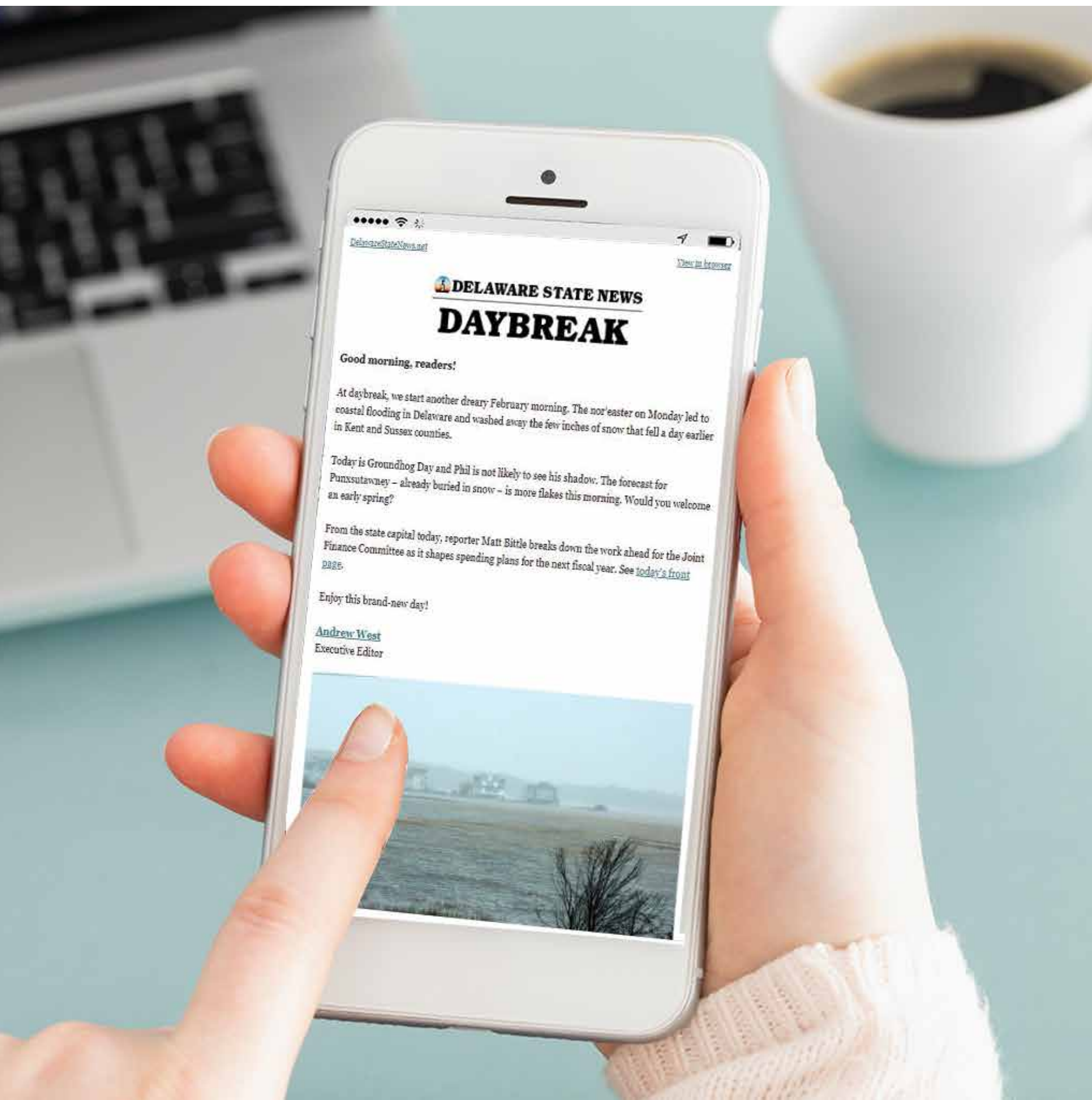


Chamber members gathered virtually to exchange contact information and introduce themselves. Door prizes and Member of the Month were awarded during the event. It was a lively and uplifting time of networking and fellowship!



Esther Rich, of Special Touch Card Creations, and sponsor of the evening’s activities shared her beautiful story and examples of her amazing and uniquely crafted greeting cards. Thank you, Esther – you are an inspiration!

# GOOD MORNING!



## DAYBREAK



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STATE NEWS**  
The Capital Daily

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[BaytoBayNews.com/newsletters](http://BaytoBayNews.com/newsletters)

# Member News

## Dover Downs Hotel & Casino Really Rocked their Support for the Community



**with the Shamrock Scramble on March 20th to Benefit Kay's Camp in Milford**



**and with Rock Your Socks on March 21st to celebrate World Down Syndrome Day!**





## CDCC joins Home Instead and Merry Maids for a Ribbon Cutting



DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for Home Instead and Merry Maids on Wednesday, March 3rd at 4 pm. The ceremony was held at their new location, 30 S. American Avenue in Dover. Chamber members, friends, and staff members joined the folks at Home Instead Senior Care and Merry Maids as they celebrated the company’s move to a new home in downtown Dover! They are excited to be active in the downtown area and Dover’s surrounding communities!

Celebrating over 50 years of combined service to the community, Home Instead Senior Care and Merry Maids share a mission to enhance the quality of life for those they serve and everyone in the community by providing personalized, professional in-home services. Both companies work hard to provide the support their clients’ need to be happy and healthy in their homes, spending their time on things they love.

Home Instead Senior Care is focused on providing personal care services to seniors so that they may safely and comfortably age in place, wherever they call home, with professionally trained, compassionate caregivers. Their senior-care services assist aging adults as they stay engaged in everyday life by developing a care plan personalized to their families’ needs. They strive to bring their clients comfort, companionship, and peace of mind. Designed to assist people at any point in the aging process, their services include personal care, Alzheimer’s and Dementia Care, hospice support, chronic illness care, transportation, companionship, and help at home.

Merry Maids is committed to creating a clean and healthy environment for each of their clients. The team at Merry Maids understands that a home is more than a house – it is a place where memories are made, and moments are cherished. With more than 40 years of experience and

an advanced, time-tested cleaning process, the professionals at Merry Maids strive to help their clients relieve stress and reclaim time with their loved ones. The folks at Merry Maids are excited to offer maid service, detail cleaning, holiday cleaning, housekeeping, organizational services, enhanced disinfection services, and much, much more.

The companies’ president, Robert Ware, settled in Central Delaware when he was stationed at Dover Air Force Base. Enjoying the community and surrounding area, Robert decided to make Delaware his home and felt called to serve the community. Merry Maids and Home Instead Senior Care are proud to be a part of the Central Delaware Community. Robert and his team are always excited to find ways to give back. Home Instead Senior Care and Merry Maids enjoy their partnerships with national associations on a local level as they participate on the Walk to End ALZ Committee (Alzheimer’s Association) and the Heart Ball (American Heart Association). The two companies collaborated to begin the local observance of Rae Day, a day designed to honor the life of the late Rae Short by giving back to those in the community. In addition, they are happy to support Go Pink each year. During the Holiday season, the companies sponsor “Be a Santa to a Senior,” an effort intended to give back to isolated seniors. Home Instead Senior Care and Merry Maids look forward to partnering with local charities and community members for years to come.

To learn more about Merry Maids, call (302) 698-9038 or visit [www.merrymaids.com](http://www.merrymaids.com). To learn more about Home Instead Senior Care, call (302) 697-6435 or visit [www.homeinstead.com/location/179](http://www.homeinstead.com/location/179). Please join the Central Delaware Chamber of Commerce in congratulating Home Instead Senior Care and Merry Maids on their many years of service to the community and their move to a new location in downtown Dover!

# Nominations

## Open April 11!



# Win \$250!

**Nominate your favorite businesses in at least 25 categories, and you’ll be entered to win \$250.**

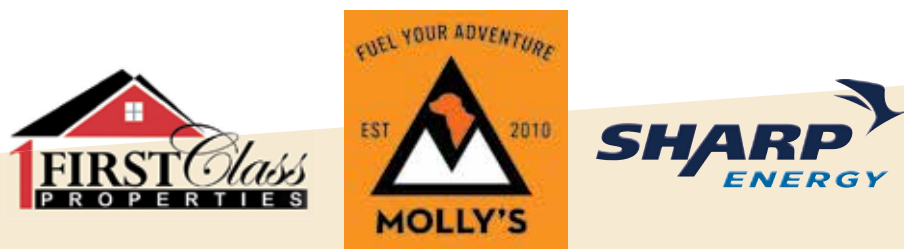
No purchase necessary.

**Nominate your favorites online at [StarsofDelaware.com](http://StarsofDelaware.com) before Sunday, May 9!**

**Voting starts Sunday, May 23!**

**Be sure to help you favorites become Stars of Delaware!**

**Stars of Delaware Supernova Sponsors:**



**DELAWARE STATE NEWS**

The Capital Daily

## CDCC joins La Baguette Bakery & Catering for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for La Baguette Bakery & Catering on Saturday, March 6th. The ceremony was held at their location, 363 S. Governor's Avenue in Downtown Dover, as part of their Anniversary event and Customer Appreciation Day. Chamber members, ambassadors, and staff members joined owners, Ludovic and Anita Bezy to celebrate La Baguette's 4th Anniversary and the introduction of their new Comfort Food Kits!

La Baguette Bakery & Catering is Central Delaware's only authentic French bakery. Married in Chaumont in 1990, Ludo and Anita dreamed of bringing a piece of France to the area and opened their business in 2017. All their products are baked on the premises with no additives, preservatives, or high fructose corn syrup. From baked goods, such as breads, pastries, brioche, croissants, cakes, and much more to delicious sandwiches and other savory items, La Baguette has become a popular neighborhood destination for "Beautiful Food. Exceptional Taste."

During this past year's global health crisis, the team at La Baguette was required to work dili-



gently to "re-invent" the wheel so they could continue serving the community in a safe and efficient way. Customers were able to order online and pick their orders up at a convenient walk-up window. During nice weather, La Baguette's patrons gladly moved to the business's two outdoor patio area to enjoy tasty treats with friends, family members, and business colleagues. The bakery's "Breakfast Club," an always enjoyable experience on the

fourth Saturday of the month and featuring breakfast specials and live local entertainment, even moved outside.

The catering portion of the business became essential and grew in the face of closures and capacity requirements for indoor dining. Holiday meals were added to La Baguette's repertoire for Thanksgiving, Christmas, and Valentine's Day. Now, the folks at La Baguette are pleased to introduce their new

Comfort Food Kits. These amazing kits include 32 oz. of homemade soup, 4 handcrafted assorted roles, and 4 handcrafted assorted cookies. The kits can be ordered and picked up at La Baguette, or they can be ordered and, with advanced notice, delivered to a loved one (with a Dover zip code and for an additional fee). What an incredible way to show love and concern for those who are unable to get out during this time!

La Baguette Bakery & Catering is proud to be a part of the Central Delaware Community. The folks at La Baguette love to form partnerships in the community with other small, local businesses, as they offer and highlight each other's products and find ways to collaborate for the good of the community. At the end of each day, any leftover items from the day are shared with the local homeless shelter.

To learn more about La Baguette Bakery & Catering and what they have to offer, call (302) 741-0180. You can also visit them on the web at [www.labaguettede.com](http://www.labaguettede.com). Please join the Central Delaware Chamber of Commerce in congratulating La Baguette on their 4th Anniversary and the introduction of Comfort Food Kits!

## CDCC joins The Skyline Café for a Ribbon Cutting

DOVER – The Central Delaware Chamber of Commerce hosted a Ribbon Cutting Ceremony for the Skyline Café on March 18th at 10 am. The ceremony was held at their location, 100 S. Main Street, Suite 102, in the Smyrna Health & Wellness Center. Chamber members, friends, and staff members joined the team at The Skyline Café as they celebrated their Grand Opening!

In keeping with their mission of providing fresh chef-inspired menus with healthy choices, local favorites, and full-service catering, The Skyline Café offers an appetizing variety of healthy breakfast and lunch options made from scratch and prepared fresh daily, directly on the premises with respect to customers preferences and at an excellent price. The Skyline Café offers food created from treasured recipes from many of the great cities across the USA as well as some local favorites. One visit will showcase the difference that using fresh ingredients makes.

A lifelong resident of Central Delaware and owner of the Skyline Café, Liz Hansen is excited to



bring the new business to Smyrna. Since 2012, Liz has operated Priceless Confections from her home, a business that began with cakes and cupcakes and grew to wedding cakes and catering. With a desire to re-establish the business in a commercial location, Liz worked diligently with the team from Smyrna Health & Wellness Center to devel-

op her plan for a café that would provide breakfast and lunch daily, as well as the cakes, cupcakes, and catering from Price Confections. The Skyline Café is pleased to serve breakfast and lunch options that include vegan, vegetarian, and keto dishes. The café also offers baked goods created by Priceless Creations including sheet cakes, cus-

tom cakes, and wedding cakes. In addition, the team at The Skyline Café is also happy to offer full-service catering for weddings and other celebrations.

The Skyline Café is proud to be a part of the Central Delaware Community. For Liz and her team, opening The Skyline Café is a way to give back to the community. Their dream, is to eventually build a conference center in Smyrna which will help the community to expand and grow. For now, they are happy to provide fresh and creative options for breakfast and lunch – and they are excited to create memorable celebrations for the people of Central Delaware.

To learn more about The Skyline Café and what they have to offer, visit them on the web at [www.theskylinecafe.com](http://www.theskylinecafe.com) or on their Facebook page. You can also call them at (302) 389-6679, Monday through Friday 7 am – 3 pm and Saturday 7 am – 12 pm. Please join the Central Delaware Chamber of Commerce in congratulating Liz and her team at the Skyline Café on their Grand Opening!



## The City of Dover celebrates with a Ribbon Cutting

The City officially re-opened its public buildings and offices with a ribbon cutting ceremony on Monday, March 9th. Several City employees and Council members gathered as Mayor Robin R. Christiansen cut the ribbon and shared that the City of Dover was re-opening and would be bigger and better than ever – "because we are, after all, Dover Strong!"

# New Member Spotlights

## Meet Dr. Leshell Dennis and Absolutely Flawless Women, Inc.

"You're beautiful from head to toe my dear love, beautiful beyond compare, absolutely flawless." Song of Solomon 4:7



Absolutely Flawless Women, Inc. provides programs for women and girls

to help empower the mindset, body, soul, and the quality of life. Absolutely Flawless Women is a resource service firm whose vision is focused on women empowering women to be the best they can be - at all times. The folks at Absolutely Flawless Women, Inc., believe all women can embrace who they are, can define their futures, and can change the world.

Absolutely Flawless Women, Inc., provides a variety of resources to the community designed to help others experience a fresh start. They as-

sist women and young ladies in need of food, clothing, education, transportation, housing, and emergency resources. The firm hosts weekly empowerment and professional development opportunities. In addition, Absolutely Flawless Women, Inc., is ready to help with childcare, elderly and veteran's care, before and after school care for children, concierge services, and summer enrichment.

By partnering with Salisbury Middle school in Wicomico County School District, Absolutely Flawless Girls Mentoring Program extended its reach into Maryland. They partner with the Indian River School District to provide consulting services and feeding programs to serve the region weekly with 200-400 home-cooked meals and 1500 breakfasts, known as "Delaware Breakfast Boxes." By utilizing a drive-through format each Thursday, they have been able to make these food boxes available to those in need, even through

the past year of COVID-19.

A leader in her community and a graduate of Tennessee Valley university, Dr. Lashell Dennis, originally from Worcester County, Maryland, serves as the as the founder and chief executive officer of Absolutely Flawless Girls Mentoring Program and Absolutely Flawless Women, Inc. Additionally, she has served as the owner of a transportation company and Nanny Express, both based in the greater Baltimore area, since 2011. Certified in childcare and pastoral counseling, Dr. Dennis became a certified happiness life coach through the Transformation Academy. In addition, Dr. Dennis is an author and a mentor. Lady Dennis, a wife and mother, has been in ministry for over 40 years with her husband, Pastor Charles Dennis, Jr., together overseeing Refreshing Fountain International Ministries, Inc. In those 40 years, they have ministered to approximately 100,000 souls.

Dr. Dennis is excited to be part of



Dr. Leshell Dennis

the Central Delaware Chamber of Commerce and looks forward to all the networking opportunities the Chamber offers that will help her to reach and serve as many women and children in the community as possible. She looks forward to getting to know other members and making connections.

To learn more about Absolutely Flawless Women, Inc., visit [www.flawlesswomeninc.com](http://www.flawlesswomeninc.com). Please join the CDCC in welcoming Cassandra White and Absolutely Flawless Women, Inc., into our membership!

## Meet Dr. Shanetta S. Lillard and Shay's Seafood & Soul

Shay's Seafood & Soul, LLC, is an energetic, imaginative mobile food cart aimed at offering exemplary, moderately priced, superb food using top-quality seafood, fresh produce, and natural ingredients. They make each fried lobster as you watch, each catfish platter is made-to-order, and all dishes are made the old school way using soul, love, and fresh ingredients. Their focus is to leave their customers with complete satisfaction and a lasting impression that their outside dining experience was the best they have ever encountered.

Hailing from Rochester, New York, Dr. Shanetta S. Lillard, known to her friends as "Shay," is the owner and chef of Shay's Seafood & Soul. Shay graduated from Wilson Magnet High School and attended Alfred State College in upstate New York on a basketball scholarship. She holds



a bachelor's degree in print and broadcast journalism from Delaware State University, a master's degree in English and professional writing from Long Island University, and a Doctorate in Higher Education and Adult Learning from Walden University.

In 2008, Shay returned to Dover to pursue a career at Delaware State University where she served as HB-CU-UP TEAL Program. She is a highly motivated and qualified professional with experience in serving in volunteer and officer capacities in various organizations.

More than anything, though, Shay enjoys cooking. As a pescatarian (a

person who eats fish, but not meat), her specialty is seafood dishes. Noticing a lack of seafood food trucks and mobile food carts, she was motivated to open Shay's Seafood & Soul.

Shay is the humbly proud daughter of Darryl and Charlene, the honored wife of Maurice, and blessed sister to Kayla. Her love for family and community and her steadfast spiritual life and unwavering belief in God have always directed her activities.

Shay is thrilled to be a member of the CDCC. She feels networking with different organizations and businesses in her community will strengthen connection to other businesses and business colleagues, which will ultimately increase the potential for more opportunities. Shay looks forward to attending Chamber events and all the networking opportunities

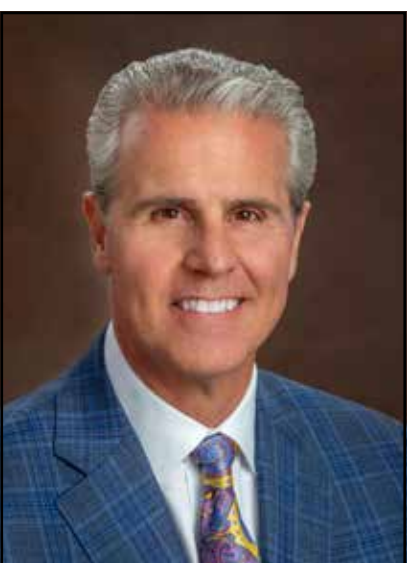


Dr. Shanetta S. Lillard

the Chamber has to offer. She feels certain that her involvement with the CDCC will lead to the growth and expansion of her business.

To learn more about Shay's Seafood & Soul and all they have to offer, follow them on Instagram @ Shaysseafoodandsoul, Facebook @ Shay's Seafood & Soul LLC, and on their website at [www.shaysseafoodandsoul.com](http://www.shaysseafoodandsoul.com). Please join the CDCC in welcoming into membership Shay's Seafood & Soul!

## Meet Mike Meoli and The Meoli Companies



Mike Meoli

Michael Meoli is a second-generation McDonald's Owner/Operator who began working in his father's restaurants while in high school starting in 1980. After college, Mr. Meoli went full-time into his family's McDonald's business, learning all aspects of restaurant operations, financial management and people development.

Having moved to Sussex County thirty years ago, Mr. Meoli now owns and operates 25 McDonald's restaurants across the Delmarva Peninsula in the states of Delaware and Maryland. His restaurants are consistently recognized for their outstanding achievements in customer satisfaction, superb operations, and employee and management development. Mr. Meoli has received numerous recognitions within the McDonald's system including 2 regional Ronald Awards as well as McDonald's Corporation's most prestigious Owner/Operator award - the Golden Arch Award - which recognizes the outstanding achievements of the top 1% of Owner/Operators worldwide.

For nearly 30 years, Mr. Meoli has been committed to delivering a gold standard experience to McDonald's customers every time they visit his

restaurants. From the food they serve to the people who serve it - they strive to be the best in the business. They accomplish this by hiring outstanding people, building and maintaining the finest restaurants and using real, high-quality ingredients. They consider themselves to be "customer-obsessed!"

Mike and his wife Kelli live in Rehoboth Beach, Delaware. The couple has three children - Rachel, Lauren, and Dylan.

Mr. Meoli is very active in his community, serving on the board of directors for Beebe Healthcare in Lewes, DE and the Rehoboth Beach-Dewey Beach, DE Chamber of Commerce. He is a former member of the Beebe Medical Foundation, a past president of the Rehoboth Beach-Dewey Beach Chamber of Commerce, and a former Chairman of the Board for the Sussex Family YMCA. He also serves on the board of The Dresher Foundation, a Maryland-based charitable foundation established by his grandfather in 1988.

Within his business field, Mr. Meoli has spent nearly two decades serving his fellow McDonald's Owner/Operators in numerous local, regional and

national leadership positions. He currently serves as the Field Alignment Council Chair on behalf of the Owner/Operators in the Bethesda Field Office of McDonald's Corporation.

The folks at The Meoli Companies believe that it's not just about the food or the restaurants, it's about the communities in which their restaurants operate. Each community is unique and they strive to find ways to make the biggest impact in every one of them. Whether it's sponsoring a little league team, hosting a McTeacher's Night, or serving on the board of a local non-profit, they get involved.

When The Meoli Companies purchased the Dover McDonald's restaurants last year, it was important to them to become a member of the Chamber to solidify that commitment and immerse themselves in the community. They look forward to participating as an active member of the Chamber.

To learn more about The Meoli Companies McDonald's restaurants, visit [www.meolicompanies.com](http://www.meolicompanies.com). Please join the Central Delaware Chamber of Commerce as we welcome Mike Meoli and the Meoli Companies into membership!

## New Member Spotlights

# Meet Nick Pieller and Ace Handyman Services

The folks at Ace Handyman Services in Dover understand that not everyone is a natural handyman. The pros at Ace Handyman Services stand ready to assist with installation or repair work. The experts at Ace Handyman Services are equipped to handle a variety of projects from basic household fixes to more extensive renovations. They are trained and ready to help with doors and windows, furniture and equipment assembly, drywall repair, carpentry, painting and staining, minor remodeling, gutters, tile installation, preventative maintenance, and much more. Ace Handyman Services promises quality craftsmanship and superior service – they are proud of what they do.

Originally from Kutztown, Pennsylvania, and through several Air Force assignments, both in the United States and abroad, Nick Pieller came to Dover Air Force Base in 2003 as an aircraft hydraulic systems mechanic. As he finished his Air Force career in 2012, he developed an interest in owning a business. He met



entrepreneurial coach, Bob Koch, who helped him focus and create a plan. After much thought and many conversations with several franchise owners, Nick decided that franchising was a good strategy for him to pursue and that Ace Handyman Services was a good match for his skill set. He opened his business in August of 2020.

Nick is married and the father of three children, all born here in Delaware and all very active in several sports throughout the community. Nick enjoys coaching their teams when there is the opportunity. One of Nick's favorite sports is wrestling and living in Central Delaware affords him the chance to take advantage of Pennsylvania's quality wrestling competitions for his sons. Nick



Nick Pieller

calls himself a huge fan of the Washington Football Team and the Philadelphia Phillies. For Nick's family, Dover is geographically the perfect place to enjoy both teams.

During Nick's franchise discovery, he reached out to the Small Business Development Center for assistance. There he met Cindy Small, who was

a monumental help in researching the franchises and guiding his decision. After opening in Dover, Cindy contacted him again and motivated him to join the CDCC. From there, I connected with Heather McTheny and became a member. Nick is most interested in the networking opportunities offered by the Chamber. He is active with Networks and is anxious to connect with CDCC members as well. He looks forward to coming to events and sharing his story with other business colleagues. He is hopeful that he will be able to create lasting relationships and improve his ability to serve the community.

To learn more about Ace Handyman Services, visit their Facebook page, [www.facebook.com/AHS-Dover](https://www.facebook.com/AHS-Dover); their website, [www.acehandyman.com/offices/dover](http://www.acehandyman.com/offices/dover), or call (302) 899-7300. Please join the Central Delaware Chamber of Commerce as we welcome Nick and Ace Handyman Services into our membership!

# Meet Loida Hopkins and Spanglish Foods, Inc.



Loida Hopkins

mother, Rosa, whose food stand in El Salvador produced pupusas, thick griddle cakes or flatbreads made with corn meal or rice flour, to the soldiers during the country's civil war. At the death of Rosa in May of 2020, Loida felt called to carry on her grandmother's tradition. Being a full-time homeschooling "mompreneur," she combined her memories with her creativity and produced her very own adobo recipe.

Today, Loida is excited to share with her customers "the ONLY thing you will ever need to season your food." She is happy to invite everyone to add her seasoning blend to any food, from vegetables to pot roast, and experience the undeniable flavor of Spanglish™ Adobo. Spanglish™ Adobo is now available at Fola International Market in Dover, Delaware. Customers can also find the sensational spice blend at Tee & Company Convenience Store in



Morton, Pennsylvania, and at I Saw Visions Boutique in Willow Grove, Pennsylvania. Spanglish™ Adobo can also be found online at Amazon by searching "Spanglish Adobo All Purpose Seasoning" and on the company's website [www.spanglishfoods.com](http://www.spanglishfoods.com).

Born in Takoma, Washington, the daughter of a Dominican father and a Salvadoran mother, Loida E. Hopkins came to Dover, Delaware, at the age of 10. She attended William Henry and Central Middle Schools and graduated from Polytech High School in the Class of 2007. She is

the proud mother of three and is celebrating her 10th wedding anniversary this summer. In her leisure time, she enjoys songwriting, improv comedy, and basically, lounging around as much as possible!

Loida is excited to join the Central Delaware Chamber of Commerce. She first heard about the Chamber from her SCORE coach, who highly recommended that she pursue a CDCC membership. She eagerly anticipates opportunities to network and make connections with other business owners and colleagues.

To learn more about Spanglish™ Foods and all they have to offer, visit their website at [www.spanglishfoods.com](http://www.spanglishfoods.com) or follow them on Instagram @SpanglishFoodsInc and Facebook @SpanglishFood. Please join the Central Delaware Chamber of Commerce in welcoming Loida and Spanglish™ Foods into membership!

# Meet Cassandra White and CW Weddings & Event Planning

Established in 2006, CW Weddings & Event Planning is a full-service wedding and event boutique firm that offers wedding and event planning and design services ranging from elopements to full-service planning to destination weddings and honeymoons. CW Weddings & Event Planning also offers a wide range of support services including invitations, linens, photo booth, and travel planning. While the firm's focus is mainly on wedding clientele, the professionals at "CW Weds" have experience serving clients in a variety of sectors within the event and entertainment industry.

In addition to the firm's expert planning services, they offer travel planning assistance for clients who are interested in booking a vacation. If you are looking to book a vacation, we can help! Our travel division is dedicated to all your travel needs.

The folks at CW Weddings & Event Planning are here to serve all their clients' event/travel planning



Weddings & Event Planning

needs as they assist customers to create lasting memories! CW Weds has enjoyed the honor of being featured as a leading industry expert in many wedding magazines, such as Columbus Weddings and Columbus Bride. CW Weds also participated in an interview with radio talk show host, Lisa Singer.

Cassandra White is the owner, lead wedding planner, and officiant of CW Weddings & Event Planning. This wife, mother of four, and "Gigi" of two is relatively new to Central Delaware, relocating here from Ohio in the last couple of years to be clos-



Cassandra White

er to family. When she isn't planning or designing a wedding or event, Cassandra works as a Nurse at Bayhealth. In her leisure time, she loves to spend time with family and friends enjoying music, art, reading, fitness, travel, the beach...and of course everything weddings! She is also a

self-proclaimed wine connoisseur who loves to visit wineries, especially during paint & sip events!

The team at CW Weddings & Events feels honored to be part of the CDCC and serve in this community and the surrounding areas. In her short tenure in the First State, Cassandra is pleased to have seen positive cultivation and growth. She looks forward to the opportunities that the Chamber will provide to help her be more involved and contribute to her new "home" along with fellow residents and business owners in the years to come!

For more information about CW Weddings & Event Planning, visit [www.cwweddingsandevents.com](http://www.cwweddingsandevents.com). Feel free to call (302) 446-3809 or email [info@cwweddingsandevents.com](mailto:info@cwweddingsandevents.com). If you are interested in travel services, email [destinations@cwweddingsandevents.com](mailto:destinations@cwweddingsandevents.com). Please join the CDCC in welcoming Cassandra White and CW Weddings & Event Planning to our membership!

# Ambassador's Corner



Nina Jenkins



Originally from Harrisburg, Pennsylvania, Nina Jenkins has been a proud citizen of Delaware since shortly after her high school graduation. She lives here with her son and basketball enthusiast, Jordan, who is 16, 6'8" tall, and a student at Caesar Rodney High School. Nina is a very positive person who finds great joy in giving back to the community, building relationships with fellow leaders, and finding ways to "pay it forward." Nina loves the beach,

bowling, scrapbooking, and spending time with family and friends.

Nina is the Assistant Food & Beverage Director for Harrington Raceway and Casino. She is happy to be doing what she loves with a company that appreciates her efforts. Harrington Raceway & Casino is a true testament of family.

Nina's involvement with the CDCC began with her acceptance into Leadership Central Delaware's Class of 2019. This experience really opened her eyes to all that Delaware has to offer. She was amazed at all the hidden gems that she had not seen before, even after 30 years of living in the First State. The pro-

gram also connected Nina with 26 individuals who have had a great impact on her life. In describing her classmates, Nina commented, "These are people that I am proud to call family." On this journey with this great group, we were able to achieve Best in Class 2019! #KADAMN! What a great journey! Nina is proud to be an ambassador for the CDCC. She is thrilled to be able to continue to follow her passion for giving back. Serving as an ambassador will give her the opportunity to help others find their own way to serve our community and to make connections that will build lasting relationships.

# Member of the Month

**Name:** Enoch Stevenson  
**Title:** Owner/agent  
**Business:** Enoch Stevenson Insurance  
**Address:** 4004 S. DuPont Highway  
 Suite A  
 Dover, DE 19901  
**Hours:** 8:30am-4:30pm  
**Phone:** 302-697-1800  
**Website:** www.enochinsurance.com  
**Email:**  
 enoch.stevenson@american-national.com



moved locations to our current office and have expanded our reach with small businesses and coverage options.

**Q. What products/services does your company offer?**

We are a multi-line insurance agency working with farmers and small business owners in their business insurances and personal lines. We focus on providing personal home, auto, and umbrella coverages which dovetail with the commercial coverages for our business owners and farmers to insure proper protection. We have a significant focus on the application of life insurance strategies for the farmer and business owner, a focus not commonly found among commercial insurance agencies.

**Q. What do you see in the future for the business?**

Our business is currently growing in the small business market and in the life insurance strategies market. We expect to dedicate more time and see increased growth in working with business owners to protect more than their property. We are bringing business continuation strategies to business owners to provide smooth transitions between the growth of the business and the inevitable exit into retirement.

**Q. What, in your opinion, does the Chamber do for you and your business?**

The Chamber provides an important voice for the business community in local, state, and national policy creation. It helps us by keeping our



(Left to Right) Dianne L. Faust, Enoch Stevenson, Heidi L. Hayes

needs front of mind with our elected officials and government employees. It also does a great job promoting local businesses to the community and creating a space for collaborating with other businesses. Meeting with other business owners through the Chamber has been helpful in the operation of my own office.

**Q. What would you like to see the Chamber offer to its members?**

I would like the Chamber to continue to offer opportunities for business owners to interact with each other and our elected officials.

**Q. What is your best advice to other businesses/organizations?**

My best advice to other businesses and organizations is to read widely and serve others. Reading books across the spectrum of business and interpersonal skills is a tremendous benefit to your business and career. And by serving others, you are able to give back out of what you have already received.



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

# Member Milestones



Congratulations to the folks at Pfister Insurance/HilB Group of Maryland! At Pfister, customers experience the resources of a big insurance broker and the attentive personal service of a small agency. Offering both commercial and personal plans, Pfister Insurance is a full-service property and casualty agency primarily providing business, auto, and home insurance to clients in the Mid-Atlantic region.

At Pfister, every task is aligned with the company's values of trust, passion, integrity and growth to benefit each client. The experts at Pfister Insurance/HilB Group of Maryland are committed to helping their customers make decisions that will result in a positive impact on the bottom line - they strive to be a trusted advisor.

Pfister Insurance/HilB Group of Maryland is a proud member of the Central Delaware Chamber of Commerce. The company is celebrating 50 years of Chamber membership! Thank you, Pfister Insurance/HilB Group of Maryland, for your commitment to excellence and your diligence in helping customers take care of the things they love.



# Thank You for Your Renewal!

NAME OF COMPANY.....	# OF YEARS
Pfister Insurance/Hilb Group of Maryland.....	50
BBSI.....	49
Family Dental Associates.....	41
The Elizaabeth W. Murphey School, Inc. ....	39
Blood Bank of Delmarva, Inc. ....	38
Bob Johnsons Computer Stuff, Inc.....	38
Suburban Propane, LP.....	36
Mitten & Winters, CPA.....	35
Dover Family Chiropractic.....	27
McKinney's Towing & Road Service.....	26
i.g. Burton & Co., Inc.....	25
Merle Norman Cosmetics.....	25
Lighthouse Construction.....	23
Kent Sign Co. ....	22
PR Delaware LLC.....	22
Delaware Association of Realtors.....	20
Beltone Hearing Center.....	19
People's Place.....	19
W.D. Pressley, Inc. ....	19
First State Manufactured Housing Assoc.....	18
Keller Williams Realty Central Delaware.....	17
Yencer Builders, Inc. ....	15
Sleep Inn and Suites.....	13
Diamond State Pest Control, LLC.....	12
State Far Insurance - Bennett Ins. Agency Inc. ....	11
The Kritter Sitter, LLC.....	11
Westover Companies - Lake Club Apts.....	11
Affinity Energy Management.....	10
Pinnacle Rehabilitation & Health Center.....	10
ShureLine Electrical.....	9
ADT Commercial.....	8
Delaware Health Information Network.....	8
Delaware Public Media.....	8
Yogi Bear's Jellystone Park at Delaware Beaches.....	8
American Legion Post 14 & Station 64.....	7
HAASS' Family Butcher Shop.....	7
Law Offices of Bonnie M. Benson.....	7
Wattay Accounting - Smyrna.....	7
Liberty Tax Services.....	6
Shore United Bank - Camden.....	6
Representative Lyndon D. Yearick.....	6
BDK, Inc. ....	5
KRM Development Corporation.....	5
Renewal by Anderson.....	5
Activ Pest Solution.....	4
All States Construction Company, Inc.....	4
DEMEC.....	4
People Ready.....	4
Alpine and Rafetto Orthodontics.....	3
Benchmark Builders.....	3
Campus Community School.....	3
Five Star Home Foods.....	3
Miller's Roofing & Coatings, LLC.....	3
Snow's Painting Service, LLC.....	3
The Center at Eden Hill.....	3
The House of Coffi.....	3
Camden Wyoming Rotary Club.....	2
Capriotti's of Dover, Inc. ....	2
Cooperative Credit Union Assoc.....	2
Delaware Prosperity Partnership.....	2
Fly High Cheer and Tumble.....	2
Holiday Inn Express.....	2
Schlosser & Associates Mechanical Contractors.....	2
The Sherwin-Williams Company.....	2
Arrow Sanitary Service.....	1
Dover Spouses' Club.....	1
Eunity Solutions.....	1
Euphoric Herbals.....	1
Hook PR & Marketing.....	1
Lisa Pearson, Realtor - Diamond State Realty.....	1
Premier Staffing Solutions.....	1
Thriveworks - Dover.....	1

## New Members

Absolutely Flawless Women Inc. Ms. Leshell Dennis 19845 Lowe's Crossing Road Millsboro, DE 19966 410-845-6930	MACFAB LLC Mr. Michael Cole 1071 Alley Mill Road Smyrna, DE 19977 302-220-0456
Double D Tap House LLC Ms. Gina Havens 137 Jerome Dr Suite 130 Dover, DE 19901 302-229-9818	The Perfect Box LLC Ms. Asia Green Dover, DE 19901 913-547-4011
Dover Public Library Ms. Karen DeMarco 35 Loockerman Plaza Dover, DE 19901 302-736-7030	Tomeka's Homestyle Eatery Mrs. Tomeka Crawford 756 S Little Creek Rd Dover, DE 19901 302-399-7640
Heather Tatum, Realtor Mrs. Heather Tatum 1671 S. State Street Dover, DE 19901 302-943-5931	

# Coffee On Us!

## Sponsored by La Baguette & Catering

The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front page header 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 to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:

## La Baguette Bakery & Catering



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 March "Coffee on Us" contest was Heather Cregar, of the Delaware State News, who correctly named Constitution Park on the corner of North and State Streets in downtown Dover. Congratulations and way to go! Thanks 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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