



# Chamber Connections

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[cdcc.net](http://cdcc.net)

June 2023

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## The Most Wonderful Time of the Year!



You read the headline correctly – it's the most wonderful time of the year in Kent County for the Central Delaware Chamber of Commerce (CDCC)! Almost rivaling the holiday season, the CDCC is so excited for

our yearly culminating event: the 2023 Awards for Excellence Celebration! Chamber Board members, CDCC members, Leadership Central Delaware alumni, friends, and guests are invited to celebrate, honor, and reflect on the past year with the CDCC on Wednesday, June 28, beginning at 5:30 p.m. at the elegant Bally's Dover Casino Resort – Rollins Center in Dover brought to you by signature sponsor, Merrill Lynch – Connell & Associates!

The Awards for Excellence Cele-

bration is absolutely THE event of the year for the CDCC. This event closes our fiscal year in the best way possible – giving back and showcasing our wonderful members. Attendees will enjoy time to network prior to the start of the program.

At this event, the wait will finally be over to know who YOU, our member businesses, voted as the best of the best. We will be awarding one award in each of the following cate-

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## Annual 55+ Expo a Success!



The Central Delaware Chamber of Commerce (CDCC) is in full swing during the busy event season. With important back-to-back events, it is easy to get swept away in what's

next, however, we must remember to take a moment to reflect. One successful and highly revered event, the CDCC's 22nd Annual FREE 55+ Expo was a superb success on April 4. The team and facility at Bally's Dover Casino Resort – Rollins Center was very accommodating and helped us create a wonderful event. It was a privilege to serve Delaware's fastest growing sector of the population again this year!

The CDCC would like to thank its 40+ plus vendors who brought the Rollins Center to life for all attendees throughout the day. We appreciate your hard work, time, and service to Central Delaware's dear 55+ community and the CDCC. Vendors covered all varieties of care, assistance, life fulfillment, and entertainment for all attendees present. It

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## Harvesting Community at Harvest Ridge this June!



Get ready to harvest all the best things in life at the Central Delaware Chamber of Commerce's (CDCC) monthly Sunset Business Mixer, coming on Wednesday, June 21, from 5 to 7 p.m. This month, Chamber members and friends will meet at Harvest Ridge Winery (447 Westville Road, Marydel, Del.) for

a few hours of networking, raffles, door prizes, food, and of course delicious, artisan wine! Mixers are the premier networking events of the CDCC, and we anticipate this month's mixer to be a "grape" success with your presence!

Guests are highly encouraged to bring their business cards as they mix and mingle through a welcoming, diverse, crowd of Kent County business professionals who are likeminded and open to connecting with others to grow their business

for the overall betterment of Kent County. Consider bringing a door prize to represent your company and get your gift into the hands of a lucky winner!

CDCC Sunset Business Mixer attendees can expect a relaxing evening with peers. Attending a CDCC Sunset Business Mixer is not only a great way to meet local professionals, but it also a great way to learn

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# Dina's Digest



PRESIDENT  
Dina Vendetti

## Staying in the Middle of It All

Politics in Delaware is accomplished through a unique and interesting phenomenon called "The Delaware Way." In the First State, every person is invited to be part of the conversation. Delaware is a place where voices are heard. That is one of the most fascinating, most endearing things about this state of ours. Delawareans who choose to engage with the state's decision-makers are given a say in how the future is shaped.

As I write this article, the normal frenzy of activity is taking place at Legislative Hall. As we approach the end of a busy legislative season, law makers are working hard to create policies, bills and laws that will move our state forward. As our Senators and Representatives meet and deliberate, understand for sure that Your Chamber is right in the middle of those conversations. Our job is to advocate on your behalf for legislation that is business friendly and will support the ongoing development and growth of businesses in Central Delaware. We have worked hard to build strong relationships with our legislators, and we do our very best to practice the art of negotiation and influence their work.

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

The secret ingredient of our legislative work is the influence that we continuously maintain throughout the process. You see, when legislation is introduced that we find detrimental to our business community, we meet with lawmakers, we suggest changes, and we practice the

art of compromise. Changes are taken into consideration and bills are revised. Often, when a bill that we "oppose" passes, the bill that passes is VERY different from the bill that was first introduced. And that, dear members, is because your Chamber is staying in the middle of it all!

In addition, as laws are voted into place, decisions must be made regarding their implementation. Your Chamber is in the middle of that work as well. In fact, members of the Legislative Affairs committee recently formed a task force to study the new regulations that go along with the new Paid Medical Leave Act. During the conversations, a long list of suggested edits was created that could make this legislation a bit more user friendly for our employers. The list has now been sent to the Director of the Division that will oversee this implementation, and a request has been submitted for an opportunity to meet and further influence the way this new law becomes a reality.

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

For more information about YOUR Chamber's work in legislation, and to reference the Tracking List of the legislation currently being followed by your Chamber, please give us a call at the CDCC Office (302) 734-7513 or visit our website at [www.cdcc.net](http://www.cdcc.net). We are honored to serve as the voice of the Central Delaware business community and happy to remain in the middle of it all for as long as is necessary to help you grow your businesses!

## Calendar of Events

### JUNE

- |                                                                                                    |                                                                                                              |
|----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|
| <b>Thursday, June 1</b><br>Leadership Central Delaware<br>8 am - 5 pm<br>Energy & Environment Day  | <b>Wednesday, June 14</b><br>Marketing Committee Mtg.<br>10 - 11 am<br>CDCC Conference Room & via Zoom       |
| <b>Thursday, June 1</b><br>Kent County Open for Business<br>8:30 - 10 am<br>Kent County Levy Court | <b>Wednesday, June 14</b><br>Professional Power-Up Online<br>12 - 1 pm<br>via Zoom                           |
| <b>Monday, June 5</b><br>CDCC Executive Committee Mtg.<br>8 - 10 am<br>CDCC Conference Room        | <b>Tuesday, June 20</b><br>LCD Steering Committee Mtg.<br>12:30 - 1:30 pm<br>CDCC Conference Room            |
| <b>Thursday, June 8</b><br>Member Orientation<br>8:30 - 10 am<br>via Zoom                          | <b>Wednesday, June 21</b><br>Ambassador Committee Meeting<br>4:30 pm<br>Harvest Ridge Winery                 |
| <b>Friday, June 9</b><br>LCD Closing Retreat<br>9 am - 3 pm<br>Harvest Ridge Winery                | <b>Wednesday, June 21</b><br>Sunset Business Mixer<br>5 - 7 pm<br>Harvest Ridge Winery                       |
| <b>Tuesday, June 13</b><br>CDCC Board Retreat<br>9 am - 4 pm<br>TBD                                | <b>Wednesday, June 28</b><br>Awards for Excellence Celebration<br>5:30 - 9 pm<br>Bally's Dover Casino Resort |
| <b>Wednesday, June 14</b><br>Coffee Coaching<br>8 - 9 am<br>via Zoom                               |                                                                                                              |

### JULY

- |                                                                                                           |
|-----------------------------------------------------------------------------------------------------------|
| <b>Tuesday, July 4</b><br>Independence Day<br>Office Closed                                               |
| <b>Tuesday, July 11</b><br>CDCC Board Meeting<br>7:30 - 8:30am<br>Faw Casson                              |
| <b>Tuesday, July 11</b><br>Professional Power-Up LIVE! (YPS)<br>12 - 1 pm<br>Biggs Museum of American Art |
| <b>Wednesday, July 12</b><br>Marketing Committee Meeting<br>10 - 11 am<br>via Zoom                        |
| <b>Thursday, July 13</b><br>Member Orientation<br>12 pm - 1:30 pm<br>via Zoom                             |
| <b>Tuesday, July 18</b><br>LCD Steering Committee Meeting<br>12 - 1 pm<br>CDCC Conference Room            |
| <b>Wednesday, July 26</b><br>Ambassador Committee Meeting<br>4:30 pm<br>Residence Inn                     |
| <b>Wednesday, July 26</b><br>Sunset Business Mixer<br>5 - 7 pm<br>Residence Inn                           |

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





# CORNERSTONE MEMBERSHIP



## Dover Federal Credit Union Shares 8 Common Credit Score Myths

Were you ever told that checking your credit hurts your score or that your income directly impacts your credit score? Maybe someone has even told you that the credit score you see is the same one a lender will see when you go to purchase a car. These are all myths! There are endless credit score myths that are easy to believe, but it is important to understand what is a myth and what is a fact. Below are 8 common credit score myths that everyone with credit should be knowledgeable about.

### 1. Checking Your Credit Report Will Hurt Your Score

Reviewing your own credit report does not have any impact on your credit score. It is responsible and beneficial to check your credit score frequently. Viewing your own credit report is considered a “soft pull” or “soft inquiry”. Soft pulls do not affect your credit score, but “hard pulls” do. A hard pull is completed by a lender or creditor, i.e. you apply and accept a new credit card.

### 2. You Only Have One Credit Score

There are thousands of models used to determine the creditworthiness of one individual. Each model is created through a unique formula that looks in your credit history and places different weights on multiple factors. There are three credit bureaus called Equifax, Experian, and Transunion, that create your credit reports and use common credit

scoring models, such as FICO and VantageScore to come up with the credit scores.

### 3. Your Income Impacts Your Credit Score

Your income does not have a direct impact on your credit score, however if you take a cut in income, this could hinder your ability to pay your credit bills indirectly and ultimately affecting your credit poorly. Additionally, your credit score is also not directly affected by your marital status, employment status, race or ethnicity, or religious affiliation.

### 4. A Bad Credit Score Lasts Forever

Your credit score can be rebuilt! Rebuilding credit will require lots of time, patience and consistency, but it is possible. As time passes, the past negative information becomes less significant, although history will remain. Late or missed payments stay on record for up to seven years. To rebuild your credit, make payments on time, explore better credit options, research, and continue checking your credit report to make sure you stay on track.

### 5. The Credit Score You Check is the Same One a Lender Will See

This is false. As previously mentioned, there are thousands of models used to determine your credit score. Some credit scores are customized to better predict

risk for specific types of lending, such as auto loans.

### 6. Closing a Credit Card Will Improve Your Score

There are 5 components used to determine your credit score, one being history of credit. Closing a credit card may be more harmful than helpful because your credit history may appear shorter after closing the credit card. Additionally, closing an account minimizes credit limits, making balances on your credit card seem higher than they actually are. For example, if you have a total of \$30,000 of credit available on multiple credit cards and have a balance of \$7,000, you're only using about 23% of available credit. However, if you close a credit line with a \$15,000 credit limit, this results in about 47% of available credit being used, a level that can cause a decrease in credit score.

### 7. Bad Credit Doesn't Impact Candidates Getting Hired

According to Experian, for employment purposes, federal law allows potential and current employers to view a modified version of a candidate's credit report. Depending on the industry, modified credit checks is an important part of the hiring process to make sure the candidate has a sound credit history. For example, you would not want someone working with a client's money if they can't appropriately manage their own. Modified versions of your credit score do not include age, credit score, or spouse



reference because this information is all irrelevant to the hiring decisions.

### 8. Paying Off Debts Will Erase Them Completely

As previously mentioned, majority of negative information can remain on your credit report for up to seven years. Just because you pay off a debt, doesn't mean it will disappear right away, the evidence may stick to your credit report for years. It is important to always be aware of your debts!

In truth, there are 5 factors that directly affect all credit scores: bill payment history, credit card balances, length of credit history, credit mix and new credit. Stay informed, do your research, and focus on building and/or maintaining your credit score.



## LCD Class of 2023 Taking Off In a C-5!

The CDCC cannot believe the Leadership Central Delaware Class of 2023 only has one last formal class day before graduation! How did that happen? How did we get here? This year has been a soaring success because of this amazing group of 28 driven, kind, and diverse leaders. Time sure does flies when you're having fun – especially when it's in a Dover Air Force Base (DAFB) C-5 Aircraft!

On May 25, the LCD Class bussed to the Dover Air Force Base for their unique flight to Pennsylvania and Ohio, as they rode along on a refueling mission in the air. They met in DAFB's Passenger Terminal for in-processing, security checks, and a greeting and briefing from Col. Matt Husemann. In addition,

the class had the opportunity to hear more about the Base's mission from others including 436th Airlift Wing Commander, Col. Husemann, Chief Master Sgt. Bayes, Jennifer Blanton and Kelli Steele!

The CDCC would like to thank everyone at Dover Air Force Base for making this possible for the LCD Class of 2023. We extend a thank you to Col. Husemann for his continuous support of the CDCC and the LCD program. A big thank you to current classmate, Angela M. Nartowicz, Civ, DAF Chief of Community Engagement for the 436th Airwing, for orchestrating the details of this opportunity! Of course, thank you to the wonderful flight crew for providing an unforgettable experience!





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## CORNERSTONE MEMBERSHIP

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## PAM Stays Ahead of the Game

Central Delawareans are probably familiar with PAM (Post-Acute Medical) Health Rehabilitation Hospital of Dover's offerings of inpatient and outpatient rehabilitation services for patients with various extended medical conditions. However, they probably aren't familiar with their extensive offerings of care for brain injuries and concussions.

A concussion is a type of brain injury that affects your brain function. It can be caused by a bump, blow, or jolt to the head or by a hit to the body that causes the head and brain to move rapidly back and forth. This sudden movement can cause the brain to bounce around or twist in the skull, creating chemical changes in the brain and sometimes stretching and damaging brain cells. The symptoms of a concussion can vary depending on the severity of the injury and the person affected. Some common symptoms are: headache or pressure in the head, nausea or vomiting, dizziness or balance problems, blurry vision or trouble seeing clearly, sensitivity to light or noise, confusion or memory problems, slowness in thinking, speaking, or acting, mood changes

such as irritability, sadness, or anxiety.

Concussions can sometimes lead to complications that may affect health and well-being. Some of the possible complications are: post-concussion syndrome where you have persistent symptoms such as headaches, dizziness, and cognitive problems for weeks or months after a concussion, post-traumatic vertigo a type of dizziness that occurs after a head or neck injury and can be triggered by certain movements or positions of your head, post-traumatic headaches that occur within a week to a few months after a brain injury and can range from mild to severe, post-traumatic seizures that occur after a brain injury and can happen at any time, even years later.

PAM has a solution! The doctors and staff at PAM have found a significant lack in post-concussion care for patients. The choice to offer concussion clinics arose from the need of the local population, including high school athletes. Doctors at PAM were seeing complications and long-term effects of concussions in their patients long after

the initial incident. They concluded that preventative concussion care is effective, however post-concussion care was lacking in availability. They noticed that many patients in Delaware don't have good follow-up and access to concussion care.

PAM's mission is to help is to help people "thrive and be in the best health they can be." Providing innovative concussion clinics is now a new way to achieve this goal. Erin Del Farno of PAM wants the public to know "they are not alone. Concussions can be isolating to sufferers because they aren't easily seen. Help and resources are available for you, just reach out." She emphasized the importance of not diminishing the post-care needs of a concussion.

The PAM team of dedicated and responsive doctors and staff have a strong connection with local high school athletics programs, the Delaware Thunder Ice hockey team, and collegiate level teams in the area. This supportive cause truly hits home for the PAM team because a number of their staff

members come from athletic backgrounds and the need has become more and more evident.

Although athletes are more likely to face a head injury, PAM concussion clinics are not just for athletes. "Concussions don't always have to be a severe blow to the head to cause significant trauma; we want everyone to have this access to care," reminded Del Farno.

*PAM Rehabilitation Hospital of Dover hospital has 34 private rooms, state-of-the art therapeutic equipment, and a team of physicians, therapists, and nurses trained in rehabilitation. The hospital is open 24 hours a day, 7 days a week. Call (302) 672-5800 to schedule an appointment or for more information visit [www.pam-health.com](http://www.pam-health.com).*



## LCD Alumni Adopt a Highway for Earth Day!

The CDCC would like to shed light on the Leadership Central Delaware alumni who came out on the crisp morning of April 22 to help clean Yoder Road in Hartly, Del., at 8:30 a.m.! We thank everyone who came out to support our Adopt-A-Highway maintenance initiative and for making their community a better place by removing one piece of trash at a time. Since April 22 was also Earth Day, the significance of caring for our beloved planet in any way that we can was the focus.

The United States Adopt-A-Highway program is very similar to Sponsor-A-Highway in the way that its purpose is to encourage volunteers to keep a section of a highway or road clean and free from litter. Organizations who participate receive a sign on the roadway that they clean up. Organizations are

required to participate in 3 or more clean-up sessions a year to maintain adoption status. This is great way to give back to the community, the earth, exercise, and represent your organization.

Thank you to all the LCD Alumni who attended, collecting over 9 bags of trash! We are lucky to work alongside leaders like you who take the time to make a difference!

*If you are an LCD Alumni who would like to participate in the next LCD Adopt-A-Highway event, be sure to mark your calendar for meeting us at the Pearson's Corner Royal Farms near Yoder Rd., Hartly, Del. on July 29 at 8:30 a.m.! Give the CDCC a Call at (302) 734-7513. This is a great way to stay active, involved, and connected. All are welcome!*







# LCD Meets Major Economic Drivers in Central Delaware

Building community wealth is about using under-utilized local assets to make a community more vibrant. It seeks to increase flows of investment within local economies by harnessing the wealth that exists locally. Economic Development can be achieved through several avenues, such as plural ownership of the economy, supporting local small businesses, fair employment and just labor markets, progressive procurement of goods and services, and socially just use of land and property. Economic Development and community wealth and stability are directly related to each other, and as residents and leaders, it is important to know that we all have a stake in our community's future.



The CDCC's Leadership Central Delaware (LCD) Class of 2023 is so grateful to be a part of these much-needed solutions, as they complete another full day dedicated to learning about Economic Development in Central Delaware!

What motivates businesses to want to work in Central Delaware? What can businesses provide to Central Delaware, and vice versa? These are the kinds of questions that members of the LCD Class of 2023 considered that day. The selected leadership traits for the day (legacy building and inspiration) fit well with the theme of maintaining a strong economy by growing and strengthening the county's business community. Tammy Ordway, partner at Faw Casson Certified Public Accounting and LCD Alumna, hosted breakfast and welcomed the group graciously.

First on the agenda was Zachary Prebula, Business Developer for

Kent Economic Partnership (dba Choose Central Delaware). He is responsible for promoting Central Delaware as an attractive business location in which local businesses can expand, and he works to attract new businesses to the area. Prebula focuses on local business retention and expansion while supporting ongoing projects in the pipeline – a huge responsibility for the economic development of Central Delaware alongside Linda Parkowski, Executive Director.

He presented current and future economic growth projects with the LCD class. It was clear that Central Delaware is full of endless possibilities for warehouse and distribution centers and has the space for businesses to expand or relocate. According to his presentation, Delaware is quite versatile and easily accessible, which is a big incentive for companies interested in moving. Located within 3 hours of 4 major cities, conducting business in Central Delaware offers invaluable economic flexibility many manufacturing businesses require. A recent study by Choose Central Delaware identifies that warehousing in Central Delaware is lacking and would benefit from having more logistics operations.

“Existing old vacant buildings will require a lot of upfront capital; Central Delaware is becoming a manufacturing hub for the region,” according to Prebula. Central Delaware offers an ideal location for the manufacturing sector. Home to over 75 manufacturers, these businesses are critical to the economic future of the area. Prebula said 30 active projects are in the queue now in

manufacturing. Future development projects include Duck Creek Business Campus, Garrison Oak Business and Technology Park, and Harrington Industrial Park. The CDCC and LCD Class of 2023 are grateful for the crucial behind-the-scenes work the Choose Central Delaware team is doing to ensure economic vitality for all.

Moving on to the next stop of the day, everyone boarded the bus for an exclusive tour of Bally's Dover Casino Resort, led by members of the wonderful Bally's leadership team: Derrick Stanley, Director of Hotel Operations & Sales; Chef Mike Daniels, Director of Food & Beverage; Nick Polcino – Vice President & General Manager; Bryan Bedder, Director of Marketing; and Nancy McCoy, Executive Assistant, who made the tour possible. The class clearly saw that Bally's Dover is an integral part of our community, tourism, and overall economic development. The Class had the chance to see the best suites available, walk through the kitchen operations, tour the casino floor, and most importantly, hear from the leadership team on the impacts of Bally's Dover on

Central Delaware, including the challenges the casino is still facing post-pandemic.

For the next stop on the agenda, the LCD class met with Diane Laird, Executive Director of the Downtown Dover Partnership (DDP), and Todd Stonesifer, President/Realtor for the Moving Experience, and DDP's Board President, in the heart of historic Downtown Dover, who shared an in-depth presentation in the City Hall Council Chambers about the Downtown Dover Masterplan – an integral piece the economic backbone of Central Delaware. The class took advantage of the lively Q&A session, addressing concerns and current plans for Dover's Downtown. 3D renderings were shared of a vastly different landscape that will benefit residents, tourists, and businesses alike. This was an insightful and encouraging presentation of what's to come regarding Central Delaware's economic prosperity.

After a short bus ride across town, the class donned smocks, hard hands, safety goggles, and hair nets

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**LCD** Leadership Central Delaware  
A program of the Central Delaware Chamber of Commerce

Thank you to our Sponsors!

Confirmed as of 11/22/22



**ECONOMIC DRIVERS**

Continued from Page 5

to enter the doors of the Kraft Heinz factory. The Kraft Heinz Company is the third-largest food and beverage company in North America and the fifth-largest food and beverage company in the world, with eight \$1 billion+ brands. As a globally trusted producer of delicious foods, the company has a significant impact on the local economy, and Central Delaware is fortunate to have had the company's operations in Dover for several decades.

After receiving a welcome and safety briefing from Kevin Mills,

Kraft Heinz Controller and CDCC Board Member, the class split into small groups led by staff to receive a comprehensive tour of the Kraft Heinz floor. The staff were kind enough to allow the class to take home boxes of products, fresh from the production line! They heard about the production capacity of the Dover location and its workforce impact on the area. Upon returning from the tour, the class rounded out their Kraft Heinz experience with questions and answers about the company's and Mill's personal leadership qualities.

To decompress, the class boarded the bus to Fordham & Domin-

ion Brewing Company, one of the Mid-Atlantic's top brewers of craft beer, where they met Office Manager LuAnne Shockley and Tasting Room Manager Chris Kellar. As class members toured the facility, they asked about production, distribution, and Fordham's economic impact. They were made aware of the many events that Fordham orchestrates and is involved in throughout the community. Fordham's popular alcoholic and nonalcoholic beverages are enjoyed across the region and United Kingdom and help keep local bars, eateries, and stores stocked. Since the company's relocation from Maryland to Dover in 2003, the company has grown exponentially, and has contin-

ued to give back to the community.

The LCD Class of 2023 took a deeper look into just a few of Central Delaware's pillar companies who generate economic development and stability. They received real-time, critical information about Economic Development in Central Delaware, with exclusive behind-the-scenes perspectives, gaining a greater sense of appreciation for the cornerstones of our beloved community, and what they can do as leaders to ensure economic prosperity. The CDCC would like to thank everyone involved in making this day an unforgettable success for our 28 incredible leaders!

**LCD Class of 2024 Give Back to the Community!**

Although completing a community service project is required for successfully graduating from the Leadership Central Delaware (LCD) program, we're pretty sure this group of ambitious, kind-hearted, resourceful, leaders (aka the LCD Class of 2023) would offer their time and labor to help their community in any way they can no matter what! This past April was no different.

"The community impact project is integral to the leadership training that class members receive in the Leadership Central Delaware Program. We believe that effective leaders must be connected to the communities they serve and must be willing to meet people where they are. These kinds of projects provide a great laboratory in which that kind of connection can happen," shared CDCC President, Dr. Dina Vendetti.

In September 2022, at their Opening Retreat, the group of 28 business professionals vivaciously voted on a few local nonprofit proposals requesting help. In the discussion, the proposed organizations were not named so that the choice would be focused on the tasks requested. Fast

forward to the three-day weekend of April 2023, after a few rained-out dates, the LCD Class of 2023 finally got their hands on power washers, paint brushes, tools, shovels, and a lot of dirt, debris, and overgrown shrubbery. They successfully completed their 2023 Community Impact Project and have surely left a positive impact.

The class restored life and curb appeal to a dilapidated motel which is now a transitional housing facility owned by the Dover Interfaith Mission for Housing in Felton, Del. This building will be used as a community center and housing solution for men in need. The class is even looking to go one step further to provide chairs for the men to enjoy the outdoor firepit.

The Central Delaware Chamber of Commerce is so proud of the LCD Class of 2023 for taking time out of their busy lives on a weekend to complete hard manual labor, compile their resources, exemplify teamwork, and demonstrate it means to be a true leader in the community – no matter how dirty it may be! A big shoutout to the class's feature in the

Delaware State News in the Wednesday, April 19 issue by current LCD classmate and Managing Editor, Logan Anderson!

"Being able to work side by side with my classmates on our group project was a rewarding experience, knowing that we are giving back to our community and helping others. It was special to see us all working together and not even the thunderstorm and hail on Saturday could stop us from completing the project," said Travis Neal, class of 2023 member, via Anderson's shining article.

Congratulations, LCD Class of 2023, you have made us so proud! Please know that you have impacted your community for the better and you should be even prouder of that. Thank you for your dedication, hard work, and open minds throughout this journey!



**AWARDS CELEBRATION**

Continued from Page 1

gories. In the Large Employer of the Year category: Bally's Dover Casino Resort, Kraft Heinz Food Company, Polytech Adult Education. In the Small Business of the Year category: The Ice House: Wellness + Community, Pressley Ridge, Sambo's Tavern. In the Young Professional of the Year category: Lauren Webb – Dedicated to Women OB/Gyn, Stephen Burgess – Fireside Partners, Inc., and Ryne Johnson – Advantech. The people's choice will prevail! Being nominated is something to be extremely proud of and the CDCC is so grateful to work

alongside Kent County Excellence.

Another highly anticipated portion of this event is the Leadership Central Delaware (LCD) Class of 2023's graduation. The class members will walk across the stage and receive their diplomas for successfully completing the CDCC's Diamond program. The CDCC is so proud of their commitment to leadership, their community, and themselves for taking this step and seeing it through. We can hardly contain our excitement! The CDCC also can't wait to see who takes home the LCD Best in Class Award for the most volunteer hours and activities outside of their workplace. Will the Class of 2004 rise to the

top again? There's only one way to find out!

Expect to hear the State of the Chamber address, summarizing the accomplishments of the last year from YOUR CDCC. We appreciate our many volunteers throughout the year and will also take a moment to recognize their valued efforts, time, and assistance to us and our members.

The CDCC would like to thank our signature sponsor: Merrill Lynch – Connell & Associates for their continuous generosity. Thank you to our sponsors: Advantech, Allen Insurance Group, Burns & Ellis Realtors, Delmarva Power –

An Exelon Company, Faw Casson, and L&W Insurance. The CDCC thanks Platinum Sponsors and Cornerstone Members: Century Engineering – A Kleinfelder Company, Chesapeake Utilities Corporation, Dover Federal Credit Union, G. Fedale Roofing & Siding, Harrington Raceway & Casino, Kraft Heinz Company, PAM Rehabilitation Hospital of Dover, Pratt Insurance, and R&R Commercial Realty.

*For more information about this event, or to purchase your tickets today, please visit [cdcc.net](http://cdcc.net) or call (302) 734-7513. We can't wait to celebrate excellence with you this month!*



# Airmen & Civilians Teed Off!

The Central Delaware Chamber of Commerce (CDCC) was elated to bring our Annual Bluesuiters Golf Tournament back to the Dover Air Force Base (DAFB) Airmen and civilian business community. This past Thursday, May 11, 2023, marked a beautiful, sunny, breezy, day of fun in the sun on the relaxing green of Jonathan's Landing Golf Course in Magnolia, Delaware. Airmen and civilians connected over 18 holes of golf, delicious snack stations, door prizes, and dinner! The CDCC looks forward to orchestrating this golf outing for our local members and Dover Air Force Base Airmen because it offers golfers of all skill levels a fun day to meet new people, support local businesses, and connect with our servicemen and women here in Central Delaware.

After all attendees checked-in, purchased mulligans, chose their lucky numbers for the golf ball drop 50/50 raffle, and tickets for a chance to win a TaylorMade driver, they were all set for the shotgun start – not before they were called to look into their gift bags for a special purple ball. This purple ball signified the winner of free flights from Avelo Airlines. Congratulations to our lucky winner of the one and only purple golf ball – let us know where you're taking off to next! Thank you to Avelo Airlines for graciously donating this spectacular prize! About 90 golfers attended and had a marvelous time showing off their skills and enjoying common camaraderie alongside, 436th Airlift Wing Commander, Col. Husemann and the DAFB airmen. It was a day that will not be forgotten!

**Now presenting your 2023 Bluesuiters Golf Outing Winners!**

**Closest to the Pin #4**  
– Steve Hoffstadt

**Closest to the Pin #11**  
– Morgen Sindelar

**Longest Drive #6 (Men)**  
– Chris Coble

**Longest Drive #6 (Ladies)**  
– Sandi Unkrur

**1st Place – 53**  
– Steve Dirksen, Steve Hoffstadt, Morgen Sindelar, Paul Schone

**2nd Place – 55**  
– Bill Hare, John Dittig, Chuck Broadway, Joseph Chilote

**3rd Place – 60**  
– David Greene, Jeff Michaels, Jacob Miller, Michael Herbert

Please join the CDCC in congratulating our 2023 Bluesuiters Golf Tournament winners. The CDCC thanks all participants for their support, engagement, and positivity. We hope everyone enjoyed themselves, the beautiful weather, and connecting with each other.

Of course, this event would not be possible without our generous sponsors and donors who believe in the value of this event just as much as we do. The CDCC extends a sincere thank you to all sponsors!

**Primary Sponsors:** Cross Country Mortgage, Burke Equipment Co., Capriotti's of Dover, Delaware Municipal Electric Corporation (DEMEC), Dover Federal Credit Union, First Command, Independent Metal Strap Co., Inc., Leander Lakes, N.K.S. Distributors, Inc., Pepsi Bottling Ventures of Delmarva, Pike Creek Mortgage Services, Inc., Residence Inn by Marriott, Dover, Tidewater Utilities, Inc., Two Men and A Truck, and Wilmington University.

**Airmen Golfer Sponsors:** Bally's Dover Casino Resort, Bill Hare - Always Advertising, Bob & Judi Pflaumer, Colonel Robert Mooney, USAF, Ret., Delaware Cadillac, Delaware Subaru, KIA of Wilmington, Delaware Municipal Electric Corporation (DEMEC), Greater Georgetown Chamber of Commerce, Independent Metal Strap Co., Inc., Leander Lakes, Lighthouse Construction, Inc., Merrill Lynch - Connell & Associates, PAM Health Dover, Pike Creek Mortgage Services, Inc., Regulatory Insurance Services, Inc., The Moving Experience, and Two Men And A Truck.

**Snack station Sponsors:** Bally's Dover Casino Resort, Chaiyo Sushi & Thai Cuisines, FCCB - First Citizen Community Bank, Pike Creek Mortgage Services, Inc., PAM Health Dover.

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BBQ, Motto Mortgage Prosperity, NextHome Preferred, NorthNode Group Counseling, Residence Inn by Marriott, Dover, Sayers Jewelers & Gemologists, Shore United Bank, Smyrna Chiropractic, Two Men And A Truck, Visions of Hope HM, Inc., Wilmington University, and YMCA Dover.

Again, the CDCC expresses a tremendous thank you to everyone involved in making this event a soaring success! Thank you to the wonderfully accommodating and hospitable staff at Jonathan's Landing Golf Course for welcoming the community to their facility and making us all feel at home. We cannot wait to see what is in store for next year's Bluesuiters golf Tournament from YOUR CDCC! Until next tee time, do great things Central Delaware!







# Feeling Like Kings & Queens at King Cole Farm!



What does the last Wednesday of the month mean for Central Delaware Chamber of Commerce (CDCC) members and friends? Great food, drinks, community, connections, prizes, and a warm welcome to a new business location! That's right, the premier networking event of the CDCC contained all of this and more this past May 31, 2023, at the gorgeous new event venue, King Cole Farm in Dover.

gorgeous new, versatile, facility. We thank them for their hospitality and welcome the community to see the charm of King Cole Farm.



Guests were welcomed into the recently renovated King Cole Farm Pole Barn which sits alongside their legendary mansion in the peaceful farmlands of Dover, Delaware, minutes from Pickering Beach, Delaware Bay, and the Dover Air Force Base. CDCC guests had plenty of space to mingle in their 7800 square foot pole barn. This is certainly Central Delaware's newest hidden gem when it comes to elegant and palatial venues to host your next unforgettable occasion. The CDCC staff was delighted to be able to work with the gracious owners and hosts, husband and wife duo, Jim & Annemarie Dickerson, and to bring awareness and community to their

Our Chamber members enjoyed an evening of networking, sharing business cards, and catching up with colleagues over delicious refreshments and beverages. Congratulations to our door prize winners, Member of the Month and newly pinned 5-star members. If you are interested in creating a 5-Star Journey Map and working towards 5-Star Membership, which signifies commitment and engagement, please contact the CDCC Office today by calling (302) 734-7513!



The CDCC looks forward to facilitating connections and relationships at our Monthly Sunset Business Mixers and hope you had a wonderful evening with your community. We hope to see you next month on June 21 at Harvest Ridge Winery in Marydel from 5 to 7 p.m. (not to be confused with June 28, which is our Awards for Excellence Celebration in Dover)! Take care till then, Central Delaware!







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## Member News



# DEMEC Brings Power to People for the Very First Time!

The Delaware Municipal Electric Corporation (DEMEC) does incredible work every day to bring reliable power to their communities. The organization's mission is to, "deliver excellence in competitive, reliable, sustainable power supply and innovative services, advancing the benefits of community-owned utilities." This mission is backed by their vision to "be a leading joint action agency providing competitive, reliable, and sustainable power supply." The team at DEMEC works hard for Delawareans, and the Central Delaware Chamber of Commerce (CDCC) appreciates the chance to applaud their work for the Navajo Nation – an American Indian reservation that includes parts of Arizona, New Mexico, and Utah.

This past April 2023, DEMEC crew members from the Town of Smyrna and City of Newark, in-

cluding President & CEO Kimberly Schlichting, traveled to the Navajo Nation, a region where roughly 15,000 people are without access to electricity and the average income for a resident is only \$10,000 a year. This is the third year that DEMEC has volunteered their powerful services to those in need in the Navajo Nation (which is geographically bigger than DE, MD, & NJ combined). The DEMEC crew faced long days in the dry, desert heat, a significantly different climate from the east coast and at a much higher altitude, as they partnered with the Navajo Tribal Authority (NTUA), for "Light Up Navajo IV," to connect more families to the electric grid, allowing them to experience electricity for the very first time. Without the collaboration of multiple organizations, this task would take 60 years and \$1 billion dollars to connect the Navajo people with this

life-changing resource!

The cost to connect a single home in the Navajo Nation is approximately \$40,000. Due to the help of the DEMEC crew, and many other utilities across the country, volunteering their time and labor, they were able to reduce the cost to roughly \$8,000. This is a true testament to the impact and importance of collaboration, donations, and serving others. These homes can now use a refrigerator instead of a cooler to keep food fresh and light bulbs instead of a candle to do homework at night. The CDCC is proud to know that it has amazing members like DEMEC who are agents of electrifying change, not only for Delawareans, but for underserved neighbors across the country.

"There is nothing more rewarding and yet humbling than to bring the essential service of electricity

to families who do not have it. To see firsthand and share in their excitement and overwhelming joy when the lights go on for the first time in their homes moves the soul beyond words," said CEO Schlichting. "With the electrification of the nation, we all should be asking, 'Why were they left behind?'"

Schlichting became aware of the Light Up Navajo initiative while serving on the American Public Power Association's board of directors. Since the program's inception, hundreds of families' lives have been changed for the better by having access to reliable electricity for the first time.

*To learn more about the Light Up Navajo initiative or DEMEC, please visit [www.PublicPowerDE.com](http://www.PublicPowerDE.com) or call (302) 653-2733. Please join us in congratulating and thanking DEMEC for their outstanding hard work in the Navajo Nation!*

## Local Tax Franchise Completes 20 Years in Business

### Submitted by Liberty Tax

Local tax preparation franchise, Liberty Tax just completed their 20th tax season in Dover. The franchise is owned and operated by two Dover natives, Doug Doyle and Scott Slacum. The two are old friends from Dover High School and have been business partners for over 20 years.

In 2002, they decided to purchase a Liberty Tax franchise. The first tax season started January 2003 at the Dover Mall and expanded from there. Doyle and Slacum decided to expand and purchase additional franchise territories in Smyrna, Middletown, Bear, Seaford, and Camden. At one point they were operating six locations. After several years, the company downsized, sold

locations, and decided to focus on just the Dover location. By then, their permanent location became 500 N Dupont Highway, across from Big Lots in Dover.

"20 years seems like a blink of an eye," said Doyle. "I remember being very stressed out that first year trying to get opened and hire staff. My daughter was two, and my son was in a stroller—they are 21 and 19 now!"

On average, their Dover offices file around 1,200 tax returns a year, everything from simple W-2 tax returns to very complicated Schedule C and rental property tax returns with depreciation.

"We were really not sure what to expect," said Slacum. "We knew we had the tenacity and the knowhow;

we were just not sure how well we would do finding the right staff to help us succeed."

Slacum has extensive tax background and has been a CPA for over 20 years. "Our model was to not have Doug and I doing the tax returns because we were both working fulltime jobs elsewhere. Finding competent staff was the key, and we succeeded."

Through all the economic ups and downs, market crashes, real estate booms and busts, filing a tax return was one thing that was consistent. "For the most part, everyone has to file a tax return every year," said Doyle. "That's kind of why we thought this was the right business to get into."

With more than 2,700 franchised

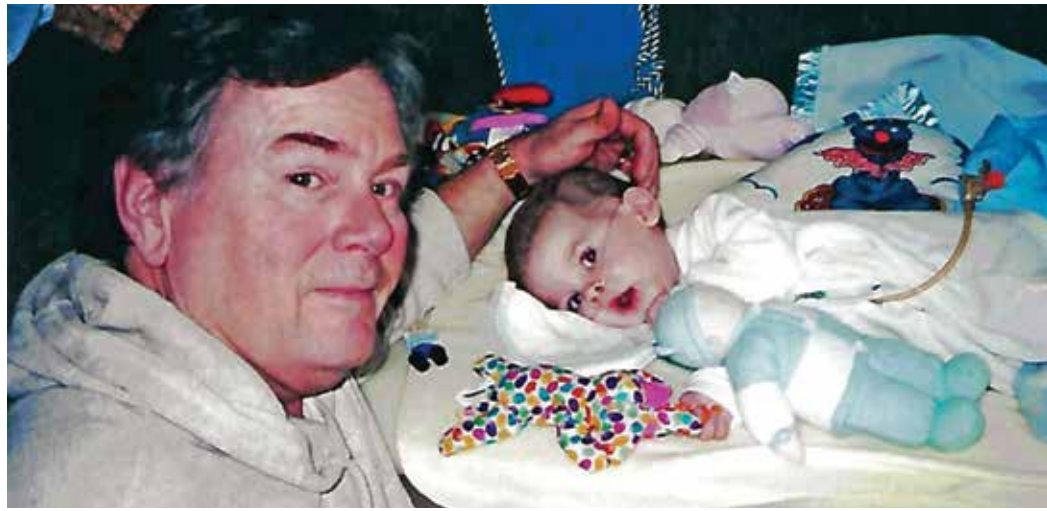
locations across North America, Liberty Tax has been serving customers since 1997, offering fast and affordable tax preparation. Liberty Tax serves approximately 1.6 million consumer and small business clients across the U.S. and Canada. "Dover has been good to us," said Doyle. "We pride ourselves on 5-star customer service, and we appreciate every single customer. We will be here for a while, no plans on going anywhere."

*For more information about Liberty Tax Service in Dover, please contact Doug Doyle at [LibTax-Dover@earthlink.net](mailto:LibTax-Dover@earthlink.net) or call (302) 734-1850. Please join the Central Delaware Chamber of Commerce in congratulating Liberty Tax on this momentous milestone of serving Central Delaware for 20 years!*



## Member News

# Working Through Grief at the Ice House!



Grief is undoubtedly one of the most impactful human experiences of existence. Grief works, manifests, alters, and moves in completely different ways for everyone. There is no one-size-fits-all approach to coping with grief, and there is no definite timeline. Grief, in all its forms and causes, requires patience, work, support, and emotional intelligence. You never know the feelings and experiences any individual you encounter carries with them every day. Grief is pervasive (sometimes sneaky too) in the ways in which it calls you to truly feel, as that is how you truly heal. It is a tough journey but that doesn't mean it must be lived alone.

Jessica Moyer, Certified Grief Movement Trainer, author of "Triumph through the Tears: Finding Hope and Purpose through Loss," owner and founder of The Ice House: Wellness + Community in Wyoming, Del., is helping people cope with grief one workshop at a time. As someone who has experienced tremendous loss, Moyer

shares her story of triumph, healing through movement, breath and sound, and a mission to help others through her series of Grief Healing Workshops.

"One of the reasons I went through the Grief Movement Program Certification was to help me further my understanding and processing of my own grief, even 16 years later. The loss of my son, my dad and two babies in utero took a toll on my overall health and outlook on life for a very long time. Through my own healing I am now able to help others process their feelings and find purpose," Moyer shared.

A Grief Workshop session with Moyer can look and feel a bit different for every participant, depending on where they are in their grief journey. A 90-minute session with Moyer is filled with journaling, gentle movement, prompts, breathing exercises, optional group sharing, a candle ceremony, meditation and more. Her workshops are kept

small and intimate (usually less than 10 people) to foster community, support, connections, and comfortability of everyone involved. Moyer's Grief Workshops are ideal for "anyone struggling, who can't seem to find the light, those who feel stuck and don't know how to move forward." Moyer wants every person to know that they are not alone. Grief doesn't always have to mean the loss of a loved one. There are many reasons why someone may be grieving or need support in a way such as this workshop.

Moyer's Grief Workshops remind people that "there are no expectations, no timeline [in grieving]." It is imperative to acknowledge the feelings instead of suppressing them and talk to others about it. Moyer has turned her pain into passion through helping others live a better, happier, and healthier life, through holistic ways with The Ice House: Wellness + Community. The Central Delaware Chamber of Commerce is so fortunate to witness her journey.

Take control of your healing or grief journey today by considering the benefit of Jessica Moyer's grief workshop to your life and wellbeing. You are not alone, nor must you carry heavy burdens alone.

*For more information on The Grief Healing Experience, by The Ice House's Jessica Moyer, please visit [www.icehousewellness.com](http://www.icehousewellness.com), or call (302) 233-3795 to get started!*

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# Member News

## 55+ EXPO

Continued from Page 1

was lovely to see our participants, both members and non-members alike, make meaningful, face-to-face, connections with friendly representatives of vendor companies. The CDCC also appreciated the opportunity to build relationships with the expo's vendors; high remarks and quality leads were noted on many evaluations collected at the end of the day.

In addition to the amazing vendors present, there were many

highlights to this year's event such as: Bayhealth's Wellness Center with free health screenings, Modern Maturity's Steppin' Seniors dance performance, Dover Jazzercise's blood-pumping dance choreography, CNU Fit's stretching demos, and a large, walk-through, inflatable colon bringing unforgettable awareness to colon cancer. There was much more to be seen, heard, and experienced at the CDCC's 22nd Annual 55+ Expo – you just had to be there!

The CDCC would like to thank everyone for attending and working

at the 2023 55+ Expo. Thank you to our local healthcare heroes who care for our community in so many ways. Thank you to all caregivers for supporting your loved ones. We are sure this year's event provided smiles, a feeling of community, and resources to help you or your loved one live a better, happier, and healthier life.

The CDCC would not be able to coordinate this event without generous support from our sponsors! A special thank you to them for supporting their local community and CDCC. Thank you to:

Bayhealth, Bally's Dover Casino Resort, Delaware Medicare Assistance Bureau, Dover Post, Eden Hill Medical Center, Highmark Blue Cross Blue Shield Delaware, United Healthcare and Westside Family Healthcare.

*The CDCC is excited for what's in store for the 23rd Annual 55+ Expo coming next year on April 11, 2024, from 9 a.m. to 3 p.m., at Bally's Dover Casino Resort! Mark your calendar now and be sure to share the news!*





# Member News



## All the Best to a Dear Friend

As many well know, Judy Diogo has been a driving force at the Central Delaware Chamber of Commerce (CDCC) since her first day in 2005. Her boundless energy and creative ideas have worked to shape and guide the direction of this organization. Because of her drive, the CDCC has become an amazing, effective organization which truly serves as THE essential resource for the development of businesses in Central Delaware.

In her time as President, the CDCC flourished, experiencing a 40% membership growth. Because of her leadership, the Chamber has been able to significantly expand its impact as the voice of the Central Delaware business community. Over the years, Judy spent countless hours organizing community events, advocating on behalf of small and large businesses in Kent County, supporting the men and women at Dover Air Force Base, encouraging job growth and economic development, partnering with area organizations, and leading an effective team. During the COVID pandemic, Judy spent her energy tenaciously rallying for businesses who were struggling and served as a point person on the development and execution of the Kent County Small Business Grant which brought over \$2 million in relief to those companies.

In December of 2021, Judy retired as President of the CDCC, but was not allowed to totally “retire” from the organization because she was almost immediately hired back as a consultant. Since that time, Judy


has spent time and energy training the new President and overseeing the legislative work of the Chamber. She has spent 2 – 3 days per week here at the Chamber office and has helped to create a smooth and easy transition of leadership. She has provided insightful guidance and advice, while encouraging growth and change and progress. She has continued to be a valuable resource, an amazing idea generator, an effective cheerleader, and a dear, dear friend.

Judy will be officially leaving her post at the Chamber at the end of the month – June 30th will be her last day in the office. She is looking forward to spending time with her family and completing a variety of projects that have been on her list for a long, long time. She is hoping to do some traveling, catch up on her favorite activities, and maybe pick up a few new ones!

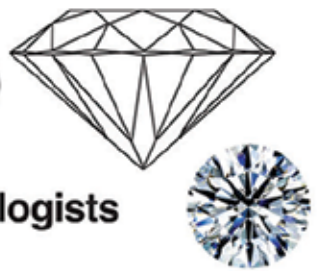
We wish to take a moment to thank Judy for her many years of tireless service to the Chamber and to Central Delaware. She has left her fingerprints all over this region in a legacy that will continue to grow. We are so grateful for her work and impact. We are excited that Judy plans to become an individual member of the Chamber and promises to continue to volunteer on the Legislative Affairs committee and in other capacities as needed. While it is always difficult to say goodbye to someone who has had such an influence, we are excited to hear about her new adventures and we truly wish her all the very best.

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# Member News



## Tune in to the Creative Side of Things!

Welcome to the “Creative Side of Things!” a new podcast by father and daughter duo, Javier & Meghan Santana with the goal of “Empowering and Inspiring Business Owners & Entrepreneurs to Tap into Their Inner Creative, Helping them Succeed in their Businesses and in Life!” If you aren’t familiar with what a podcast is, simply put, it is a digital audio file that is made available online, typically made in a series that listeners can subscribe to (commonly found on popular streaming sites such as Google, Apple, Pandora, IHeartRadio, etc.).

Listeners may know Javier Santana from his creative full-service digital marketing and advertising company, High Ground Creative. Stationed in Dover, but serving the world, High Ground Creative specializes in company branding/design, social media marketing, video production, website optimization, SEO & Lead Generation, and more (all overseen by Luke, the company cat, of course). Javier brings over 25 years of experience working with small and large companies. His passion resides in all things creative and helping share your message in the best way possible for growth and success. The High Ground Creative team is ready to “Elevate your Brand” whenever you are!

On the other hand, listeners of “The Creative Side of Things” podcast may know Meghan Santana from her groovy, bright, utterly

cute, and modern-hippie aesthetic that inspires her online business which sells clothing, accessories, and more. It is almost impossible to feel nothing but joy, happiness, and peace when viewing her carefully-curated pieces. She is passionate about sharing her passion for fashion with others and looks forward to evolving as a business. Her vibrant energy and fresh ideas bring a unique perspective to the show.

What is incredibly unique about this dynamic duo is the multi-generational perspectives each of them brings on their own. This makes space for very fruitful discussions which draw in two different audiences to learn, become ignited, and get creative. Their combined knowledge, candidness, and relatability shine through their microphones to inspire all listeners – it only takes one listen to become hooked! Together they have created 13 podcast episodes thus far since their first “Get to Know Us” episode which launched on Nov. 28, 2022. They have featured special guests who are local and influential to the Central Delaware community.

Javier & Meghan discuss eloquently and candidly topics such as “Branding You,” Energy & Positivity,” “Hustle Culture,” “Creative Trust,” and so much more. The way they include their own personal experience and perspectives in a digestible and engaging way makes for an educationally impactful way

of learning that leaves the listener inspired to “unleash their inner creative.”

The Central Delaware Chamber of Commerce had the privilege of stopping by the High Ground Creative headquarters after the recording of an upcoming podcast episode featuring Dover Air Force Base’s Col. Matthew Husemann, 436th Airlift Wing Commander.

“Matt talked a lot about leadership and how it all comes down to, no matter what rank you are, whether you’re in the military or a business owner, at the end of the day your team matters, love matters, and connection matters. That’s what our podcast is all about, so he was a perfect guest for us,” reflected Meghan.

In this episode, Col. Husemann brings his unique perspective of creative military leadership as well as discuss innovation and creativity, which are near dear to his heart. They have an incredibly fun discussion to not only get to know the military leader but also the man, the father and the husband! This will be an exciting conversation which will bridge the world of military strategic thinking with entrepreneurial creativity! Don’t miss out on this exciting episode which will be released in late June.

“Being here today, being able to connect with Javier and Meghan is an amazing time to spend with a

family because they have truly put their fingerprints on my life and what it is I am able to do, to be able to influence others and care for people in order to bring out the creative side of everyone,” added the Colonel as he reflected on his purpose in the High Ground Creative Studio on Friday, May 19, 2023.

“We were inspired and empowered. He [Col. Husemann] starts with love, he starts with the heart, and that resonated with us. That’s how we do business, that’s how we do this podcast and the fact that he is like that in such a high level, we know we are operating from a good place here,” summarized Javier.

“The Creative Side of Things” by Javier & Meghan Santana is truly “a podcast like no other!” The Central Delaware Chamber of Commerce is so proud to witness Javier & Meghan’s work here in Central Delaware and we cannot wait to see where this podcast will lead them both in their respective entrepreneurial enterprises. In the words of the professionals, “Let’s get creative!”

*Be among the first to hear each new podcast (or watch via their YouTube Channel handle @thecreativesideofthings) on Spotify, Amazon Music, Apple Podcasts or Google Podcasts. Links to all accounts are found at [thecreativesideofthings.com](https://thecreativesideofthings.com).*



# Member News

## KEP Provides Site Readiness Funding

### Submitted by Kent Economic Partnership

The Kent Economic Partnership (KEP) and Delaware Prosperity Partnership (DPP) are excited to announce that Stoltzfus LLC has secured Site Readiness Grant Funding to begin the site work on a large 67-acre industrial property in Dover. With plans for a 280,000 square foot industrial building, a 40,000 square foot building, and four 9,900 square foot buildings, this project is ready to generate new job opportunities by not only attracting new businesses but also providing an ideal location for local companies to expand their operations. It's located at 144 Fork Branch Rd., Dover.

“With convenient rail access this investment positions our region as an ideal location for growth and

innovation,” said KEP Executive Director Linda Parkowski. “This investment is a game-changer for Kent County and the State of Delaware, providing an excellent opportunity to create new jobs, attract new businesses, and strengthen our economy. We are thrilled to see this project move forward and look forward to the opportunities that arise from it.”

The Site Readiness Grant, created by the Division of Small Business to prepare large acreage sites for businesses, has awarded Stoltzfus LLC as the 17th recipient since its inception in 2022. This is Kent County's 6th Site Readiness Grant, with almost \$4.6 million in total matching grant funds, these projects in Kent County are set to stimulate over \$43 million in new

capital investment.

“The Site Readiness Fund helps ensure the state has an ample inventory of sites ready for new investments and jobs, which ultimately encourages businesses to choose Delaware for their location or expansion,” said Becky Harrington, DPP Vice President, Business Development. “This latest award to Stoltzfus LLC will place a dormant industrial site back into play in Central Delaware, where industrial space is in high demand.”

With the successful utilization of the Site Readiness Fund, Kent County is poised to witness substantial capital investment and further establish itself as a sought-after destination for businesses in need of industrial space.



### SUNSET MIXER

Continued from Page 1

about a new business, connect with the owners of that business, and experience a new venue you may have not had the opportunity to do so.

Harvest Ridge Winery (HRW) is one of Central Delaware's gems. Sitting close to the border of neighboring state, Maryland, HRW has been growing, harvesting, and distributing quality wine since Chuck Nunan, founder, returned home inspired by a trip to a Charleston, S.C., winery. In 2005, Chuck and his wife decided to purchase land for a family farm that now is Harvey Ridge Winery – the original name of the farmland. The first vines were planted in 2011, and Delaware's fourth winery officially opened to the public on November 1, 2013.

The history of Harvest Ridge is sewn through the roots of their logo, the land, and rich family history. The property holds a lot of history because it sits on the border

of Delaware & Maryland and the Mason-Dixon Line. One of the most unique features of the property is the existence of one of Mason-Dixon's original witness stones and crown markers – number 47 – located on the property. Family is a key theme in the values of Harvest Ridge. This is represented by the roots in their logo, portraying the family's lineage and interconnectedness. Be sure to keep up with Harvest Ridge Winery for their local events, joining their wine club, “Field of Dreams” food truck, and more!

The CDCC is so excited to connect with you at this local staple – “to get away from it all!” The folks at Harvest Ridge promise that “a visit to Harvest Ridge Winery will have you feeling like you have stepped back in time – to a time when life was less frantic, more relaxed – simpler.” The CDCC would like to thank the Harvest Ridge Winery team for hosting June's Sunset Business Mixer and allowing our community to convene at their

lovely location. For more information about Harvest Ridge Winery feel free to visit [www.harvestridge-winery.com](http://www.harvestridge-winery.com) or call their Maryland location at (302) 343-9437.

*For more information or to register for this event please visit [www.cdcc.net](http://www.cdcc.net) or call (302) 734-7513. Remember Sunset Business Mixers are free for all member businesses and their employees. If you are not a CDCC member but are interested in attending this event, call the office today! You may attend up to 2 mixers before becoming a member. We hope to see you soon at Harvest Ridge Winery on June 21, 2023, from 5 to 7 p.m.!*



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# 70 Years of Sambo's Tavern!

Nestled in the verdant, quiet, and rural fisherman town of Leipsic, with the only boardwalk in Kent County, lies Sambo's Tavern – a seasonal (April to October), family-owned seafood establishment that has been serving locals and visitors alike for seven decades as of 2023. Located at 283 Front Street, with a beautiful, unobstructed view of the river and docks, Sambo's Tavern was founded by Samuel "Sambo" Burrows, a farmer and crabber with a love for good food, in 1953. The Tavern is now owned and operated by son, Isaac Burrows and his kind-hearted wife, Elva.

Sambo's Tavern is known for its crab cakes, which are made from jumbo lump crab meat and have won numerous awards over the years. Two years ago, Sambo's was voted #1 Crabs in Delaware. The menu also features other delectable seafood dishes, such as oysters, clams, shrimp, and fish, as well as burgers, sandwiches, and salads. Much of the seafood comes in fresh from the dock along the river – if you're lucky you can watch them being unloaded. There's nothing like digging into a dozen giant, meaty crabs, seasoned with Sambo's signature salt!

The atmosphere at Sambo's Tavern is casual and welcoming, with a friendly staff and a lively bar area where patrons can enjoy a cold beer or cocktail (must be 21 to enter). The phrase "Cash is King" still applies, as the establishment only accepts cash, so be sure to bring some along. There is an ATM machine on site.

The restaurant is a popular destination for locals and visitors alike. Sambo's has a reputation of serving the best steamed crabs in the region. Sambo's has been visited by foodies from all over the world! You

must stop in and see for yourself the push-pin global maps, filled with dots and tags of visitors from across the world who have enjoyed Sambo's – truly an incredible and historic sight.

If the fresh crabs didn't speak for themselves by now, the longevity of Sambo's Tavern celebrating 70 years of business to Central Delaware is sure to do it. Isaac and Elva Burrows, who took over the tavern from Isaac's father (born in 1919) after his passing. Isaac recalls growing up, swimming, mud fights, and cleaning pot steamers right off the Leipsic River. He described his father as a hardworking man, stern, honest, and inspiring. He taught his children, "No matter what you do, do it right!" The legacy of his father and Sambo's Tavern is steeped in Isaac's blood, the retro walls of Sambo's, every crab, and undoubtedly the Leipsic River itself. Isaac reflects upon his father as a prideful and proud man, often jokingly nicknamed as the "Cinderella Man."

Besides being a staple of the community, whose food speaks for itself, when asked about the secret to the Tavern's successful longevity of 70 years, Isaac credits their loyal, devoted customers and consistency in all that they do, from the back to the front of the house. In recent years, an inspector from the State Board of Delaware described the tavern as, "the cleanest place she'd ever seen." Isaac will tell you "That's just the way we've always done things, the right way, just like my father used to say." His father instilled in him the mantra "if you're not going to do it right, why do it at all" throughout everything he does which trickles down to his staff. Today, Isaac and Elva still run the business with traditional "pen and paper." Consistency is key, and their method of steaming crabs hasn't



changed, contrary to industry advancements and shortcuts.

A big secret to the success of Sambo's Tavern is the teamwork of the hardworking staff and family who steps in whenever needed. Elva credits her amazing kitchen, waitstaff, and family who "keep everything going around here," she added. "I am so lucky to have them." Elva highlights Lydia, her main cook how has serviced Sambo's for over 20 years. She thanks her family (Todd Bryan, Scott, Kasey Brett, Bryan Jr., Jenna, Christian, Patty, and April) for always filling in when she needs them the most.

Walk into Sambo's Tavern and you will see, hear, and feel the relationships of generations of loyal customers chat at the bar, over paper-lined tables waiting to get dirty as the sound of joyful cracking and cackling fill the air. Although there are no big plans or events to celebrate Sambo's 70th birthday, guests can be sure that it is always a celebration on the water at this

historic hometown destination. Sol Knopf, an award-winning singer/songwriter and solo performer from the state of Delaware, and a 2022 inductee into the Delaware Rock n Roll Society's Hall of Fame, will perform at Sambo's Tavern on June 5 and 19. Knopf is best known for his distinctive baritone voice and timeless, original songs. With over 7,000 performances in his career, Knopf has been a mainstay in the Delaware music scene for 40+ years and has performed numerous times at Sambo's Tavern during their 2022 season. Check it out!

Please join the Central Delaware Chamber of Commerce in congratulations owners Isaac and Elva Burrows on this magnificent milestone! Be sure to stop by this seafood season (before October) to enjoy a relaxing meal on the water and witness the legacy.

*For more information about Sambo's Tavern, please visit 283 Front Street, Leipsic, Del., or call (302) 674-9724 today!*



# Member News



## Governor Carney Visits Tre Sorelle Dolce Ice Cream & Mini Golf!

The Central Delaware Chamber of Commerce (CDCC) was delighted to see Gov. John Carney visit a local (and tourist alike) favorite hotspot – Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming, Del., on May 24 to honor tourism in Delaware.

According to official statistics from [www.visitdelaware.com](http://www.visitdelaware.com) – Did you know that Delaware welcomes more than 9 million visitors to the state every year? Did you also know that tourism is a \$4 billion industry that supports approximately 47,000 jobs? Coupled with the state’s population and economic growth, it’s safe to anticipate that those numbers will continue to grow in the coming years. Without tourism, each Delaware household would pay an additional \$1,608 in taxes.

The CDCC was proud to see Tre Sorelle as one of three stops on Gov. Carney’s list that beautiful Wednesday, designated as Tourism Day in Delaware. Once arriving and greeting owners, Mike and Becky Marasco, Gov. Carney recalled that a lot has changed in the five years since his last visit and that this local

family fun spot has become “quite the destination.” Next, the governor received a tour of the parlor and played a round of mini golf.

“I think we fill a void [in the community] and complement a lot of other local businesses. It has been really cool to watch family come visit family here,” Mike Marasco mentioned to Gov. Carney as they spoke about economic development, customer service, community collaboration, what makes small businesses run, and of course, tourism.

“Communities need employers like [Tre Sorelle],” added Gov. Carney in response to a discussion on staffing at the parlor. The Marasco Family is proud to be a small employer for many students’ first jobs and seeing them graduate and come back in the summer months.

*The Central Delaware Chamber of Commerce appreciated the opportunity to witness Delaware Gov. John Carney, take time out of his busy schedule to spend time in person with one of the CDCC’s member businesses!*

# Voting is NOW OPEN!

## STARS OF DELAWARE 2023

Go online today and vote for your favorites. Tell your customers, family and friends to vote, too.

Show your support for your local businesses and community by recognizing these STARS! Voting closes Sunday, June 25.

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# Ribbon Cuttings

## CDCC joins DaVita Harrington Dialysis for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for DaVita Harrington Dialysis on Thursday, April 27. Chamber members and friends joined the DaVita team to celebrate the Grand Opening of their new location of 2000 Midway Drive, in Harrington, Del.

DaVita means “to give life” in Italian – which is fitting for the mission of this healthcare company who is on a quest to “Build the Greatest Healthcare community the world has ever seen,” according to their website. This international company, serving 11 countries outside of the United States, has received numerous awards including the Business Group on Health’s Best Employers Award and Healthiest 100 Workplaces in America. With 55,000 teammates employed in the U.S. serving over 200,000 patients, DaVita has become a pillar in the Healthcare industry, specializing in kidney care, kidney disease, and dialysis.

“Nearly 2,000 people in Delaware rely on dialysis to stay alive,” informed Kathleen Edwards, facility administrator for the company. “As

a leading provider of kidney care services in the U.S., DaVita will help to fulfill this need for life-sustaining care in our community by bringing more than 20 years of experience and proven clinical outcomes in the kidney care industry.”

For those who are not familiar with dialysis – it is a life-sustaining, critical, routine treatment for impaired kidney function, which could lead to kidney failure. Dialysis is needed when a patient’s kidney is not functioning properly, resulting in blood and toxins not being removed from the body. DaVita provides this life-sustaining treatment to those who need it. Dialysis is more accessible now than ever through private and state/federal funded insurance programs. Treatment can be completed on-site or in the comfort of patients’ homes. This new DaVita Harrington location will offer both in-center and home modality services to the community. This new DaVita location will give many patients across the state access to life-sustaining care.

DaVita is a pillar in the healthcare industry however their services include much more than



dialysis including: Kidney health education, Diet and nutrition resources, Kidney transplant resources, Home dialysis treatment, and Prescription management.

*For further information about DaVita Harrington Dialysis, please*

*contact (302) 305-2347 or visit [www.davita.com](http://www.davita.com). Please join the Central Delaware Chamber of Commerce in congratulating the DaVita Harrington Dialysis team on the Grand Opening of their new center!*

## CDCC joins Loft Realty for Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Loft Realty on Friday, May 5. Chamber members and friends joined the Loft Realty team to celebrate the Grand Opening of their new location at 146 South State Street in Dover, Del.

The team at Loft Realty understand the life-changing importance of buying or selling a home. This, and client relationships, is what drives this team to deliver exceptional, personalized service to all their clients. Led by Team Leader, Zachary Foust, the mission of Loft Realty is to bring their clients a first-class experience that not only brings them into the home of their dreams, but also leaves them feeling appreciated and served.

Loft Realty aims to be a local resource for clients looking to buy, sell, or manage real estate. Their professional and knowledgeable team of locals can assist clients with property valuation, listing

properties for sale, and assisting buyers with finding properties that meet their needs and budget. Additionally, this company is experienced in contract negotiation, extensive market knowledge, and a hefty content and media background.

Loft Realty has experienced substantial growth in the last few years, and this has led them to relocate from Downtown Milford to their new location in Downtown Dover to better fit their space needs. Since moving to Dover, the Loft Realty team has been busy renovating their historic facility. After a few months of hard work, they are finally ready to open their doors to the public and look forward to getting to know the Downtown Dover community.

The entire team at Loft Realty recognizes that community goes beyond real estate. They are very excited to bring quality service to their clients and to support Delaware’s mission to elevate by giving



back to those in need. In 2023, Loft Realty is moving in the direction of participating in giving back to the community through numerous local nonprofits and small business partners. They have plans in place to help improve the local community and Loft Realty is excited to get their hands dirty to continue to make Dover the place to be! The CDCC is excited to witness their journey of making a difference in

the community.

*For further information about Loft Realty, please contact (302) 491-4599, email [hello@loftteamde.com](mailto:hello@loftteamde.com), or visit their new location in Downtown Dover at 146 S. State Street. Please join the Central Delaware Chamber of Commerce in congratulating the Loft Realty team on the Grand Opening of their new facility!*



# Ribbon Cuttings

## CDCC joins Rely Tool Supply for Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Rely Tool Supply on Wednesday, May 17. The event was held at 201 Cassidy Drive, Ste. A, in Dover, Del. Chamber members and friends joined owner, Eric Romero, and the Rely Tool Supply team to celebrate the Grand Opening of their first retail location!

“We strive to provide our customers with the right tools, equipment & workwear to make difficult jobs easy,” shared Romero. Having the right tool when you need it can make a significant difference in the quality of work that you do, the time it takes to complete the work, and the amount of effort required. Rely Tool Supply is now a manufacturer direct distributor for Milwaukee Tool, Wright Tool, Atlas 46, and Precision Instruments – trusted names in the industry. Quality tools that one can trust make all the difference. Rely Tool Supply’s catalog includes small tools such as drill bits and torque wrenches to large

power tools such as saws, nail guns, compressors and more! Check out their wide range of workwear to keep you safe, your tools handy and portable. In addition to supplying high quality tools, Rely Tool Supply can take care of your permanent engraving needs with their industrial laser and 3D printer.

The mission of Rely Tool Supply is selling all tools tradesmen & farmers use to meet their daily challenges, and to make these tools available to anyone. Romero founded this company on three values: reliability, professionalism, and trust. This business’s focus is on auto mechanics, construction, electric, plumbing, welding, fabrication, woodworkers, and tinkers alike. Romero and his team vow to stay updated on the industry’s cutting-edge advancements and products in order to listen to the needs of their valued customers. They wish to deliver the highest quality products for the next generation of tradesmen and farmers.



Romero and his team are excited to service the Central Delaware population with their tool and equipment needs. He is excited to be open to the public and large companies in the capital of the First State – Dover. “The location is good, the people are great, and in Delaware you can get anything done,” shared Romero. He is excited to give back to the community by sponsoring a team at the Camden-Wyoming Little League.

Rely Tool Supply is looking for opportunities to help trade school programs focused on developing skilled agriculture and tradesmen workers.

*For further information about Rely Tool Supply, please contact (302) 445-7359, or email [eric@relytool.com](mailto:eric@relytool.com). Please join the Central Delaware Chamber of Commerce in congratulating owner Eric Romero of Rely Tool Supply on the Grand Opening of his business!*

## CDCC joins N.K.S. Distributors, Inc. for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for N.K.S. Distributors, Inc. on Thursday, May 4. Chamber members and friends joined N.K.S. team to celebrate the Grand Opening of their new building, consolidating two location into one at 205 Big Woods Road in Smyrna, Del.

N.K.S. stands for New Castle, Kent, and Sussex, the three counties that comprise the First State. Today, N.K.S. Distributors, Inc., is the leading beer distribution company in Delaware, serving all three of these counties. They are known for offering a diverse portfolio of domestic, craft, and import beers. N.K.S. sells beer and other beverages to licensed alcohol retailers, restaurants, and events only in the State of Delaware.

“We hired an industry specific warehousing consultant who analyzed our customers and products and then advised us about the feasibility of one location and where it should be located geographically. We then looked for available land with accessibility to Route 1 and 13,” shared Kathleen Willes, Vice President of Finance for N.K.S.

Founded in 1949 by James V. Tigani Sr., N. K.S. prides itself on continuing to be locally owned and operated. Throughout the years and considerable growth of the company, N.K.S. has had brick and mortar operations in New Castle, Milford, and now Smyrna Delaware. They have since outgrown these facilities due to growing inventory demands, thankfully their Smyrna location will now fit their operational needs. N.K.S. plans to keep to its roots as a family-oriented and local business. “Making friends is our business” is the company’s philosophy in all that they do. N.K.S. is committed to keeping local management, sales, and marketing departments, as well as comprehensive delivery services for the State of Delaware.

N.K.S. has an extensive list of beers and beverages for distribution. On their website consumers can see the family of beverages they carry such as: Anheuser-Busch, Constellation Brands, Mark Anthony Brands, Fifco Brands, New Belgium Brewing, Bell’s Brewery, Red Bull, Harpoon, Yards Brewing, Blue Earl, Dewey Crush, Big Oyster Brewery, Iron Hill Brewery and more!



The CDCC is thankful for N.K.S.’s generous support over the years through sponsorship, engagement and supplying our guests with beverages at its events, such as the annual Bluesuiters Golf Tournament. “We sponsor and donate products and promotional materials as well as participate in many charity golf tournaments, runs, and other nonprofit events in Delaware. Currently we have scheduled: putting American Flags out for Memorial Day with the Smyrna Clayton 4th of July Assoc., garden work at the Delaware Agricultural Museum, and VetFest. We are continuously

looking for more opportunities to give back to our community,” shared Willes in regard to employee volunteer efforts. N.K.S. employees know the value in giving back and are encouraged and rewarded “with up to 2 days of additional paid time off for volunteer work.”

*For further information about N.K.S. Distributors, Inc. please contact (302) 322-1811 or visit [www.nksdistributors.com](http://www.nksdistributors.com). Please join the Central Delaware Chamber of Commerce in congratulating the N.K.S. Distributors Inc. team on the Grand Opening of its new facility!*



# New Member Spotlights

## Introducing Lennar!

Looking for that special place to call home for a new stage or chapter of your life? Turn to the home building and buying specialists at Lennar! The team at Lennar promises to build quality homes, built for you, designed with your needs in mind. They have a wide range of homes to choose from depending on the current stage of your life whether you are a single family, active adult 55+, townhome or condominium ready. Lennar ensures they have something for everyone as they cater to a variety of lifestyles.

Lennar is one of the largest builders in the country, currently working in 28 states from California, Idaho, Florida, Virginia, Texas and many more! In proximity to Delaware their homes can be found in the greater Philadelphia area and Sussex County. Lennar is committed to providing a simpler way to buy your dream home. Their experienced team is here to help the Central Delaware community and beyond navigate the entire process from financing, to selling your current home and finally closing. Lennar partners with Opendoor, a leading digital platform for residen-

tial real estate, to help their clients skip the hassle of listing, months of showing, and double mortgages.

People looking for help navigating the home buying/selling process will be happy to know that they can be pre-qualified for a mortgage in minutes with Lennar. By answering a few questions, Lennar can help you “unlock your buying potential” fast. Lennar’s team of real estate professionals have decades of combined experience in the housing market. Lennar will connect you to a register agent within their company to help you find the right home for your needs and your budget.

Meet Lennar’s New Home Consultant, Nickole Steele, who is very excited to serve the Central Delaware and surrounding area community. She currently resides in Chesapeake City, Md, and has had her Maryland Real Estate license for 20 years and earned her Delaware Real Estate License this past year. “I have a STRONG passion for assisting clients with finding their one-of-a-kind inventory DREAM home in our 55 plus community portfolio (3 communities)” Steele shared.

Steele knows how to deliver the utmost care and protection to her clients because of prior experience of nannying children for the former director of the FBI, Louis Freeh, and the CEO of MBNA, Charlie Cawley’s grandchildren. She’s had many high-profile clients including Dale Earnhardt Sr. “I also have a 17-year-old senior in high school, Xian Molitor that just got accepted to Embry Riddle Aeronautical University in Daytona Beach, Fla., and I couldn’t be prouder! He is what motivates me to do well in my position as an NHC (New Home Consultant). College isn’t cheap!” added Steele.

Steele was inspired to join the Central Delaware Chamber of Commerce because she wants to network with like-minded professionals. “I am excited to engage to tell anyone that will listen how GREAT Lennar really is! Thank you for allowing me to be a part of such a wonderful organization. I am excited to be here!” shared Steele. Please join the Central Delaware Chamber of Commerce in welcoming Lennar New Home Consultant, Nickole Steele into membership!



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## Introducing Pierce Fence Company, Inc.!

Pierce Fence Company, Inc., has been serving the Delmarva area for nearly 50 years with high quality fencing solutions at a fair price with exceptional customer service. This family business, now in its third generation of management, has built a positive reputation standing upon their workmanship, accredited service, quality materials, and competitive pricing. Pierce Fence has been a pillar in the Delaware community, service all three counties north and south of the state.

Pierce Fence is your reliable and dependable solution to your fencing needs – big or small. This company specializes in both residential and commercial fencing products to suits the needs of your home or business, indoor and outdoor. At Pierce, clients are able to choose from a variety of styles, materials, and accompaniments. Pierce Fence can service your area with aluminum, chain link, split rail, and vinyl options to suit your style and necessity. No job is too big or small for this company.

They are different from your average fencing company because they also wholesale their fencing products from their Dover site to the public. This is appealing for those who want to DIY (Do it Yourself). Clients are invited to measure their land area and determine their material list. Bring that information to Pierce Fence and they will help you find what you need, and if they do not have it on-site, they will happily place an order for you.

Pierce can remove and dispose of your previous fence as well. They also handle any repairs of their fences if needed. Pierce Fence has been a partner with one of the leading financing companies for years. They are happy to be able to offer four flexible financing options to their customers by partnering with Synchrony Financial. Clients will find ease in convenient monthly payment options, unsecured, revolving credit lines, a simple application process, and online account management. Get your free estimate today!

Meet Zach Price, a Dover native who has worked for Pierce Fence Company, Inc. for 2 years. He began as a crew laborer, installing fences on the crews for 3 months before being promoted to Deliver Driver which led him to obtain his Class A license. He drove the truck form about a year before moving into his current position as “Facilities Supervisor.” In his free time, he enjoys hitting the gym 5-6 a week, going out to eat, shooting pool, and spending time with family and friends.

He, on behalf of Pierce Fence Company Inc., is excited to join the Central Delaware Chamber of Commerce to become more involved in the community. “I’ve heard so many great reviews on how many great small businesses attend mixers and get to know the local community or other functions that the chamber hosts. I am very excited to make some great relationships with great people and get to know the people running the small businesses,” shared Price.

*For more information about Pierce Fence Company, Inc., please visit [www.piercefence.com](http://www.piercefence.com) or call (302) 674-1996. Please join us in welcoming Zach Price, Pierce Fence Company, and their team into membership!*





# New Member Spotlights

## Introducing The Delaware Office of Management & Budget (OMB)!

You're probably familiar with the wonderful small and large businesses that operate in Central Delaware because you drive past them, support them, and know them. However, you might not be as familiar with the underlying legislative ecosystem of the State of Delaware, whose work, policies, and laws impact the quality of life in the State. The Delaware Office of Management & Budget (OMB) is a critical governing body for Delaware whose mission is to maximize the value of Delaware's assets and more.

The OMB provides leadership, partnerships, policy development, planning and objective analysis to maximize the value of state assets, including people, facilities, land, and financial resources. This office is split into the Office of the Director, Budget Development & Planning, Facilities Management, Government Support Services, Office of Pensions, and PHRST (the State of Delaware's central payroll operation group for all state agencies, school

districts, and charter schools).

Cerron Cade, appointed by Gov. John C. Carney Jr., in January of 2021 and confirmed by members of the 151st General Assembly, is the present Director for the OMB. His responsibilities include preparing and implementing the Governor's policy agenda by providing objective policy analysis and fiscal management to provide the greatest value to all Delawareans. He is pivotal in providing effective management of Delaware's government finances, human, and capital resources. This is a significant responsibility that impacts all Delawareans.

The OMB is responsible for Delaware's fiscal planning, policy development, and organizational and management analysis. They are also the State Clearinghouse for the application of federal grants. Additionally, the OMB manages the State's facilities which involves ensuring state facilities are energy efficient, architecturally accessible, and environmentally safe. This



includes ensuring that renovations, demolitions, and new construction of state properties occur in a timely fashion while meeting the latest safety standards.

The Office of Pensions maintains comprehensive and responsive systems for benefits and funds management, which helps retain a quality workforce and provides a secure and supportive retirement commitment.

The Delaware OMB does so much for the residents of the state that it would be difficult to fit it

all into one CDCC New Member Spotlight, however, these are just some of the resources and responsibilities of the team working at the OMB.

*For more information about the Delaware Office of Management & Budget, please visit [www.omb.delaware.gov](http://www.omb.delaware.gov) or call (302) 672-5120 for more information. Please join the Central Delaware Chamber of Commerce in welcoming the Delaware Office of Management & Budget into membership!*

## Introducing Destined All-Stars & Athletics!

Are you ready for tryouts? Are you ready to cheer your heart out? Here is a glimpse into Central Delaware's newest and only Black-owned All-Star Competitive Cheerleading Gym – Destined All-Stars & Athletics (DASA)! Located in Dover's Tudor Business Park (560 Otis Drive), DASA offers Competitive and Recreational Cheerleading teams, tumbling, dance, and strength & conditioning for all ages.

We all know the numerous benefits of physical activity, especially with a group of likeminded individuals or a team. Cheerleading goes beyond just physical health. Along with impressive athletic skills, cheerleading instills confidence, teamwork, critical thinking, coordination, determination, and allows for self-expression – all things that are helpful when instilled at a young age. Cheerleading, dance, tumbling, and athletics help build holistically healthy children who are happy and feel supported in and outside of the gym. The "Cheer World" has grown exponentially in the last decade for reasons listed

here and more. Now the Central Delaware area has a wonderful option for children to partake in this sport at Destined All-Stars & Athletics!

Through life's highs and lows, Destined Allstars & Athletics was destined to be! Owner Shaniqua Myles, a Dover recent since age 3, is a proud mother of three (biologically), not counting her nieces and nephews who she loves dearly just like her own. She is surrounded by young, joyous lives, who enjoy outlets such as cheerleading.

"In February of 2022 while expecting my second daughter, I lost my father who I was extremely close with; he was the king and backbone of our family, and we miss him very dearly every day! It was so unexpected and devastating. I knew [starting a business] was something that needed to be done to keep myself as well as my family busy!" shared Myles.

"My oldest daughter 'T' has been doing all-star/competitive cheer and recreational cheer for six total years. We have a true love and

passion for hitting the cheer mat, so this year for her 10th birthday, I presented her Destined All Stars & Athletics as her very own!" continued Myles.

Myles attributes the opportunity for growth as her main motivation for joining the CDCC. "The Chamber offers over the top resources for small and large business owners, like myself, to have an ultimate go-to for networking purposes and to build a general business relationship with others that are on the same mission," stated Myles. She is very excited to be actively involved with the CDCC and to continue learning. "I have heard amazing things about the Chamber and I'm overly excited about being a part of the family!" closed Myles.

*For more information about Destined All-Stars & Athletics (DASA) please visit [www.destinedallstars.spblive.net](http://www.destinedallstars.spblive.net) or call (302) 760-9464. Please join us in welcoming Shaniqua Myles and Destined All-Stars & Athletics into membership!*





# Member of the Month



**NAME:** Shea Brown

**TITLE:** Consumer Lending Manager

**BUSINESS:** Dover Federal Credit Union

**ADDRESS:** 1075 Silver Lake Blvd  
Dover, DE 19904

**HOURS:** 9 a.m. – 5 p.m.

**PHONE:** 302-678-8000

**WEBSITE:** [www.doverfcu.com](http://www.doverfcu.com)

**EMAIL:** [sbrown@doverfcu.com](mailto:sbrown@doverfcu.com)

## Tell us a little about your business/organization:

Dover Federal Credit Union was chartered in 1958 and this month (June) marks our 65th anniversary of serving the financial needs of military and Delaware families. We offer financial literacy programs, great loan products such as auto loans, personal loans, credit cards and real estate loans. We offer business products, services for business owners and even a program to help consumers map and reach credit goals. Today we serve over 40k members and over 450 workplace partners.

## Tell us about your role in the organization:

As the Consumer Lending Manager, my department is primarily responsible for reviewing and underwriting applications. Each application gets individual attention as we assess risk and look for ways to help members meet their borrowing needs.

## Tell us something that makes your business/organization unique:

We are all about “people helping people.” We offer programs and products for all levels of credit. Whether you have no credit and looking for your first car, little credit

and looking to build or blemished credit and looking to rebuild. We offer a very unique program that helps members identify credit opportunities and ways to reach their full credit potential.

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

I see nothing but great things. We continue to grow and I don't see us slowing down. But as we continue to grow, our goal is to help our members grow as well. We strive to make a positive impact to our local and extended communities.

## How has the Chamber helped your business/organization grow?

The Chamber has helped build great relationships through networking opportunities.

## What is your best advice to other businesses/organizations?

A Hi, a smile and a simple conversation can open a doorway to many opportunities. Take the time to know people and always help if you can. The simplest things for one can be life changing to another.



## Paul Seibert, Ambassador

Hello CDCC members and prospective members! My name is Paul Seibert and I'm one of your Ambassadors of the Central Delaware Chamber of Commerce. I grew up in the Baltimore area and I moved to New Jersey in 1993. In 2005, I moved with my wife Gina to Smyrna to pursue a business opportunity and we have lived happily here ever since. Gina is a Commercial Account Manager for S.T. Good Insurance, located in Newark, Del.

Gina and I are fortunate that we can work remotely from just about anywhere we can find an internet signal. We enjoy traveling and working from our “5th wheel” camper, essentially a home on wheels.

Gina and I have three children, all

young men, all married, and five beautiful grandchildren – three boys and two girls -with the oldest turned 7 this past January. Our sons have pursued varied careers; one's a high school math teacher in NJ, our second is an airport operations manager – also NJ – and our youngest is a comic book artist who has participated previously in the Dover Comic Con. Of our three daughters-in-law, one is a research PhD, one is an elementary school teacher, and the other works in agent relations with a large real estate company. Since all live in different parts of NJ, we do our best to see them as often as possible.

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

In early 2018, I decided to put my many years of industry experience to work for myself, so I started my own company, PS Surety Consulting LLC. PSSC is a surety bond broker and most

(not all) of my clients are construction companies, large and small, who need bid, performance and payment bonds to guarantee their work – usually to the entity that is paying for the work. The bonds are guarantees of performance of contractual provisions, so my job requires me to perform credit analysis, financial analysis, read contract documents as well as perform referencing on past performance to increase the likelihood that our clients will be successful. In the government/municipal/public environment, these bonds protect tax-payer dollars against poorly run construction companies! Now you know!

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

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

I was recognized by CDCC at one of our business mixers as a “5-Star” Member, for my participation in various

CDCC events and promotions, a very exciting and rewarding moment for me.

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



## Congratulations - You're a 10!

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



( 20 YEARS )

( 10 YEARS )





# Thank You for Your Renewal!

## RENEWALS FOR APRIL

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
Dover Pools	47	Silver Lining Home Healthcare	10
Merrill Lynch	41	LakeView Realty, Inc.	9
University of Delaware	35	First State Community Action Agency	8
Todd's Lawn Care Service	32	Dover Federal Credit Union-Smyrna	7
Kent-Sussex Industries, Inc.	31	KRM Development Corporation	7
Air Mobility Command Museum Foundation	28	Techno Goober	7
Steve Welde	27	Walmart DC 7034	7
People's Place	21	Avery Hall Insurance Group	5
Comfort Inn – Rehoboth	20	Eye Specialists of Delaware	5
First State Heritage Park	17	The Center at Eden Hill	5
Alternative Solutions	14	PC Christian Radio	4
Hilton Garden Inn	14	Evergreen Farms	2
K. Hovnanian Homes of DE, LLC	13	Shay's Seafood & Soul	2
Service Energy / Poore's Propane	13	Technical Broadcast Solutions, Inc.	2
Sparkle Pools Inc. – Dover	11		

## New Members

### Delaware Office of Management and Budget

Debra Cain-Johnson  
122 Martin Luther King Jr. Blvd. South  
Dover, DE 19901  
302-672-5120

### Smyrna Chiropractic LLC

Matthew DeFroda  
1000 Smyrna Clayton Blvd, Ste. 3  
Smyrna, DE 19977  
302-202-9926

### The Creative Side of Things

Javier Santana  
401 Cassidy Lane, Suite F  
Dover, DE 19901  
302-359-1949

### utransform360

Dianne Cunningham  
114 Sedimentary Rock Rd.  
Dover, DE 19904  
917-674-4235

# Coffee On Us!

SPONSORED BY  
**Tre Sorelle Dolce**

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

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



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

The winner of the last "Coffee On Us" Contest was **Jay Davis of Smyrna School District for correctly identifying the Golf Course at Jonathan's Landing in Magnolia.** Congratulations, Jay – and thank you for playing our game!

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



