



Chamber Connections

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May 2023

CORNERSTONE MEMBERS



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Tee Off with DAFB Airmen This May!



The Central Delaware Chamber of Commerce's (CDCC) Annual Bluesuiters Golf Tournament is practically here already, and we couldn't be more excited to have fun in the sun with

the community. On Thursday, May 11th, 2023, at Jonathan's Landing Golf Course in Magnolia, Delaware, enjoy 18 holes of competitive camaraderie with your fellow CDCC members and Dover Air Force Base Airmen as you swing for the big hole-in-one prize and pursue the position of 1st on the leaderboard!

The purpose of the Bluesuiters Golf Tournament is to promote engagement between Central Delaware's civilian community and our cherished Dover Air Force Base (DAFB) community. To

do that, two community members will be paired with two members from the Dover Air Force Base. The people you will meet at the Bluesuiters are passionate about what they do in Central Delaware and are looking to connect with likeminded individuals like yourself. There is no better way to do that than with a day spent away from the office on the gorgeous green at Jonathan's Landing Golf Course, enjoying a beautiful spring day with the lovely people

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Vote for Excellence: Meet the Nominees!



It's the most wonderful time of the year – time to vote and award Excellence within the Central Delaware Chamber of Commerce community! This is simultaneously an easy and very difficult task because there is so much excellence in Central Delaware that it's almost impossible to choose just one

winner, one employer, or one business. Thankfully, the choice is up to you, CDCC members! It means so much for the nominees to receive votes from their peers.

Every year, the CDCC is honored to facilitate the Awards for Excellence, which showcase the time, talents, and treasure that each nominee has shared. Voters, please take into consideration the growth of the individual/company, their response to trials and tribulations,

and their involvement with their local community. These are pillars of strong leadership skills that must be highlighted.

Each year, business professionals are nominated in three categories: Large Employer of the Year (for companies of more than 50 employees), Small Business of the Year (for companies of up to 50 employees), and Young Professional

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Feel like Royalty at King Cole Farm This May!



The Central Delaware Chamber of Commerce (CDCC) will be hosting our monthly Sunset Business Mixer on Wednesday, May 31, at King Cole Farm (1730 Bayside Drive, Dover) from 5-7 p.m. This is the premiere networking event of the Chamber, and the CDCC is so proud to offer this event for our Central Delaware community. Be sure

to bring your business cards, friendly faces, and smiles as you mingle at the beautiful mansion and new event venue at King Cole Farm. Plan to win door prizes, enter in the 50/50 raffle, witness the pinning of new 5-star members, and more! Consider bringing a door prize to showcase and share your business with a lucky winner. You could be the next member of the month and be featured in the next Chamber Connections issue, too!

The CDCC is proud to organize this

monthly event for members, coworkers, and friends to provide a place for valuable networking opportunities, friendship, and a chance to support local businesses. Are you familiar with King Cole Farm and their incredible venue? If not, this is the time to experience the magic of one of Delaware's newest event venues. Learn about this unique business and the legacy behind the operation. One of the best things

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Dina's Digest



PRESIDENT
Dina Vendetti

So Much to Celebrate!

As I write today, your Chamber is right smack in the middle of what we like to call "Event Season." This cycle in our calendar began at the end of January with the Economic Forecast Breakfast, which was quickly followed by our January Showcase Mixer and Member 2 Member Expo. From there we planned and carried out our annual Home and Garden Show. The Military Affaire was in there somewhere, as well as the Capital Briefing. Our Legislative Luncheon welcomed many in March – and, in April, the 55+ Expo returned to Bally's for its 21st year. Tonight (this will be a happy memory by the time you read this), we anticipate BIG fun at THE Chamber Mini Masters Golf Tournament at Tre Sorelle Dolce Ice Cream & Mini Golf. In the next several weeks, the activities will continue with the Bluesuiters Golf Tournament and will come to a fabulous culmination at the Awards for Excellence Celebration at the end of June.

in celebrating big moments so far this year as well. We've hosted ribbon cuttings for new starts, expansions, book releases, and new locations. We've been excited to bring our ribbon and big scissors with us as we help to mark milestones. Several of our members have celebrated BIG anniversaries – 70 years, 75 years, and even 100 years!

We are always so proud of the accomplishments of our members – and we love to find ways to tell your stories and, well, celebrate you and what you do for Central Delaware. In this issue of our widely read Chamber Connections newspaper, you will read about nine business members who have risen to the top and whose accomplishments are worthy of recognition. These nominees for Small Business of the Year, Large Employer of the Year, and Young Professional of the Year have demonstrated excellence in a way that has impacted our region. I encourage you to take a few moments and read their stories – and then vote for the one in each category that you believe embodies excellence in our business community.

It is imperative that the members of the Central Delaware business community support each other's successes. It has been said many times by many people that "when one wins, we all win!" There is so much good happening in Kent County that it is hard to choose a "best." But by lifting up a "best," we all are motivated to improve, to excel, to grow – and ultimately to contribute to the greater good of Central Delaware.

As always, thank you for your part in making Central Delaware THE place to live, work, and play... thank you for your membership in the Chamber... and thank you for giving us all so much to celebrate!

In addition to these big events, we've connected with many of you at our Coffee Coaching sessions, Member Orientations, Professional Power Up lunches, Leadership Central Delaware class days, meetings of all kinds, monthly Sunset Business Mixers and more. It's a wonderful, busy time of the year with many opportunities to collaborate and with a contagious kind of high energy – it's a season of celebration!

We have been excited to see so many members and guests returning to events in such a big way. Our events this year have carried an atmosphere of happy reunions and collegial fun! People seem really ready to be with each other in person again – connections that lead to mutual support during challenges, and the celebration of wins.

We've had many occasions to join you

Calendar of Events

MAY

- Thursday, May 4**
Leadership Central Delaware
8 am - 5 pm
Economic Development Day
- Thursday, May 4**
Kent County Open for Business
8:30 - 10 am
Kent County Levy Court
- Tuesday, May 9**
CDCC Board Meeting
7:30 - 8:30 am
Faw Casson
- Tuesday, May 9**
Professional Power-Up LIVE! (YPS)
12 - 1 pm
Biggs Museum of American Art
- Wednesday, May 10**
Coffee Coaching
8 - 9 am
via Zoom
- Wednesday, May 10**
Marketing Committee Meeting
10 - 11 am
CDCC Conference Room & via Zoom
- Thursday, May 11**
Bluesuiters Golf Tournament
10 am Reg.; 11 am Start
Jonathan's Landing
- Friday, May 12**
Member Orientation
12 - 1:30 pm
via Zoom
- Tuesday, May 16**
LCD Steering Committee Meeting
12:30 - 1:30 pm
CDCC Conference Room
- Monday, May 29**
Memorial Day
Office Closed
- Wednesday, May 31**
Ambassador Committee Meeting
4:30 pm
Stone Nation
- Wednesday, May 31**
Sunset Business Mixer
5 - 7 pm
Stone Nation

JUNE

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

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

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



CORNERSTONE MEMBERSHIP



Century Engineering – More Than Transportation!



improvements, privately owned vehicle parking, and military vehicle parking. Century is the prime on the project, with an architectural subconsultant and a cost-estimating subconsultant. Responsibilities include overall project management, survey, site/civil design, utility design, utility location, mechanical, electrical, plumbing, structural, stormwater, drainage, erosion control, geotechnical, environmental, soil contamination evaluation, solicitation support, and construction administration.

Century Engineering sets the standard for what it means to be a responsible partner to clients, stakeholders, employees, and the communities in which they live and work. Bringing together the talents of more than 3,000 professionals, Kleinfelder completed the acquisition of Century Engineering in November of 2021.

The mission of Century Engineering is to provide professional services by uniting quality, innovation, and creativity with dedication, responsiveness, and commitment. The purpose of this company is to set the standard for responsible partnership by nurturing our connections with clients, employees, and communities.

For more information about Century Engineering, A Kleinfelder Company, please visit www.centuryeng.com or call 302-734-9188.

Century Engineering, LLC, a Kleinfelder Company is a multidisciplinary consulting firm engaged in the planning and design of a variety of projects for public and private clients in the transportation, environmental, water, buildings, and power industries. Their team serves the mid-Atlantic region from 18 offices located throughout the area. They offer clients a staff of more than 550 technical and support personnel dedicated to providing quality, creative, and innovative professional services in many specialized areas. Employees are skilled in their disciplines and keep pace with the latest design methodologies, construction techniques, and sustainability trends.

Demonstrating just how diverse Century’s project portfolio is, one of the largest non-transportation projects being delivered out of the Delaware offices is the Delaware Army National Guard River Road Training Site Readiness Center. With a \$20M construction budget, the new facility is an approximately 45,000 square-foot building designed to house 3 guard units, administrative staff, conference rooms, lockers, a kitchen, and cafeteria.

The project also includes utility



BLUESUITERS

Continued from Page 1

that make up the Central Delaware community. This is a day for golfers of all skill levels who want to have fun and make meaningful connections.

With every passing day, time is running out to register a golfer or team, sponsor a golfer, to donate a door prize, or sponsor a DAFB Airmen! There are many ways to get involved with this event other than playing, and the CDCC doesn’t want you to miss out on the opportunity to showcase your business and support our DAFB Airmen who are an integral part of our community. Don’t miss this chance to

make memories, show off your swing, and support local businesses and DAFB Airmen!

The CDCC would like to especially thank our Bluesuiters Golf Tournament Sponsor, Homeside Financial, for making this event possible again this year! Thank you to our Driving Range Sponsors: Dover Federal Credit Union -Headquarters, and Residence Inn by Marriot – Dover. Thank you to Tee & Green Sponsors: Air Force Association Galaxy Chapter, Bally’s Dover Casino Resort, Del-One Federal Credit Union, Military Officers Association of America -Dover Chapter. Thank you, Cart Sponsors: First Command, Independent Metal Strap Co., Inc.,

Leander Lakes, LLC, and Wilmington University. Thank to Lunch & Dinner Sponsors: Delaware Municipal Electric Corporation and Pike Creek Mortgage Services, Inc. Thank you to Ball Drop Sponsor: Burke Equipment Company.

We’d like to take a moment to thank and show our gratitude to our accommodating hosts at Jonathan’s Landing Golf Club. Thank you for your support in making this even a continued success!

If you or your business is interested in donating a door prize, registering a team, and/or sponsoring the CDCC’s 2023 Bluesuiters Golf Tournament, please call the Chamber TODAY at -302-734-7513. Secure your spot now!

Your friends at the CDCC cannot contain our excitement as we anticipate seeing you at Tee Time at Jonathan’s Landing Golf Course on Thursday, May 11, for 10 a.m. registration and 11 a.m. shotgun start!



LCD '23: Health Is Wealth!

“The first wealth is health,” American philosopher Ralph Waldo Emerson wrote in 1860. It reminds us that good health is the foundation on which to build a happy life, a strong community, and a stable economy. Leadership Central Delaware’s (LCD) Class of 2023 made its home at Bayhealth’s Kent Campus in Dover, on April 6, to take a deep dive into the world of Health and Human Services (HHS). The class reveled in the incredible hospitality of the staff at Bayhealth as they absorbed new and exciting information about the industry, Bayhealth, and of course leadership practices and characteristics.

Amanda Bowie, MSM, Interim Vice President of Marketing & Communications (LCD Program Chair and LCD Class of 2019), and Alice Rausch, Interim Senior Manager, Marketing & Communications gave a warm welcome to the group and explained what the day would bring. Health and human services is the practice of helping others to evaluate their needs, provide the tools and resources needed to create a treatment plan, and put the plan into action. The mission of HHS is to enhance the health and well-being of all Americans, by providing access to high-quality healthcare, supporting research and innovation, and promoting public health initiatives. Bayhealth, a major healthcare leader in Delaware, was the perfect place to host this day.

First came a behind-the-scenes tour of Bayhealth Kent Campus led by Michael Metzger, VP, Corporate Support Services; Louis Garzarella, Senior Facilities Management Director; Garrett Reece, Senior Stationary Engineer; and Adam Macklin, MEP Systems Supervisor. The class conquered the underbody, control room, security center, helipad, boiler room, and emergency preparedness quadrant of the hospital. They saw all that it takes to run the entire hospital, and what would happen in the case of a major medical emergency – similar to the recent COVID-19 pandemic.

Back in the classroom, first to the podium was Terry Murphy, FACHE, VP and Chief Information Officer, and CDCC LCD Class of 2003. He discussed Bayhealth’s new opportunities, post-pandemic. He shared Bayhealth’s financial standing, impressive new construction renderings, new programs, and Bayhealth’s impact on the community and healthcare industry. He also touched on challenges created by the pandemic, including workforce concerns in the coming years. His presentation was eye-opening and informative—and fun (with trivia questions and gift cards for the correct answers)! Overall, Bayhealth’s Kent Campus is well-positioned for growth and success in the post-pandemic era. By continuing to innovate and adapt to changing healthcare needs, the hospital can provide high-quality care to patients and contribute to the health and well-being of the community it serves.

Bayhealth has been expanding rapidly to accommodate the needs of Delaware’s growing population. Murphy shared the Total Care – Route 9 building progress, new PAM Health Rehabilitation buildings, Blue Hen Mall Clinics, and additions to Kent and Sussex Campuses. The Kent Campus will receive new and updated private patient rooms, in addition to an Intensive Care Expansion, a new Trauma Surgical Pavilion, and a new parking garage (vertical build). Renovations include new and expanded outpatient and primary care sites as well as specialty care units to support the perinatology department (a subspecialty of obstetrics and gynecology), which Bayhealth Sussex is the only hospital in Delaware to offer. Murphy stated, “We’re a community safety net” and “We have to be prepared, this community is growing and aging. In the words of Indiana Jones, ‘Serve with the boulder coming.’”

Next to the podium was Rick Monhk, MSA, MT, and Chief Information Officer, who presented his “Culture in 7.” Culture in 7 refers to the idea that every organization or group has a unique set of shared values, beliefs, customs, behaviors, and artifacts that define its culture. Culture in 7 is a useful framework for assessing and improving organizational culture, as well as for promoting cultural awareness and understanding in a broader context. Monhk heads an extremely diverse Information Technology (I.T.) team of over 160 people, and he states, “I want a bunch of people who want to be great, not good. Take care of each other, this means to support your team, care about them and their lives outside of the workplace and simply have their backs. No surprises. You want to be a valuable resource people aren’t afraid to call, especially in a leadership role. Build your team – personal style aligns with culture. Remember, in the end, it’s all about people – lead by example.” With over 5,200 computers and 800-plus servers, Bayhealth is in the top 7 percent of most wired hospitals in the country.

This system ensures accuracy, improves communication, and most importantly, can save lives.

After a delicious lunch courtesy of Bayhealth, the class regrouped for a presentation on the Social Determinants of Health from Tasheema Heyliger, MSN, BSN, RN, Senior Manager, Clinical Integration and Health Equity. The focus of her work at Bayhealth is breaking down barriers to the social determinants of health (SDoH), a complex task that requires collaborative effort from individuals, organizations, and communities. By working together to address these barriers, they can improve health outcomes and promote greater equity and well-being for all. By expanding access to healthcare services and supporting preventative care, communities can help individuals address health issues before they become more serious. Education and employment opportunities have a significant impact on health outcomes. By improving access to education and job training programs, communities can help individuals achieve economic stability and improve their health outcomes. A referral program called Unite Delaware, is in the works to address issues like housing, transportation, financial problems, and community or family support, and immediate food for the food insecure. They are forming partnerships to check homes, establish community outreach programs/committees, provide high speed internet, and even assemble over 172 bicycles. Plus, food boxes from the Food Bank of Delaware were distributed to inpatients and employees at Bayhealth. Heyliger says, “We are stakeholders; it takes a village.”

After the afternoon break, Audrey Brodie of 1st Class Properties and a Certified Energy Leadership Coach, presented on Energy Leadership. The ability to manage and direct one’s own energy, as well as the energy of others, in order to achieve specific goals and objectives involves understanding the different types of energy that exist, such as physical, mental, emotional, and spiritual energy, and how to harness and direct them effectively. Energy leadership also involves being able to inspire and motivate others, and to create a positive and productive environment that supports individual and collective growth and development. This is achieved through effective communication, coaching, and mentoring, as well as through the use of tools and techniques such as goal setting, visualization, and meditation. Overall, energy leadership is a holistic approach to leadership that recognizes the importance of energy and its impact on personal and professional success. By developing energy leadership skills, individuals can become more effective leaders and create more positive and fulfilling lives for themselves and those around them. Audrey brought wonderful positive energy to the day and left the class to think about their “gremlins,” – the things that hold them back from becoming their best selves and the strategies to overcome them.

Lastly, presenting on Family Medicine Residency at Bayhealth and a tour of the POCM Simulation Center, was Dr. Brintha Vasagar, MD, MPH, FAFAP, Founding Program Director, Bayhealth Family Medicine Residency (Leadership Delaware current), Dr. Kendall Barton, MD, PGY2 Family Medicine, and Dr. Sarah Beebe, PhD, CNM, WHNPr, CHSE, Graduate Medical Education Simulation Lab Program Manager. The PCOM Simulation Center at Bayhealth Kent Campus is an essential resource for healthcare professionals and students in the region. Providing high-quality, hands-on training, the center is designed to



replicate real-world clinical scenarios, allowing learners to practice and refine their clinical skills in a safe and controlled environment. The labs are equipped with high-fidelity mannequins and other simulation equipment, such as task trainers, virtual reality simulators, and video recording systems. The center also has standardized patients, trained actors who simulate medical conditions and interact with learners in a realistic way, including a variety of skin tones.

Bayhealth Kent Campus offers several residency programs for medical professionals, including residency programs in Family Medicine, Internal Medicine, General Surgery, and Pharmacy. The Family Residency

Program is a three-year program that provides comprehensive training in family medicine, with a focus on providing primary care to patients of all ages in a variety of settings. The program includes clinical experience in inpatient and outpatient care, as well as rotations in specialties such as dermatology, sports medicine, and palliative care. The Internal Medicine residency program is also a three-year program that provides training in general internal medicine, with a focus on inpatient care.

It was impactful to hear from a graduate doctor himself, Dr. Barton, who described the extremely stressful process of “match day” which is the day doctors hope to get assigned to

practice in their chosen hospitals across the country. It was also impactful to hear how the GME program is and will continue to impact the state of Delaware, tourism, and job recruitment. According to Alice Rausch, Marketing and Communications, congratulations are in order to the 30 physician residents joining Bayhealth’s Family Medicine, Internal Medicine, General Surgery, and Emergency Medicine Residency programs! These new physicians will arrive in July to start their medical careers at Bayhealth and care for our communities. As a teaching hospital, Bayhealth is proud to be shaping the next generation of doctors and expanding access to exceptional

healthcare in Central and Southern Delaware.

This rounded out Health & Human Services Day for the LCD Class of 2023! It was a comprehensive view of where healthcare is going in the future for Central Delaware and the state as a whole. The class got to see a holistic view of healthcare, its trajectory, and advancements. The CDCC and LCD Class would like to thank our lifesaving, healthcare heroes working to keep the community safe, happy, and healthy every day. Thank you to the day’s co-chairs and chaperones, Amanda Bowie and Alice Rausch, for arranging the days plans, supporting this program, and welcoming us in. We are truly grateful!



of the Year (for individuals between the ages of 21 and 35). All nominations were carefully reviewed by the Excellence in Business Committee and ultimately three nominations were chosen for each category. Now they need YOUR help in recognizing them for their phenomenal achievements throughout the year. The winners are determined by fellow Chamber members and will be presented at the 2023 Awards for Excellence Celebration on June 28.

The time has come to let your voice be heard! Voting is NOW officially open. Each CDCC member business is asked to cast ONE vote in each category for the nominee they think embodies excellence. Now presenting the incredible candidates:

Large Employer of the Year

Bally's Dover Casino Resort
Kraft Heinz
POLYTECH Adult Education

Small Employer of the Year

Ice House:
Wellness + Community
Pressley Ridge
Sambo's Tavern

Young Professional of the Year

Stephen Burgess
Ryne Johnson
Lauren Webb

Members are invited to vote using this link www.surveymonkey.com/r/CDCCAwards2023. Remember: only chamber members are eligible to vote, and only ONE vote is allotted per business.

Consider this your civic calling to support your fellow business community who works alongside you and shares the same goals! This is what makes Central Delaware so unique and the CDCC is elated to facilitate this cause for celebration!

The CDCC is so excited to celebrate this year's nominees, final winners, and the CDCC community at the Awards for Excellence Celebration on June 28 at Bally's Dover Casino Resort – Rollings Center! Thank you to everyone involved for making Central Delaware THE place to live, work, and play – Happy Voting!

Nominees for Small Business of the Year



The Ice House: Wellness + Community

200 Southern Blvd, Wyoming, DE 19934

302-233-3795

purposefullifewellnesscoach.com

Primary Contact: Jessica Moyer, Owner

Mission/Philosophy:

Our mission is to empower the community to prioritize their overall health including mental, emotional, physical, spiritual and social wellness.

Primary good or service provided:

We offer 25 fitness/wellness classes per week as well as special events/workshops. In addition, I offer life and nutrition coaching. My husband Jason and I host couples' workshops throughout the year to foster healthy relationships. Our space is also used for multiple community events and nonprofit organizations as well.

How did your business start?

My business started because I wanted a space to bring the community together for all things, health and happiness. I worked in multiple fitness places as well as over 55 communities and many in-home personal training clients for over 15 years. I started from the ground up, funded the build out as well as the business without any loans!

Number of employees:

Part-time: 6

Describe the growth of your business:

In staffing increases: I started with just me, myself and I and have grown to 6 instructors.

In Sales:

I have 4x my income since opening the doors, despite COVID.

Describe the challenges facing your business:

I have faced a few significant challenges. Of course, COVID was a major obstacle in keeping the gym open as I had only been open 9 months. I had to learn the virtual world and, once reopened, had to maintain all the regulations that were required. I will mention, I did not take any loans or help from the State during this time. In addition, another challenge is navigating the social media world and how to advertise and market the business. As the owner, I am constantly wearing many hats including creating and teaching content for many of the classes, operations, finances, marketing and managing interpersonal relations. Another obstacle I consider is how many people do not prioritize their health and hesitate to invest in themselves.

Describe solutions developed to address those challenges:

The solutions I have implemented include reaching out consistently to my community to see how I can best support them. In addition, I recently hired a coach to help me with marketing and social media. I also speak at many events to spread my message, including a TEDx talk last September.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

I feel successful in the growth of my business due to my obvious passion to help people prioritize their health and happiness. I have offered free workshops throughout the past few years to encourage and educate people on the importance of overall wellness. In addition, I have partnered with other small businesses to support each other through different events and campaigns. I also go above and beyond to support those who come here, whether it is little "love" notes or bringing them a meal if they are sick. It is all about customer service! People know I care! Lastly, I have invested in myself by attending several leadership trainings and wellness certifications.

What are the goals for your business in the next three to five years?

My goals are to continue to organically grow the business, fill all classes, add more instructors with classes as well as offer more wellness events to our community.

What distinguishes your business from the others?

The Ice House: Wellness + Community stands out because we focus on the "whole" individual. This is not just an ordinary gym. You can feel the love, support and encouragement from everyone. In addition, the staff is all certified in their respective specialties. We pride ourselves to meet every individual where they are at and then help them reach their goals. We also offer nutrition events, mindset events, grief workshops, Yes2Health and DE Breast Cancer Coalition community just to

name a few. I have also trademarked a class called M.E.P.S FULL BODY EXPERIENCE that helps women set goals and take better care of themselves.

What contributions have you made in the community?

Serving on boards/committees: I am a board member of Boys & Girls Club of Delaware; Friends of Caesar Rodney; President of Cure SMA DE/South Jersey Chapter; Participant of Delaware Dancing with DE Stars 9 years; Honorary Commander Dover Air Force Base.

Serving as a volunteer:

I have volunteered for many different communities and non-profits throughout the years including Widows 4 Widows, Delaware Hospice, DBCC, Dover YMCA, Holy Cross, Embrace DE, American Heart Association. to name a few.

Providing in-kind services:

I support any organization that aligns with my mission through gift certificates, space donation, etc.



Nominees for Small Business of the Year



Pressley Ridge

942A Walker Road
Dover, DE

302-677-1590

www.pressleyridge.org

Primary Contact:

Dr. Cha-Tanya Lankford, LCSW, Director

Describe the business:

Pressley Ridge provides individuals and families with hope and support through life's challenges via collaborative and inclusive relationships. Pressley Ridge empowers children and families to transform their lives and develop to their full potential. Pressley Ridge was founded in 1832 and remains headquartered in Pittsburgh, Pa. Over the course of nearly two centuries, we have continued to evolve to serve diverse communities, as well as the needs of the most complex youth and families. A legacy of successful outcomes has enabled us to expand services to communities in Central Pennsylvania, Ohio, West Virginia, Maryland, Delaware, and Virginia. Services array in these states include foster care, adoption, community based services, in-home services, outpatient, specialized education, residential, transition age services (youth ages 18-23) and Autism services.

All Pressley Ridge services are guided by a common treatment philosophy called Re-Education (Re-ED), which focuses on the entire ecology of the child and family with the goal of building on existing strengths to bring about positive change. Core beliefs of Re-ED include the importance of trusting relationships with caring, committed adults; the belief that competence can be taught; the understanding of the connection between physical health and emotional health; and that children, youth and families should know some joy in each day.

Pressley Ridge integrates a trauma-informed perspective into all of our services, providing the foundation for a basic understanding of the psychological, neurological, biological, and social impact that trauma has on individuals.

We believe that treatment should be a family endeavor, that every family

member plays an important role in helping to mend. Therefore, each of our programs treat youth by involving families in their care, no matter the volume or complexity of family issues or the severity of the child's needs.

Each year, thousands of children and families find their path through a variety of home, school and community-based services. Our more than 70 innovative programs provide a safe and supportive environment where children, youth and families can work to increase their sense of wellbeing and achieve sustainable, positive outcomes.

Mission/Philosophy:

"To do whatever it takes to create success for children and families."

Our mission statement speaks to our complete and unequivocal commitment to do everything in our power to improve the lives of children and families everywhere—especially those whose lives we touch. There is no challenge too big or barrier too strong to keep us from doing our utmost on their behalf. We succeed when they succeed.

Primary good or service provided:

Treatment Foster Care (TFC)

Years in business: 191

Open since 1832 and located in Delaware since 2003, providing treatment foster care and community-based services exclusively.

How did your business start?

Building brighter futures since 1832, Pressley Ridge got its start as the Protestant Orphan Asylum and the Pittsburgh and Allegheny Home for the Friendless, two of Pittsburgh's oldest childcare agencies.

The Protestant Orphan Asylum, established in 1832 by the First Presbyterian Church, was the first agency for abandoned, neglected, and orphaned children west of the Alleghenies. The second was the Home for the Friendless, incorporated in 1861 by the Second Presbyterian Church. Over the next 100 years, both institutions continued to serve similar populations of children within the same community, the Northside of Pittsburgh. In 1866, the Home for the Friendless became known as Pressley House.

Number of employees:

Full-time: 8 in Delaware

Describe the growth of your business:

Pressley Ridge was invited to the state of Delaware by state officials due to its reputation to care for and support children and families with out of home placement needs. Beginning with one single office in Dover and eventually expanding with locations in all three counties, Pressley Ridge – Delaware has remained flexible meeting the needs of its target population. Providing TFC homes statewide and community-based services to youth who returned home to family, Pressley Ridge prides itself in strong clinical outcomes for youth. Youth engaged with services 90 percent of the time return home to biological, extended and/or non-relative homes in the community. Like many other businesses, Pressley Ridge was not immune to the impact of COVID-19; however, being essential employees our work never stopped. Both the pandemic and increased federal regulations on family preservation efforts overall capacity drastically declined by almost 50 percent.

Describe the challenges facing your business:


Specializing in high/treatment level foster care serves as a double-edged sword. With the specialization we have evidenced based interventions that support the overall well-being of those served and on the other hand requires a great deal of direct service. As a result, Pressley Ridge has this single primary service offered in the state. Our locations in other regions offer a wide array including education, outpatient, workforce development and residential services.

Further our professional licensure body, National Association of Social Workers implemented licensure requirements during the pandemic making recruiting and retaining qualified direct care staff a challenge. Similarly, contractual reimbursement rates for services delivered do not correlate with inflation.

Describe solutions developed to address those challenges:

As a non-profit agency we are accustomed to working non-traditional

Continued on Page 8





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Nominees for Small Business of the Year

PRESSLEY RIDGE

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work hours. As such, to support its workforce and TFC families, flexibility, recognition, and utilization of technology has helped us continually meet and exceed the needs of the youth and families we serve. Understanding and achieving work/life balance is difficult, and our leadership is intentional in offering flexible and work from home hours as needed so that staff can take care of themselves and their families. Regular staff recognitions; wellness-themed focused activities including off-grounds staff retreats have mitigated stress of the day-to-day. Leadership utilized surveys, 1:1 discussion and general staff meetings to not just lament problems faced in the field but collaborating to identify strategies to increase staff engagement to manage compassion fatigue (a by-product) of the profession. During the on-set and height of the pandemic, the program staff lead virtual (Zoom) Wellness Wednesdays where staff and foster homes joined Wednesday evenings for cooking classes lead by a local chef; paint night; yoga and open discussion to mitigate fear while maintaining a sense of community. Practicing social distancing mandates, National Foster Care Month (May) celebrations continued via utilizing a local food and dessert truck to cater meals for families and offering family portraits at a local park by photographers.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

Developing and sustaining community-based partnerships and collaborations have bridged the gap to provide in-kind services and supports to children and families that far exceed contractual payment. From Greek letter organizations, professional affiliations, corporate sponsors, the faith-based community, and individuals coined as “Friends of Pressley” all have aligned with the program’s mission and vision to support youth and families impacted by foster care. Holiday “Angel Tree” projects, where each youth is showered with multiple holiday gifts, back to school supply drives, covering expenses for summer camps, family vacations and cultural events and even paying for staff/TFC parent training to further develop trauma informed treatment practices for those served. Pressley

Ridge Delaware is fortunate to have a community that supports it.

Always identifying solutions to presented problems the program has tailored its services to meet emerging and even unidentified needs of the state. For example, with a decrease of foster homes to support youth with great needs (criminal histories, aggressive/defiant behaviors, behavioral and mental health and compounding trauma histories) many youths found themselves sleeping in state offices over the weekends. Pressley Ridge partnered with the state to identify community foster homes willing to serve as temporary placement options so that every child impacted has a bed and family to be connected to until long-term placement options are identified. Again, it is the flexibility and solutions focused internal staff of the program to ensure this modified service was implemented effectively and efficiently.

Additional innovative strategies were the development of the country’s first and only Evidenced Based Training Curriculum for foster families. This was a long process, but Pressley Ridge found it essential to legitimizing its service and setting itself apart. During COVID our training program was deemed Evidenced Based. Similarly, it was previously shared that the organization often seeks the voice of its staff and families to share programming. As a result of feedback received Pressley Ridge implemented HR benefits that included an additional day of leave to celebrate a staff’s birthday. Just as impressive was the implementation of the Treatment Parent Assistance Program (TPAP), this program is similar to Employee Assistance Programs (EAP) but are offered as an additional benefit (at no cost) to the TFC parents. Pressley Ridge is a trauma informed organization; understanding that life does not occur in silos and that everyday life circumstances also impact our families, the TPAP offers health and wellness programming; counseling; training and an array of work/life webinars to support the foster family and members of the household.

What are the goals for your business in the next three to five years?

Diversification is key. It is the goal of Pressley Ridge Delaware to expand its service array to increase broader community-based services that aligns with federal mandates supporting families prior to the need of foster care.

This includes active target recruitment of TFC homes statewide to support the diverse and specified needs of youth needing temporary out of home placement.

Further the program hopes to leverage its Evidenced Based curriculum and sheer brain trust of its internal staff to be considered as experts in the field and lend its voice in community education, training, and support for those impacted by trauma.

Increasing community presence and name recognition will only solidify the programs footing in the community. Pressley Ridge- Delaware has been a member of the Central Delaware Chamber of Commerce for well over a decade with two Lead Central Delaware (LCD) graduates (class of 2014 & 2016). This involvement has proven invaluable in supporting the program and further engagement is an identified goal.

Continued development with two other primary resources have been identified as well. The State of Delaware Court Appointed Special Advocate (CASA) and Trauma Matters Delaware, a newly formed non-profit by Gov. Carney’s vision of having Delaware become a trauma informed state. Both latter organizations serve and support the marginalized; disenfranchised and with the focus of increasing awareness and making trauma interventions as common as Universal Precautions.

What distinguishes your business from the others?

Being a Treatment Foster Care (TFC) provider, offering high level of

service interventions with specialized training and evidenced based services than traditional foster care; remaining connected with youth and families post the end of TFC services with the goal of a child never returning to care, but linking families to existing community-based resources and providing on-going in-kind supports. Being recognized after extensive research and study trials as an Evidenced Based training provider who provides targeted recruitment of foster homes to meet the unique needs of our population.

What contributions have you made in the community?

Pressley Ridge is active in the community with staff/leaders serving on an array of community-based boards and committees which have included: former Board Chair of Zoe Ministries, current Board Vice Chair of Trauma Matters Delaware, State of Delaware Foster Care Providers community. The program director has served as an adjunct professor at Delaware State University and the School of Social Work with the goal of influencing the next generation of social workers in the field.

A firm believer that support is reciprocal, Pressley Ridge – Delaware supports via volunteer efforts and in-kind donations to an array of educational, community based and faith based organizations, to include but not limited to DAPI, Calvary Baptist Church, Solid Rock, First Pilgrim & Union Baptist Church, the Delaware Food Bank, Salvation Army, Sheppard’s Place and maintains highway clean up space via the State of Delaware Adopt-A-Highway program.



Nominees for Small Business of the Year



Sambo's Tavern

283 Front Street

Leipsic, Del.

302-674-9724

Primary Contact:

Isaac & Elva Burrows, Owners

Describe the business:

To provide the best seafood in the region by consistently doing things the way they should be done – the right way.

Primary good or service provided:

Delicious, local seafood, primarily crabs and crab cakes

Years in business: 70

How did your business start?

The business was created in 1953 by farmer and crabber Samuel "Sambo" Burrows out of his love for good food.

Number of employees:

Full-time: 2, Part-time: 8

Describe the growth of your business:

Sambo's team is so pleased that the restaurant has become a destination for travelers to Delmarva. Its laid-back charm and legacy of serving the best have drawn customers from all over! Over the years, Sambo's has gone from being a little, quaint spot where the locals eat to a restaurant that boasts clientele from all over the world! Customers are encouraged to place a pin on the eatery's world map designating their origin – there are pins on every portion of that map.

Describe the challenges facing your business:

When you have been around for 70 years, you understand that challenges come and go, and most depend on what's happening in the world. Sambo's has faced economic challenges as recession and inflation have periodically reared their ugly heads, there have been challenges when the country's been at war, challenges through the gas crisis, challenges through civil unrest, and more. Recently, the COVID-19 pandemic presented massive challenges as the business was forced to remain closed for a time during the shutdowns and its major source of income was cut off. Since the pandemic, workforce challenges have made it difficult to staff the restaurant and supply costs have forced an increase in prices. But through it all, Sambo's has remained a stable business that has found its way

into the hearts of many.

Describe solutions developed to address those challenges:

Our solutions to any challenge involve digging deep, hanging on, and doing the very best we can with what we've got. Samuel "Sambo" Burrows was a big believer in hard work, honesty, resilience, and grit. His example inspires us to do everything we can to continue his legacy.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

While on the surface, this may not sound imaginative or creative, in our day, it surely is: Sambo's innovative process is to cling to those standards that made them who they are today. They stay the course of quality, value, and excellent customer service. They place a high priority on consistency and not taking any shortcuts – they do things the old-fashioned way, the way they were taught by their father and founder. Those business principles have made them who they are – and they trust they will guide them into a bright future.

What are the goals for your business in the next three to five years?

The goals are the same as they always

were – to provide a wonderful seafood dining experience that includes the highest quality food and excellent customer service to whoever comes through the door.

What distinguishes your business from the others?

There are several factors that distinguish Sambo's from their competitors: their 70-year legacy, their attention to detail, their insistence to continue to use paper, pencil, and telephones to communicate, their unwavering consistency, and their absolute authenticity in the ingredients they use, the way they prepare them, and in the way they serve as an example of what life is like on Delmarva.

What contributions have you made in the community?

Sambo's contribution to the community has been to provide a consistent beacon of all the best. They have brought good seafood to a higher level, they have provided jobs, and they have created an establishment that people have counted on for 70 years.



Nominees for Large Business of the Year



Bally's Dover Casino Resort

1131 N. DuPont Highway,

Dover, DE

302-674-4600

www.ballysdover.com

Primary Contact:

Nick Polcino, VP & General Manager

Primary good or service provided:

Hospitality and Casino – Entertainment Company

Years in business: 27

How did your business start?

The industry that forms the backbone of why we came to be, Standard-bred horse racing, started in 1969. Dover Downs Slots opened in December 1995, and in 2007 we added an additional 268 rooms making us the largest hotel in Delaware, with 500 rooms at that time. Table games were added in 2010. In 2019 through a reverse merger, we became part of Twin River Worldwide Holdings. In 2021/2022 we rebranded to become Bally's Dover Casino Resort.

Number of employees:

Full-time: 650, Part-time: 150

Describe the growth of your business:

In staffing increases: Unfortunately, like many businesses, we have not yet returned to our staffing numbers pre COVID. It has remained a challenge to obtain qualified individuals to round out our team. However, the strength of our business and our success is due to each and every employee that we currently employ.

In Sales: Our convention business is growing to the level of pre-COVID demand, yet we are still challenged in staffing to fully service this growing appetite in the capital of this state, which is great. The gaming floor remains steady, pushing through the impact that COVID had on our business and reaching levels that rival pre-pandemic. The hotel and food & beverage aspect of our business is on the rise, and we see great things to come in the future.

Describe the challenges facing your business:

Staffing continues to be a challenge throughout all sides of the business, overtime is higher, scheduling is difficult, but customer experience must remain top notch. This impact holds us back from offering some of the amenities that we have previously been able to offer, we continue to push through and remain positive that we can attempt to bring back some amenities that are sorely missed. Another challenge we face is dealing with vendors in a post-COVID world, trying to get supplies, equipment, etc. in a timely manner for additions and repairs on property, e.g., wait times have been extended by months, not weeks, in some cases for parts.

Nominees for Large Business of the Year

Describe solutions developed to address those challenges:

We try to be creative in our recruiting efforts, licensing process and every other aspect of getting folks hired and through the door. Also, we want to retain our current employees obviously, so we work hard to find ways to ensure they feel their employment needs (as well as ours) are being met e.g., scheduling, salary, benefits, employee events, and more.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

This isn't innovative, but it's a lost business practice, focusing on core values. It's really that simple. Everyone gets in panic mode and tries to reinvent the wheel. When faced with adversity, your core values are what you need

to rely on to help you get through the tough times and rise above it.

What are the goals for your business in the next three to five years?

Three goals that we have is:

- Grow our business and stabilize our presence in the community and the region.
- Maintain and increase our team to enable a full portfolio of options to our guests and prospective customers.
- Expand offerings that we have here to fully encompass a growing and diverse customer base.

What distinguishes your business from the others?

Our business is clearly distinguished from other businesses, simply for the fact that we are 1 of 3 businesses in our state in this industry. We host an

abundance of options under one roof. We are the industry that caters to every adult's entertainment needs. We are the epitome of the service industry, housing the elements that are available to the public. While other businesses are closed on holidays or for various reasons, we are here to welcome all 365 days a year and we have 365 days to make an impression to help continue to grow.

What contributions have you made in the community?

Through our Bally's CREW program, we have participated in 1-2 volunteer activities monthly for various organizations throughout Delaware.

Serving on boards/committees: Central DE Chamber of Commerce, Kent County Tourism

Serving as a volunteer:

DE Food Bank, Central DE Habitat for Humanity, Adopt A Highway, Earth

Day City of Dover, Dover Days, and many more throughout Kent County

Providing in-kind services: DE Breast Cancer Coalition, CDCC, fire departments, police departments, KSI Industries, Harness Horsemen, DE Ronald McDonald House and more.



POLYTECH Adult Education

823 Walnut Shade Road

PO Box 102

Woodside, DE

302-697-4545

polytechworks.com

Primary Contact:

Betsy Jones, Ed.D., Director

Mission/Philosophy:

Strengthening the workforce and our community.

Primary good or service provided:

Adult basic, secondary and adult postsecondary workforce development programs in construction and mechanical trades, healthcare professions, IT, operations and leadership. Our constellation of services also includes family engagement programs such as our ESL/family literacy program and the Polytech Parents as Teachers program.

Number of years in business: 60+

How did your business start?

Polytech Adult Education is the adult division of the Polytech School District. We were established to provide essential services to adult learners in Kent County, Del.. That mission has developed over 60+ years and includes James H. Groves Adult High School, GED prep, English as a Second Language, workforce development certificate programs in high demand occupational areas, State of Delaware Registered Apprenticeship programs in the construction trades, mechanical trades transportation & logistics, information technology, and our nationally accredited Practical Nursing Studies diploma program.

Number of employees:

Full-time: 15, Part-time: 150+

Describe the growth of your business:

In staffing increases: As a service provider, our staffing is driven by demand. One area where we have seen growth recently is among positions that provide student supports such as job placement assistance and referral to community resources.

In sales: In education our productivity is measured by program participation and program outcomes. Currently our fastest-growing program areas are in the skilled trades (both construction and mechanical), transportation

& logistics, and practical nursing. We have also seen significant growth in programs that support English language learners. Participation rates in these areas are growing rapidly; student success and job placement rates are also outstanding.

Describe the challenges facing your business:

Our adult division is funded with competitive grants, tuition revenue and/or State of Delaware adult training tuition assistance programs. One significant challenge we are currently facing is how to ensure access to qualified applicants when grant funds and/or adult workforce development funds aren't available.

Describe solutions developed to address those challenges:

Our team continues to pursue new and expanded state and federal funding opportunities and other grant opportunities.

Describe a creative, imaginative, or innovative process you have developed that has helped your business grow:

Partnership continues to be a core goal of our organization and is the most significant aspect of our business growth. For example, we work directly with industry partners to provide

access to training targeted at meeting very specific local workforce needs, at no cost to participants. We recently established a statewide partnership with New Castle County Vo-Tech Adult Education and Sussex Tech Adult Division to stand up Transportation & Logistics training statewide. Utilizing funds obtained through a federal grant from the US Department of Labor, we will provide free statewide training for nearly 200 Delawareans over the next two years. Training will be tailored to county workforce development needs and will include CDL training, welding, warehousing & logistics, diesel mechanics and more. Information about this initiative can be found online at www.adultedworks.com.

What are the goals for your business in the next three to five years?

We celebrated the grand opening of the Polytech School of Aviation Maintenance (PSAM) in January 2023. A top priority for our next 3-5 years is to solidify the PSAM as a regional provider of programming in aviation maintenance, including registered apprenticeship and national certification.

What distinguishes your business from the others?

Polytech Adult Education was established to provide essential services

Nominees for Large Business of the Year

POLYTECH

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to adult learners in the community. Strong, longstanding community, industry and agency partnerships are a hallmark of the Polytech program. These partnerships facilitate access to support services that reduce or eliminate student barriers to success, as well as provide opportunities for employment and postsecondary education/training, concurrent with enrollment and after credential completion. The adult secondary and postsecondary programs at Polytech function as a combined program serving more than 2500

learners annually, with many common performance measures, complementary services, and shared resources.

What contributions have you made in the community?

Serving on boards/committees: Members of our staff serve on various committees related to their program area(s). These include La Collectiva of Delaware, the ESL Network, program advisory boards at Delaware Tech, Delaware State University, New Castle County Vo-Tech and Polytech High School, and the Delaware Department of Education Multi-language Learners

Steering Committee.

Providing in-kind services:

Education and workforce development services are a community resource, an in-kind contribution to the community.



Kraft Heinz

Kraft Heinz

1250 West North Street

Dover, DE

302-734-6237

www.kraftheinzcompany.com

Primary Contact:

Kevin Mills, Plant Controller

Mission/Philosophy:

To be the best food company, Growing a better world

Primary good or service provided:

Dover manufactures all of the Stove Top, Shake 'n Bake, Baker's Coconut, Jell-O, and almost all Crystal Light, Kool-Aid, Tang products

Years in business: 59 (Dover Plant).

How did your business start?

It started as families from four different plants moved to the consolidated Dover plant in 1964 where they produced Jell-O under General Foods.

Number of employees:

Full-time: 639

Describe the growth of your business:

In staffing increases: The Dover Plant has been an integral part of the Dover economy since its groundbreaking in 1964. Some may say it's become a "family business" with the amount of family members working at the plant. The growth opportunities, competitive pay and benefits, and family atmosphere bring many employees to Kraft

Heinz Dover and help keep them there. The company has always been based on family employment and it is a part of the culture here. This helps to ensure we continue to hire qualified and trustworthy employees to make good product that will be enjoyed by all. We continue to gain new business through the ideation of new products as well as through the capability of the plant.

In Sales: In 2016 we built a bakery in the plant to bake the bread for both Stove Top and Shake 'n Bake; in 2018 we recommissioned a line to allow us to make the large canisters of Crystal Light, Kool-Aid, and Tang. Our internal team works very closely with R&D to find new products to make here as well as innovative ways to run current products more efficiently.

Describe a creative, imaginative or innovative process you have developed that has helped your business grow:

Kraft Heinz was listed as the No. 2 most innovative company within the Consumer Goods sector for its efforts to disrupt the food category, including making plant-based foods more approachable through its Kraft Heinz Not Company joint venture that launched in 2022. As part of its portfolio innovation and renovation, Kraft Heinz has reformulated its iconic Capri Sun juice drink, the largest renovation to the product since 1986, to reduce the amount of sugar by 40% on average. In addition, the company launched Homebake, a new-to-the-world product that combines consumer insights with a first-of-its-kind technology to reimagine family dinners. These are just a few examples demonstrating how Kraft Heinz is driving innovation to lead the future of food.

What are the goals for your business in the next three to five years?

Continue to partner with the local community to support underprivileged populations, grow the brand, and invest in the development and training of our employees.

What distinguishes your business from the others?

We are the sole manufacturer of almost all our iconic brands including Stove Top stuffing, Shake 'n Bake, Jell-O gelatin and pudding.

What contributions have you made in the community?

Kraft Heinz hosts events that bring families together, whether they work at the plant together or not. Employees and their families participate in Habitat for Humanity, Heart Walks and other community events. Just last year, the plant hosted a Rise Against Hunger meal packing event with our employees. Rise Against Hunger works with Kraft Heinz to help undernourished children and families reach their full potential.

Serving on boards/committees: CDCC

Serving as a volunteer:

Heart Walk, Food Bank, Habitat for Humanity



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Nominees for Young Professional of the Year



Stephen Burgess

Emergency Operations Center Manager (EOC Manager)

Fireside Partners, Inc.
60 Starlifter Avenue, Suite 101
Dover, DE
302-613-0007
firesideteam.com

Years at your current company:
6

Describe your current role with the company/organization:

I manage Fireside's 24/7 Emergency Operations Center (EOC), which provides emergency preparedness, monitoring, and response services for over 200 organizations worldwide. My current responsibilities include the following:

- Serve as the Product Manager for Fireside's Flight Monitoring service, supporting a fleet of nearly 900 aircraft with 250,000+

flights monitored per year

- Serve as the Product Manager for Fireside's Marine Vessel Monitoring and Hazardous Event Monitoring services
- Provide oversight, guidance, and developmental support to Fireside's Air-SOS Program, which provides dignified remains transport and air ambulance services
- Guide and support clients' responses to critical events and emergencies
- Travel to facilitate in-person emergency response training with clients
- Support the development of clients' Emergency Response Plans
- Oversee account management and customer service activities
- Develop and sustain industry partnerships

What are your professional goals in the next three to five years?

I've devoted most of my time and effort over the last 6 years to developing the team of professionals I'm privileged to lead, to improving our products and services, and to growing our client base. Over the next three to five years, I will devote more of my time towards increasing my personal fund of knowledge and gaining additional professional credentials, which I then hope to leverage to further the impact I have on our company and my team.

What distinguishes you from other young professionals? (Give an example of your positive leadership or achievements.)

In my time at Fireside, I've helped grow our client base from 74 under contract, to over 200, and I've helped double the fleet of aircraft we monitor, to nearly 900. After starting at Fireside, I orchestrated a complete re-structure of our monitoring services, which have become the core reputation driver for our company, and result in significant word-of-mouth sales and referral business for us every year. Along with that restructuring, I designed a new Operations Center in our Dover headquarters, which we moved into in 2017. I also developed a comprehensive training program for our operations center personnel and grew our team by 215 percent. I was instrumental in standing up an internship program with two local universities, which has had 11 successful participants so far. Finally, I've led our operations team through 107 emergency response cases and 37 emergency airlift missions and have personally handled over 3,500 monitoring events. We are also proud to maintain an over 98% client retention rate, which we sustained even despite the COVID-19 pandemic, when much of the aviation industry ground to a halt.

What contributions have you made in the community?

Serving on boards/committees: I serve on the Steering Committee for Leadership Central Delaware and serve as a co-chair for the program's annual Public Safety Day.

Serving as a volunteer:

I volunteer extensively with Team Rubicon USA, a disaster response nonprofit comprised primarily of military veterans and first responders. With Team Rubicon, I've deployed to New Bern, N.C., Panama City, Fla., Houston, Texas, and to Dover on disaster response and recovery operations following hurricanes, flooding, and tornadoes.

Additional personal information you would like to share: (Educational background, accomplishments, awards received, etc.)

I studied aviation at the University of North Dakota. I'm a private pilot, and I'm also currently working on my commercial UAV pilot rating. I recently started a small photography business, Delmarva Headshots LLC, which is focused on serving small businesses, entrepreneurs, and young professionals. I also play the drums and I'm an avid mountain biker (yes, Delaware has great mountain biking!).



Ryne Johnson

Account Manager
Advantech

151 Garrison Oak Drive, Dover DE 19901
302-674-8405
www.advantechsecurity.net

Years at your current company:
6

Describe your current role with the company/organization:

As an account manager, I am responsible for visiting with clients to design, prepare and plan implementing security solutions that enhance the life safety of all stakeholders. This includes meeting with clients and prospective clients, evaluating security concerns, designing a system with engineers, and preparing an agreement to review with the client. At Advantech, we pride ourselves in being a value add to our clients and valuing the client relationship/experience more than a quota.

What are your professional goals in the next three to five years?

- Be in the top of the field as far as industry expertise and systems knowledge
- Make a positive impact on the safety and well-being of the

community

- Educate community on real-life threats and responses to active shooter events utilizing technology

What distinguishes you from other young professionals? (Give an example of your positive leadership or achievements.)

At the early stages of my professional career, I have found separation from other young professionals in some ways. I am very willing to assist on the installation side with the technical team; to meet project deadlines. This not only allows me to build a rapport with the field technicians but develops my systems knowledge. It is important to do the labor-intensive work because you can appreciate the technician's attention to detail, on the job, and see the business from a different lens.

At 29, I realize that levels of success are relative, while I am comfortable with current results of my efforts, I'm not complacent, nor am I consumed by it. I am willing to seek and absorb advice from people who have succeeded by overcoming adversity. The cheapest lessons to learn are from the mistakes of others.

What contributions have you made in the community?

I served as the assistant boys' lacrosse coach at Caesar Rodney High School in the springtime. This allowed me to give back to the community through a game that taught me so much. It is much less about the game and more about using team sport to explain adversity and teach life lessons that can be applied to future endeavors. I was fortunate enough to have role models in my life and I pride myself on being

Nominees for Young Professional of the Year

RYNE JOHNSON

Continued from Page 12

that to the current players. I am a member of the Honorary Commander program at DAFB for the AFMAO group and being able to connect with those that serve and sacrifice for a cause greater than themselves!



Lauren Webb

Director of Operations

Dedicated to Women, ObGyn

200 Banning Street, Suite 320

Dover, DE

302-674-0223

dedicatedtowomenobgyn.com

Years at your current company:
2.5

Describe your current role with the company:

As the director of operations of Dedicated to Women, I do a lot of the ordinary day-to-day leadership and oversight. It's exciting work, overseeing Epic/EMR build, policies and workflow management, change management and project leadership, IT support, MFM and Radiology management, hiring and evaluations, establishing performance and outcome goals alongside the board of physician directors, and so much more. But what really resonates with me is the daily interactions with our team and community. I strive to create and cultivate a culture within our company that is felt from both inside and outside of the main halls. A place where both the patient and the employee feel as though they belong, and they are truly valued for their talents. I work alongside our marketing director to spread the word of who Dedicated to Women really is within the community through events, site visits, and digital

Additional personal information you would like to share: (Educational background, accomplishments, awards received, etc.)

I was born and raised in Kent County – I was fortunate enough to receive a scholarship to play lacrosse at a

marketing, I attend events to promote and celebrate the accomplishments of our remarkable providers, and work to create a frictionless experience for our community as they travel from office to office through all our office renovations and thought-out design plans. I keep a very literal open-door policy, for anyone that needs a safe space to talk through any situation. As a leader, I am dedicated to helping the team members grow within their current roles, and within themselves outside of work. I work hard to understand all the processes that happen end to end within our practices, not to micromanage, but rather to support and celebrate those that do the tasks and work that make our team shine bright! I am responsible for providing strategic direction for the practice to continue to develop and expand, as well as driving improvement, optimization, and standardization across all of our practices.

What are your professional goals in the next three to five years?

I never want to stop learning. There are always ways to improve or challenge myself. I hope to stay with my current company through continued, tremendous, growth as the state's largest private ObGyn practice, and help expand the reach of community members we serve. I hope to bring in additional service lines and make well women's care a priority for our community and make all feel welcome when they walk through the doors of DTW. I want to continue to grow our footprint in Kent and Sussex County, and really make an impact on the lives of those that work for Dedicated to Women. I hope to create a company culture of trust, creativity, and endless opportunity. It's very important to me to serve the young women that work for us currently. I want to teach our staff that growth can happen from within and to celebrate accomplishments (every small victory leads to

Division I school in Maryland (Mount St. Mary's University). While playing I received first team all-league honors and the HEADSTRONG Foundation's Nick Colleluori achievement award for my team. Most importantly, I was a two-time captain and was able to get my MBA while away at school. Leadership has always been something

greater success) and that it isn't always about climbing the corporate ladder that equals success. Learning new skills, working on a special projects, or trusting yourself to be ready for more, all count as growth and success. I am committed to achieve AIUM certification for our maternal fetal medicine team, continue to streamline all workflows for efficiency, and create a frictionless feeling of care for our patients as they travel throughout Delaware to visit any of our offices. A personal professional goal of mine within the next 3 years is to start an organization that helps young women that are new to leadership, or professional positions. Working alongside many Chamber members has given me a huge network of successful women that have learned to manage motherhood, personal growth, and finding confidence. I would like to be able to create a bridge to connect young people in our local communities with those that have put in the work and have proven that success can happen, supply them with very needed learning and resources, and teach the next generation that we each get to define that roadmap for ourselves!

What distinguishes you from other young professionals? (Give an example of your positive leadership or achievements.)

Following your dreams with determination and self-belief is truly something powerful. I do not have a formal degree, but I am determined to be the best leader and mentor to my team. This is something that created a mental block for me for some time, but once I realized I can achieve my success, as defined by me, the opportunities poured in. I have been dedicated to learning all I can from work experiences and from building relationships with those around me. Connection has been the driving force to my desire to be in leadership. I knew I wanted to

that I have valued and that is exactly what brought me to Advantech. I currently live in Magnolia with my wife Sara, daughter Raegan and dog Cooper.



work in a position that would allow me to change lives; not only those we impact as patients, but those that serve the community every day on our team. I want young professionals, and all professionals, to recognize their abilities and never give up on their capacity to grow. Not all growth is linear, we must walk through the trenches of hard work and dedication to open our opportunities sometimes. I want young people to know they don't have to "fit in" to a social norm to be excellent, you must create the path that's for you. My goal in every aspect of my life is to inspire, to make the boring magnificent, and to always influence the energy in the room in a positive light. In today's world, and especially in leadership, this is often a major challenge. Surrounding myself with incredible influence is a major part of my journey, and I would be mistaken if I didn't take the opportunity to thank LCD class of 2022 for all the encouragement and support. Being involved with other leaders within the community has been the best way to pour back into my community. Something that distinguishes me from other young leaders is truly wanting to create a leadership style that promotes courage to become one's best self for my team. To connect deeply with my staff and encourage them to want more than they ever dreamed of themselves. I recognize my responsibility to teach and empower every member that joins our workforce. I want a team that truly chooses to serve their community and enjoy their work environment.

What contributions have you made in the community?

Serving on boards/committees: LCD Steering Committee, CDCC Young Professional Committee



Dedicated to Women

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Everything is Better When It's Fun-Sized!



Teams of four competitively putted their way through all eighteen holes of mini golf in the hopes of receiving low pars and a shot at winning the prized Chamber BLUE jacket. Our guests exchanged laughs, cheers, words of encouragement, and of course, their business cards as they expanded their networks, made new friends, and had fun while doing it!

Attendees took advantage of the premiere networking event of the Chamber as they connected with their local Central Delaware community over a relaxing game of mini golf at one of the happiest places in Kent County. Guests, both players and spectators, brought the joyful magic of Central Delaware as they exemplified the tight-knit business community of the area. The CDCC was proud to see representatives from businesses large and small converse and cheer each other on to grow and support Central Delaware together.

A special congratulations to our new 5-star member, Jessica Moyer, who was ceremoniously pinned at the event! The 5-star members are recognized for their dedicated engagement in the CDCC demonstrated by completing their 5-star journey map with us. Find out how you can become a 5-star member by emailing cfriese@cdcc.net today!

Everyone played amazingly. However, there were a few

exceptional golfers who brought their a-game. Congratulations to our 2023 Mini Masters champions! Awesome job to Javier Santana who filled in for Tina Bradbury of the Downtown Dover Partnership for winning the Hole-In-One challenge. Congratulations to "The Millworkers" of Wyoming Millwork for having the best overall team score. Congratulations to "Fore Fifer Farmers" of Fifers Farm Store & Kitchen and "The Ice House Angels" of The Ice House: Wellness + Community for winning the best dressed costume awards. Congratulations to Jessica Moyer of the Ice House: Wellness + Community for receiving her 5-star pin. A final congratulations to THE 2023 Chamber Mini Masters Champion, Dave Failing. Thank you to all players and guests for creating a memory to last forever!

The CDCC would like to thank all our gracious sponsors, without whom the Mini Masters and April Sunset Business Mixer would not be possible: BBSI, Dover Pools, i.g. Burton Auto Group, Fifer's Farm Store & Kitchen, Pike Creek Mortgage Services Inc., Sam's Club, Bally's Dover Casino Resort, Chesapeake Utilities Corporation, Delaware Electric Co-Op, High Ground Creative, Kent County Tourism Corporation, Lakeview Realty, Pierce Fence

Company, Inc., and WSFS Bank.

Thank you to C.M. Baker Photography's Shasta Shutterbug photo booth for being present and creating memories for our guests. Thank you to Chris of Fordham & Dominion Brewing Company for offering beer tastings for guests to enjoy. Thank you to Woody's on Wheels for supplying delicious food for all attendees.

A special thank you to Mike Marasco and the team at Tre Sorelle Dolce Ice Cream & Mini Golf for welcoming the Central Delaware community into their lovely location. This event would not be possible without them.

Thank you to all our attendees for joining YOUR CDCC at this event and continuing to make Central Delaware THE place to live, work, and play. None of this would be possible without your time and participation – Thank you.

For more information about upcoming mixers and events from the CDCC, please don't hesitate to call 302-734-7513 to register or visit our website at www.cdcc.net. We can't wait to see you at an upcoming event soon!

What is it about mini things that bring so much joy, adorability, and smiles? If you figure it out, let the CDCC know! Oh, what fun it was to watch the Central Delaware Community mix, mingle, and putt-it-up at the third annual Mini-Masters Mini Golf Tournament in conjunction with the April Sunset Business Mixer from the Central Delaware Chamber of Commerce (CDCC)! Attendees brought their A-game and cheerful spirit to Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming, Del., for great fun, great food, and great company on April 26.



Congrats to Jessica Moyer of the Ice House: Wellness + Community for completing her 5-star journey and receiving her 5-star pin!



Champion – Dave Failing of Wyoming Millwork





Best Costume - Ice House & Fifers

Best Overall team – The Millworkers



SUNSET MIXER

Continued from Page 1

about the CDCC’s Sunset Business Mixer is that you never know who you may meet or what new relationships you may make. This monthly event is known for bringing the community together in a fun way that allows everyone to help each other grow Central Delaware together!

Jim and Annemarie Dickerson, current owners, and property managers, relocated to Delaware to continue the legacy of gathering and celebrating that is instilled in their heritage. For this couple, joy has always stemmed from sharing the farm and now they are now glad to share their farm and new event space with you!

From their spacious, fully retrofitted main house to their luscious, breathtaking courtyard and garden space, King Cole Farm is the perfect place for the CDCC’s May Sunset Business Mixer. Whether you’re hosting your family and friends for a large, elegant wedding, or a small gathering of a few special people for an anniversary, retirement, or other personal event, they are ready to make your stay with them exactly what you imagine. King Cole Farm is a perfect spot for your corporate retreat, offering many gathering spaces both indoors and outdoors, a fully stocked kitchen, and modern suite-style bedrooms. The venue offers

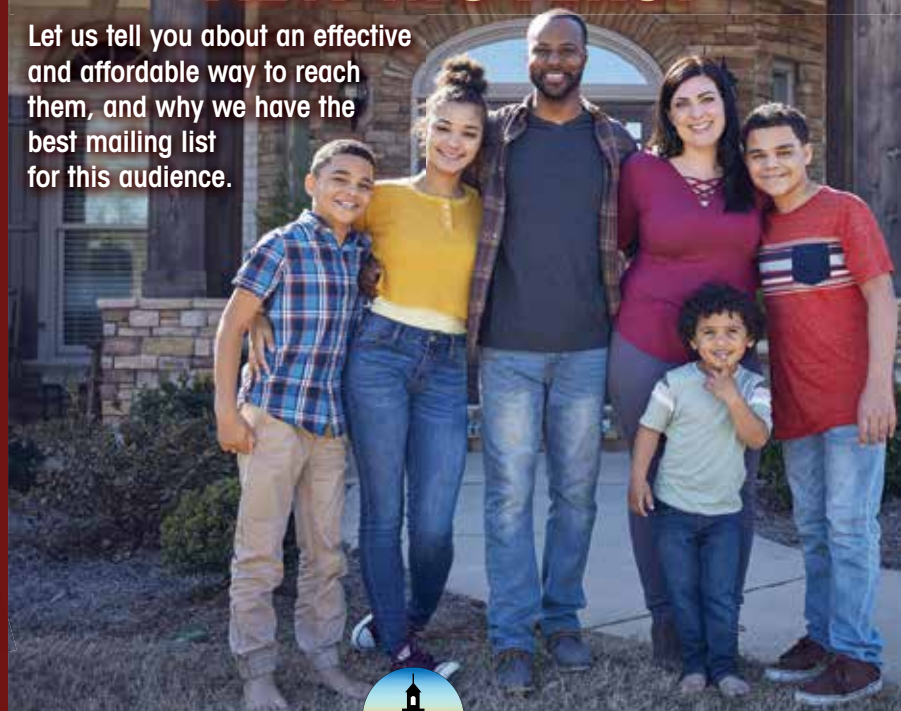
9,400 square feet of climate-controlled event space, plus an additional 9,000 square foot outdoor courtyard with string lights, Adirondack chairs, and wine barrel fire pits, year-round. Jim and Annemarie Dickerson are so excited to welcome the CDCC community into their lovely venue for an evening of elegance, networking, food, drinks, and more!

Join us for an evening of community building and camaraderie as we mix, mingle, and be merry! For more information about attending the May Sunset Business Mixer, please feel free to contact the Chamber at 302-734-7513 or visit our website at www.cdcc.net to register. The Central Delaware Chamber of Commerce hopes to see you at this month’s Sunset Business Mixer on Wednesday, May 31, from 5-7 p.m. at the elegant King Cole Farm (1730 Bayside Drive, Dover).



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Member News



First State Webfooters Walk the Walk!

It's amazing what a simple 15-minute walk can do for your mental and physical health. Members of the First State Webfooters Walking Club are very familiar with the benefits of walking, especially with a community, and they were excited to celebrate National Walking Week, (April 1-7) with a proclamation presented by City of Dover Mayor Robin R. Christiansen!

On April 4, 2023, Cindy Christiansen, the City's First Lady, on behalf of the mayor presented the First State

Webfooters with a formal proclamation proclaiming April 1-7, 2023, as "National Walking Week in the City of Dover," and urged all residents to go for a walk, enjoy time with family, and visit local parks and trails."

Walking can help ease symptoms of anxiety and depression, reduce stress, clear brain fog, boost problem-solving skills, improve memory function, and enhance happiness and self-esteem. The American Heart Association has designated the first Wednesday of April as National Walk Day because of these benefits and more. Paired with the benefits of a supportive community, the First State Webfooters are on the right foot to a happy and healthy life.

"The tight-knit community of Central Delaware has been a great connector in support of the walking club. We get things done in Dover because we come together. Hidden gems for walking are plentiful throughout the state. We want to showcase Dover, stay local and put money back into our community. We are marketing our state. Every day is a day to get out," shared Karen Kaufman, Webfooters president.

Under the American Volkssport Association (AVA), the First State Webfooters Walking Club host and participate in walks usually 3.1 or 6.2 miles (5 or 10 kilometers) in length. Distance varies depending on the event and the walker's capabilities. The Club has been a member of AVA (1976) for 42 years (1981). The purpose of the club is to provide non-competitive, family-oriented, outdoor events that promote fellowship, physical fitness, well-being, and the opportunity for people to achieve individual goals. You can prepare for a 5K in just 2 months, especially with their gradual Couch to 5K program.

Volkssporting started in Germany and simply defined is a personal fitness program sport and recreation offering non-competitive walks. Volkssporting in the United States is sponsored by the American Volkssporting Association (AVA) which has a nationwide, grassroots network of about 300 active clubs presenting more than 3,000 volkssporting events each year. Founded in 1976, AVA is an educational nonprofit 501(c)3 corporation dedicated to promoting fun, fitness, and friendship. Volkssporting events take place throughout the year, all around the country. Historic and scenic sites are selected for their enjoyment. Trails are carefully laid out, and marked, and easy to follow directions or maps are provided. Walkers are often found gathered at the finish point where they take time to enjoy friends and share a picnic meal.

One historic and interesting walking trail that Karen Kaufman particularly recommends is the Washington-Rochambeau Revolutionary Route in Dover. Visitors to the site can see a small garden space behind the current building where there is a freestanding wall that's believed to be the only section of the historic Golden Fleece Tavern still standing. Additionally, on March 18, the First State Webfooters Walking Club met at Deepwater Church in Wyoming. From the church they walked to Tre Sorelle Dolce Ice Cream and Mini Golf for breakfast. This was their second annual "Louise" walk. Louise Fair is one of the founding members of the Club. Louise still devoutly walks 3 times a day, three quarters of a mile, at Wyoming Park, right off the mill pond, at 93 years young. After breakfast, Louise led a walk around Wyoming. "Wyoming

Park has sidewalks that are very comfortable for walking, bathrooms, parking, and a brand-new playground. If you have children, bring them, or grab lunch at nearby Fifer's and check it out," mentioned Kaufman.

Please join the First State Webfooters Walking Club in their 7th Annual Couch to 5K Community walking program! Week 1 was at W.B. Simpson Elementary, School Track, Wyoming, .25/.50 mile. Week 2 was at Legislative Mall, Dover, .75 mile. Week 3 was at Brecknock Park Trail, Camden, 1.0 mile. Week 4 was at Kent County Recreation Center, Dover, 1.25 miles. Week 5 was at St. Jones Greenway, Dover, 1.5 miles. Week 6: May 2 at Big Oak Park, Smyrna, 2.0 miles. Week 7: May 9 at Delaware Technical Community College, Dover, 2.5 miles. Week 8: May 16 at Silver Lake Park, 3.1 miles (5K). Walks are at 6 p.m. except for May 16 at 5:30 p.m.

The club is expanding to Sussex and New Castle and represents the entire state of Delaware. If you're looking for community, to make a difference in your mental and physical health, look no further than the First State Webfooters Walking Club of Central Delaware! Delaware is full of hidden gems that you can only experience fully by walking. "Even walking around Dover, you'll be amazed. You might drive by something but now that you're walking by it makes you wonder when did that get there?" shared Kaufman.

For more information about the First State Webfooters or how you can join the club please visit their website by typing in "First State Webfooters" or calling Lathy Kresko, club public affairs officer at 302-339-0097. Happy Walking on behalf of the First State Webfooters!

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Member News

Congratulations to our honorees for Administrative Professionals Month!



Pierce Fence Company

Nominator: Karen Pierce

Awarding: Kailtyn Stotler

Gifts donations: Gift basket, Scentsy Flower arrangement with vase, Jen-Mor Florist \$25 Gift certificate, The House of Coffi Bag of gourmet popcorn, Bea Delightful, LLC



Dover Kent MPO

Nominator: Marilyn J Smith

Awarding: Michelle Vinson

Gifts donations: Gift bag, Special Touch Card Creations Flower arrangement with vase, Jen-Mor Florist \$25 Gift certificate, The House of Coffi Bag of Gourmet Popcorn, Bea Delightful, LLC



Bally's Dover Casino Resort

Nominator: Brian Bedder/Jessica L. Wakefield

Awarding: Nancy McCoy

Gifts donations: Gift basket, Fifer's Farm Store & Kitchen Flower arrangement with vase, Jen-Mor Florist \$25 Gift certificate, The House of Coffi Bag of Gourmet Popcorn, Bea Delightful, LLC

The CDCC thanks all nominators for recognizing their wonderful Administrative Professionals and their hard work. Please know that it was extremely difficult for the CDCC to choose just three winners. However, please know that the CDCC appreciates all you do and that you are the BEST of the BEST!

Honorable mention goes to (in no particular order): Anna Touchard nominated by Scott Connell from Merrill Lynch Wealth Management; Janet Nichols nominated by Chris Stahl from the DE Advisory Council on Career & Technical Education; Kianna Burgos nominated by Danielle Smith from Keller Williams; Rachel Rife nominated by Sita Patel from Baybird Orthodontics; Shelly Burrowes nominated by Chris Read/Shane Breakie from Chesapeake Utilities; Alexis Jamison nominated by State of Delaware House of Representatives Minority Caucus Staff; Natalie Osorio nominated

by Michael Dudich of the Biggs Museum; Lorri Tanaka nominated by Ken Decker from Kent County Levy Court; Shari Custin nominated by Vernita Dorsey from WSFS Bank; Victoria Twisselmann nominated by Bobby Jones from Bright Side Roofing; Jessy Marsh nominated by All Around Maintenance, LLC, of GWL Virtual Solutions, LLC; Lisa Mallard nominated by Robert Nakagawa from the Del-Mar-Va Council, Inc. Boy Scouts of America; Laura Garofoli nominated by April Parker from Lean On Me Caregiving; Karen Bordley nominated by Barbara McConnell from Zeabe/Senior Home Help; Debbi Mabrey nominated by Debra Straughn from Westminster Village; Barbie Dupras nominated by Debra Straughn from Westminster Village; and Alberta Durham nominated by Debra Straughn from Westminster Village.

Thank you, everyone!

Avelo Airlines Lands Nine More Destinations!

Avelo's Airlines has announced an expansion of services from Wilmington (ILG) Airport in New Castle, Del. The CDCC was fortunate to witness this joyful moment at the April 20 press conference, along with other prominent Delaware dignitaries, representatives, business associates, and of course, the Avelo Airlines team.

This represents Avelo's largest route expansion from a single base since the airline took flight 2 years ago. From its first flight on Feb. 1 2023, the growth of Avelo through their Wilmington airport has been astounding. Within three months, the ILG airport has flown more than 25,000 customers over 230 flights. Due to high demand, the airport recently upgraded to a larger 189-seat Boeing NG 737-800 aircraft to accommodate the greater capacity.

"The strong demand we are generating out of the gate is a testament to the convenient, affordable reliable and caring air service Avelo has introduced to the Delaware Valley. We are pleased with the enthusiastic reception Avelo

has received since our airline took flight here in February," declared Andrew Levy, Avelo Airlines Chairman & CEO. Avelo Airlines has nearly tripled their number of nonstop destinations from ILG airport.

As of June 2023, customers will be able to fly nonstop to the following new destinations: Charleston, S.C.; Daytona Beach, Fla.; Greenville/Spartanburg, S.C.; Melbourne/Cocoa Beach, Fla.; Myrtle Beach, S.C.; Nashville, Tenn.; Raleigh/Durham, N.C.; Savannah, Ga./ Hilton Head, S.C.; and Wilmington, N.C.

Flights will continue to its current destinations: Fort Lauderdale/ Miami, Fla.; Fort Myers, Fla., Orlando, Fla.; Tampa, Fla.; and West Palm Beach, Fla.

"We are grateful that Avelo will be expanding service here in Delaware, and we are excited to welcome more visitors to the First State. Thank you to Avelo for your continued partnership, and for providing passengers from our region with an affordable and conve-

nient way to travel," said Gov. John Carney at the podium.

In addition to the growth in destinations, Avelo announced their new partnership with the University of Delaware Athletics Department. As part of Avelo's ongoing commitment to the Delaware community, Avelo is now proud partner of UD Athletics, across multiple sports at the institution. They are excited about offering UD Athletics fans the chance to win free plane tickets at sporting events, as well as working closely with the university to support communities across Delaware. "YoUDee" the school's official mascot, the fighting Blue Hen, was present to pose for pictures, invoke smiles, and cheer on this fantastic partnership.

There are many benefits to this expansion from Avelo, including its impact on Delaware's workforce and job creation. To meet the demands of the region, Avelo expects to hire

Continued on Page 19

Edward Jones



Christopher Smith
Financial Advisor
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GANNETT

CDCC joins Dr. Eunice Gwanmesia of Eunity Solutions for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Dr. Eunice Gwanmesia of Eunity Solutions on Monday, April 10. Chamber members and friends joined Dr. Gwanmesia, “Dr. G.,” at the CDCC boardroom in Dover to celebrate the Grand Opening & Signing of her new book, “The Power of Your Identity: A Cultural Landscape for Children.”

Eunity Solutions offers comprehensive and state-of-the-art Diversity, Equity, and Inclusion (DEI) solutions that are tailored to meet the unique needs of each organization. Their human-centric approach and Dr. G’s 5P Mindset Strategy ensure that they gain a deep understanding of their clients’ culture, goals, and challenges, which enables them to develop customized solutions that deliver measurable and sustainable results. What sets Eunity Solutions apart from other DEI consulting companies is their fresh perspective on cultural awareness and DEI training, and their team of experts who are experienced in creating inclusive and collaborative environments. By leveraging their proven approach, organizations can foster a culture of belonging that embraces diversity, drives innovation, enhances team performance, and promotes long-term employee retention.

Eunity Solution’s services include DEI conferences, workshops, and professional development sessions, effective cross-cultural communication workshops, team-building workshops, speaking engagements, NCLEX review for nurses, and their Put Your Mask on First Retreat for family and professional caregivers.

Dr. Gwanmesia is proud to introduce her latest bestselling publication to the world. “The Power of Your Identity: A Cultural Landscape for Children” provides a structure for meaningful conversations about race, power, culture, and bias, which can help create equitable educational opportunities for students. The book offers guidance to parents and educators on techniques to combat societal challenges while reinforcing self-esteem and a sense of self-worth. As an immigrant, mother, caregiver, and educator who left the cornfields of Cameroon to pursue a higher education, Dr. G. has written in a style that is friendly and accessible to all. This is an excellent resource for immigrants and the communities receiving them. A traveling companion handbook for individuals becoming acclimated to new environments, this book is an important response to the toxicity that is becoming the hallmark of our modern social environment in the United

States and other parts of the world. This book is a wonderful resource for creating inclusive classroom cultures that foster learning.

“While having conversations with my children, I realized that they were facing similar challenges as I did in the early ’90s, so I wanted to create a guide for parents and teachers to help engage students in conversations about embracing cultural differences at an early age. I believe that these conversations can start at home right at the kitchen table and lead to kids having a sense of self-confidence, a positive self-image, and a sense of security and well-being. This can ultimately result in better educational outcomes for students,”

shared Dr. Gwanmesia.

“Although I first joined [the CDCC] in 2004 when I founded my first company, Always Care Health Services, the downturn in the economy forced me to close its doors in 2009. I regret to admit that, at the time, I failed to take full advantage of the opportunities that the CDCC had to offer, as I was too



focused on trying to keep my business afloat. However, my second time around as a member of the CDCC was vastly different, and I have seen firsthand the immense value that the Chamber provides. It was through the guidance and encouragement of my dear friend and CDCC President, Dr. Dina Vendetti, that I was able to fully understand the benefits of being a chamber member,” Dr. Gwanmesia continued.

To learn more about Dr. Gwanmesia, Eunity Solutions, or her new book, “The Power of Your Identity: A Cultural Landscape for Children,” visit www.eunitysolutions.com or call (302) 336-8197. Please join the Central Delaware Chamber of Commerce in congratulating Dr. Eunice Gwanmesia on the release and Grand Opening of her new book.

CDCC joins First Class Properties for a Ribbon Cutting

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for First Class Properties Wednesday, April 26. Chamber members and friends joined owner and broker, Audrey Brodie and her team to celebrate their 20th Anniversary, at 1641 East Lebanon Road in Dover!

The mission of First Class Properties is to “deliver a first class real estate experience to each and every client. Our commitment is to provide current and extensive education on all aspects of each transaction. We pledge to present multiple options and opportunities to ensure that every decision made is informed, correct, and in our customer’s best interest.” As an education-based firm, First Class Properties provides all the information, exposure, and explanation needed for their buyers and sellers to make the best decision possible for their real estate future.

Whether you are buying, selling, renting, or in need of property management services, the team at First Class Properties is here to help.

“Buyers receive everything they need to know about their new home prior to purchase. Details such as property boundaries, deed restrictions, homeowner’s association rules, and, of course, the overall home condition are provided and reviewed so that their purchase is made with full disclosure and all details analyzed,” according to the company’s website. In addition, sellers can “celebrate a warranty during their listing period, that even includes their appliances. This warranty through Home Warranty of America (Diamond Plan) transfers to the new buyer for a 13-month period. What a fabulous marketing tool and security blanket for the new buyers! Additionally, bi-weekly follow-ups and direct on-line feedback reports are just a few of the education and information amenities sellers receive from First Class Properties.” The team at First Class Properties will ensure that customers receive the utmost care and individualized attention in making a big decision such as buying, selling, or renting a home.

Clients can feel assured that they are

working with knowledgeable Realtors and representatives when they choose First Class Properties. Their company does not have a recruitment policy for their Realtors. Each Realtor at First Class Properties was chosen carefully and invited to join the company because of their ability to adhere to strict parameters and the core ethics of the company’s mission. Clients can be sure they are getting the First-Class treatment at First Class Properties.

First Class Properties, located in Dover, services the entire State of Delaware. Impressively, the company currently manages over 185 residences and consistently has 95 percent occupancy rates. Clients can find mortgage calculators, first-time home buyer information, buyer & seller reports, schedule a free home evaluation, at-



tend open houses and more all on their interactive website.

Owner Audrey Brodie loves to give back to her community by running her own non-profit organization that provides services and support to individuals who have been adversely impacted by the opioid crisis.

For further information about First Class Properties, please contact 302-677-0770 or visit www.1stClassProperties.com. Please join the Central Delaware Chamber of Commerce in congratulating Audrey Brodie and her team on their 20th anniversary!

Member News

AVELO AIRLINES

Continued from Page 17

35 new ILG-based crewmembers, including pilots, flight attendants, airport customer service crewmembers, aircraft maintenance technicians, and supervisors. This will increase Avelo's Wilmington-based part-time and full-time employment to more than 100 Crewmembers!

Notable guest speakers at the April

20 event were: Governor John Carney; Thomas J. Cook, Executive Director of the Delaware River & Bay Authority (DRBA); Stephen D. Williams, Deputy Executive Director of DRBA; Trevor Yealy, Head of Network Planning for Avelo Airlines; Matt Meyer, New Castle County Executive; and Michael Purzycki – Mayor of Wilmington. All expressed their excitement for Avelo's expansion, thanked all those whose work contributed to this growth of Avelo, and shared the significance for

the Delaware community.

The CDCC is very excited for what this great news from Avelo Airlines-ILG will bring to our great state. The CDCC is excited to witness the incredible growth occurring across county lines and is even more excited to join the team at Avelo Airlines in support of the community. Please join the CDCC in congratulating the Avelo Airline- ILG team on this incredible expansion!

Wilmington (ILG) Airport is located at 151 North DuPont Highway in New Castle, Del. For more information about Avelo Airlines please visit www.aveloair.com or www.aveloair.com/newsroom.



George & Lynch: Building Up to 100 Years!



their work is self-performed – impactful hard work accomplished every day.

The Appleby brothers (who inherited the business from their father) hired Chris Baker, current President/CEO, and Len Brooks Jr., current VP of Business Development and Administrative Services. The Appleby brothers were (and are) well respected because of their work ethic, which is still present today. The Applebys cared about the work they did, stood behind it, and looked out for their employees – the same values upheld today by the company's current leaders.

President/CEO Chris Baker has responsibility for all aspects of client contracting requirements (coordination of manpower, equipment, resource planning and scheduling), plus the supervision and coordination of G&L support staff. Providing direction, control and communication of all quality, safety, estimating, cost control and scheduling needs are his primary day-to-day management responsibilities. Baker is a registered civil engineer, a Delaware native, and a University of Delaware graduate. He was introduced to G&L when someone in his hometown of Greenwood offered him an internship as a laborer on a truck.

At George & Lynch, Baker acquired a lot of experience working both in the field and in the office. "I liked being inside and outside working. Had I worked somewhere else I probably would have been entirely in the office," he said. "I stayed on and it worked perfectly for me, and I hope it worked as well for the company. Young people starting in this industry need to acquire the field experience and have a mix of being inside and out." Baker will be with the company for 34 years in June and it means a lot to him to carry on a positive legacy, impacting the community from the ground up.

Close colleague and friend, Len Brooks, Jr. is the VP/Project Engineer, Safety Director, and Human Resources

& Facilities Manager. Brooks has a demonstrated history of working in the construction industry. Skilled in negotiation, sales, Hubspot, construction, contract management and construction scheduling, Brooks is a University of Delaware graduate with a degree in Agricultural Engineering Technology. Born and raised in New Castle, he interned at George & Lynch. "G&L sent me out in the field to gain experience as a foreman on a number of jobs, then back in the office to acquire experience in safety and human resources," Brooks said. "I still oversee marketing and business development. Field training was ideal because I got to see what it takes to get the job done. I drove an off-road dump truck, and it beats you up. You get an appreciation for what it takes to operate one, which proved invaluable when scheduling a project. Field training makes a big difference." Brooks has been with G&L 35 years in June.

G&L was invited to speak at an event with Delaware's technical high schools recognizing a federal grant to fund Commercial Driver's Licenses (CDL) driver training. The program started at Polytech as an adult education offering. Brooks entertained those in attendance and emphasized the significance of CDL drivers in the construction industry. He also spoke about recent regulations that have impacted the pipeline of new drivers. It is a priority of G&L to make itself available to the next generations of engineers who will take over the company after their predecessors.

Additionally, G&L was honored to volunteer to assist in assembling temporary housing for the Springboard Collaborative, in partnership with the First State Community Action Agency for Housing for people experiencing homelessness in Georgetown. These 39 homes provide much needed housing with heating and air conditioning

for those that have fallen on hard times in the Georgetown area. Their carpentry/concrete crews worked in conjunction with Nickle Electric and ABC Delaware to construct these structures. They were also fortunate to meet a few of the future residents and hear how thankful they were for all of their hard work!

This company is no stranger to giving back to the community. To commemorate National First Responders Day, the G&L team in conjunction with ABC Delaware delivered treats and gift bags to volunteer fire departments in Gumboro, Rehoboth Beach

Nominations are
NOW OPEN!

STARS OF
DELAWARE
2023

Has YOUR
business been
nominated!

You have to be nominated in order to win.
Plus, only the businesses with the most
nominations move onto the voting phase.
Nominate your business today! It's easy!
Tell your customers, family and friends
to nominate you, too.

Nominate your favorites online
at StarsofDelaware.com
before Sunday, May 14!

Stars of Delaware Supernova Sponsors:

Presented by:

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GEORGE & LYNCH

Continued from Page 19

and Little Creek, to honor those who run into danger to protect us. In addition, G&L donates to the Delaware Botanic Gardens, Little League, Habitat for Humanity, and the Delaware Center for the Inland Bays; and the G&L Plungers participate in the annual Polar Bear Plunge to support the Special Olympics. In addition, they are always eager and ready to support the causes that are important to their employees. This only scratches the surface of their impact.

Recently, G&L is proud to be an employee-owned company, using a powerful tool to attract, retain, and reward their employees, turning them into stakeholders. It is the only contractor in the area of this type that offers this opportunity. "The day you start, you become an owner. You are going to need a nest egg to retire, and our plan costs nothing to the employee," Baker said. When the change is complete, employees will own a percentage of George & Lynch. The transition to an employee stock ownership plan and the purchase of existing shareholder's stock will occur over several years. The plan also provides an additional long-term retirement benefit, an

incentive to all eligible employees. The Employee Stock Ownership Plan enables employees to acquire beneficial ownership in the company. Company management will not change; Baker and all existing employee-owners will continue to work in the business. "Like all excellent employees, our workers have other options, and we are grateful for their efforts and dedication that have made this company what it is today," added Baker.

The legacy continues. G&L has a 35-year relationship with the Dover Air Force Base and is responsible for utility and maintenance work, re-constructing runway 1432, paving and grading. They replaced the pads the airplanes sit on when in-active. Fire control towers at Fort Miles built during WWII are still standing. Brooks worked 3 years on the State Route 1 (SR1) Bypass Project and was ready to head to the ribbon-cutting ceremony when he received a phone call from his wife saying, "You can't go, my water just broke." A day he will never forget – the birth of his son.

G&L is no stranger to applauding its employees. Every year, the company celebrates with a Quarter Century Club Luncheon honoring active and retired employees. At their Yearly All-Employees Meeting it recognizes

employees for safety, among other accomplishments. G&L is looking forward to celebrating its 100-year anniversary on May 25, with a huge party at the King Cole Farm venue in Dover, with 500 invitations going out. The guest list will include all employees and their significant others, dignitaries, customers, and vendors they have worked with. At a recent safety meeting, the company gave their employees gifts of envelopes containing \$100 from their "Happy Jar."

Baker and Brooks agree and credit their successes and centennial longevity to good leadership skills, safety, great employee benefits, good field leadership, service and quality, and good customer service resulting in return customers. "Care about your work, ensure the job is done right, measure twice, cut once!" are words Baker & Brooks live by with their work. The most gratifying part of their jobs is getting to see what they have accomplished and putting them to use. Future plans for G&L are projects involving the beaches, and beyond, and they are always looking for growth opportunities. Please join the Central Delaware Chamber of Commerce in congratulating the George & Lynch, Inc., team on their many achievements thus far and for reaching this momen-



New Member Spotlights

Introducing Red-E-Bins Sussex, LLC!

Are you in need of major spring cleaning? Are you or someone you know moving, downsizing, or getting rid of some junk? It's amazing how much stuff can build up over time that can leave you wondering how you acquired all of it – especially when it's time to get rid of it. Perhaps you don't need or have the space for an industrial-sized dumpster, then the task because even more daunting – not anymore! Red-E-Bins Sussex, LLC, is an exciting new concept to the North America and Delaware markets of residential and commercial waste disposal.

Red-E-Bins Sussex is a new company that offers a unique and innovative approach to the traditional dumpster rental process. They work hard to provide customers with a cost-effective, time-saving, and eco-friendly option for waste management. Red-E-Bins offers a range of rental options, with dumpsters available in a variety of sizes, depending on the specific needs of the client. The company's bins are designed to be lightweight and easy to maneuver, ensuring that they can be placed in any location with ease, without causing damage to property. They

offer 5-, 10-, and 15-yard dumpsters for the residential customers who need to get rid of a large amount of materials that have piled up in their homes. Red-E-Bins dumpsters can fit into spaces where regular dumpsters cannot and don't damage driveways or other surfaces they sit upon.

This new dumpster service is perfect for those who have been wanting to clean out their attic, basement, garage, or any cluttered space in their home. Whether you're renovating, relocating, or just downsizing, Red-E-Bins Sussex, LLC, is ready to make the task a breeze, and carry away your junk with ease!

Meet owner, Jon LoBiondo, a Delaware native who has worked for the Milford School District for 25 years as a coach, teacher, assistant principal, and currently the supervisor of transportation. "My brother and I decided to start this company. After searching multiple business opportunities, we thought this business had great potential," shared LoBiondo. Through connections in this industry, LoBiondo understands the developing trend of this service

in the local area, and the growth of Delaware contributes to this need. He notices the challenge of operating alongside large companies that serve the entire eastern shore. "I am looking forward to the challenge of growing and developing our brand of dumpster business. It's a unique model and will serve the community's needs well. We have innovative ideas about how to create awareness and connect with local communities in a way that we just don't see other companies doing currently," he stated.

LoBiondo credits the CDCC as a tremendous resource for someone like his who is new to the business space. He is excited about obtaining access to people who excel in various aspects of business and are willing to help that the CDCC provides. "They have been very welcoming from day one and I look forward to the many opportunities they have to offer," added LoBiondo for explaining his interest in becoming a CDCC member. Red-E-Bins is currently increasing the capabilities of their website and are looking for qualified drivers to excel the business.



To learn more about the company's innovative dumpster rental service, or to request a rental quote, email Red-E-Bins Sussex, LLC at redebins-DE@gmail.com or give them a call at 302-236-2713. Please join the Central Delaware Chamber of Commerce in welcoming Jon LoBiondo and his team into membership!

New Member Spotlights

Garner Group Financial New Member Spotlight

Meet Garner Group Financial LLC – a father-son team of financial professionals who are new to Delaware. Garner Group provides clients with personalized guidance on meeting their financial goals, whether short-term or long-term. The Garners strive to do their best due diligence for clients' specific needs and to help them achieve their goals, whether that is through insurance or investing. Everyone has unique needs for their financial journey; and they recognize the need to help you take care of yourself and your family.

The team is comprised of Eugene Garner and Joseph Garner. Eugene is the owner of Garner Group Financial LLC and is a New Jersey native who moved to Delmar, Del., in early 2021 with his wife, Denise. Eugene has three sons. He is an avid fisherman and DIYer with a passion for the outdoors, especially fishing and crabbing.

Joseph is the youngest son of Eugene and has lived in Delaware since October of 2021. He is also a New Jersey native and moved to Delaware in late 2021. He

enjoys working out, reading, golf, and is a devoted Mets fan.

“We joined the Chamber to expand our network, learn about what is happening in the area, and ultimately build lasting relationships that can make a positive impact on the community,” the Garners said. “We are excited about the opportunities ahead as a new member and enjoy engaging with everyone who attends the events. We look forward to developing and deepening our ties with the chamber in the future.”

You can get more information at their website www.garnergrouppfinancial.com.

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Submitted by Garner Group Financial.



Eugene Garner



Joseph Garner



Introducing Top Spin Productions DJ and Photobooth Services!

“Music is the universal language of mankind,” said Henry Wadsworth Longfellow, a poet and Harvard professor of the late 1800s. This still holds true today as music is ubiquitous and surrounds us more than ever. Music has the ability to say what words cannot on their own, and simply, what's a party without music? No need to wonder because Top Spin Productions DJ and Photobooth Services has your next special event covered! Top Spin Productions is a licensed and insured Mobile Disc Jockey Service proudly serving Delaware, New Jersey, Philadelphia, and New York.

Top Spin Productions DJ and Photobooth Services are sure to bring energy, excitement, music, ambiance and more to your next event. They specialize in production services for all kinds of events such as weddings, quinceañeras, corporate parties/gatherings, birthdays, anniversaries, church events, holidays parties, baptisms and so much many more. This dynamic duo knows there is so much to celebrate, especially in Central Delaware, and they are ready to work with you from the early planning stages of your event to the day of. Their goal is to provide a high level of service and tailor the event to fit your taste and personal preferences.

Ask them about their karaoke option as well!

DJ Chino and Melissa do more than just music and DJ services. They are committed to creating experiences for their clients and taking events to the next level. One additional way they accomplish this goal is with their photobooth services. Make your event one your guests will remember forever with keepsake photos by their on-site photobooth rentals. Capture the magic, smiles, and fun of the event. They have both print and social media packages available for photos!

The expertise of this small-business company doesn't stop there! Let them take care of lighting and/or uplighting to create a beautiful ambiance of the room, with colors of your choosing. They are happy to meet with you prior to the event to discuss design and vision for the specific room arrangement. There are multiple packages to choose from to suit your event needs just as you imagined it.

DJ Chino and his wife Melissa are the founders and owners of Top Spin Productions DJ and Photobooth Services. Moving to Delaware from New York in 2006 with their two sons, the couple has enjoyed the change of scenery and meeting lots of new people

through the events they serve. In their free time they enjoy travelling and visiting their family back home.

“We were motivated to join the Chamber because we heard great things about what the Chamber has to offer. The Chamber makes it easy for us to network with other businesses in the area. We are excited to learn as much as we can from the Chamber and its members!” DJ Chino and Melissa shared.

DJ Chino & Melissa want people to know that when they book an event, they are getting more than just another client, they are creating a partnership with them based on the same values of honesty, trust, and communication.

For more information about Top Spin Productions DJ and Photobooth Services, DJ Chino & Melissa, please visit their website at www.djchinotsp.com or give them a call at 347-538-4344, and they will be happy to help make the event of your dreams! Be sure to check their Availability Checker Calendar on their website as dates book fast. Please join the Central Delaware Chamber of Commerce in welcoming DJ Chino & Melissa of Top Spin Productions DJ and Photobooth Services into membership!



Member of the Month



NAME: Chef Beatrice Smith

TITLE: CEO

BUSINESS: Bea Delightful, LLC

ADDRESS: 14 Brayton Place
Smyrna, DE

HOURS: 9 a.m. – 2 p.m. for ordering.
9 a.m. – 4 p.m. pick up (Tues.- Sat.)

PHONE: 302-566-8838

WEBSITE: www.beadelightfulcakes.com

EMAIL: info@beadelightfulcakes.com

Tell us a little about your organization.

We are a licensed and cottage law-inspected at-home Haitian Bakery.

Tell us about your role in the organization.

I am the chef and owner of Bea Delightful.

Tell us something that makes your business unique.

Not only do we sell wonderful delicacies and traditional products such as cakes, cupcakes, chocolate-covered pretzels and candy apples — we have an extensive line of liquor-infused and non-liquor infused popcorn. Flavors from Honey Jack & Cherry Cola, Strawberry Moscato and Grey Goose & Cranberry, but our Delaware Mix will make you proud to belong here with our mix of cheddar, caramel and candied pretzel.

What do you see for the future of your business?

Opening a brick and mortar and finding a company to produce my popcorn for me.

How has the Chamber helped your organization grow?

The CDCC has given me opportunities to volunteer, which I love to do as well as meeting new people. I always meet new people at our monthly mixers.

What is your best advice to other businesses?

Get connected with the CDCC and your employees too. There's so many great people.

Ambassador's Corner

Erlene George



Erlene takes people's visions and dreams of becoming financially independent and gives them hope for a brighter future. As the owner of a financial education business, she teaches people how money works so they can make informed decisions regarding managing their finances. Her mission is to help families earn more income and become properly protected, debt free and financially independent. She offers a variety of products and services designed to help people achieve their financial goals. Some of these products and services include investments, retirement planning, debt solutions, life insurance, identity theft, legal protection, senior health care, Vivint Smart Home security systems, auto and home insurance and a complimentary financial need analysis to see if they are on track to achieve their goals and dreams. Best of all, she can serve her clients virtually and/or in person.

Previously she was the owner of three

floral businesses in Dover for 20 years and became involved with the Central Delaware Chamber of Commerce during that time. She is grateful to the Chamber for their education, marketing, legislation and networking opportunities, all of which have aided her businesses. Networking is key for business as well as personal growth and development. The numerous chamber networking events have made this possible through building sustainable relationships instead of just adding to your number of connections. In addition, the chamber has been an invaluable source of information keeping us informed through their bulletins and newsletters.

Erlene is a graduate of the Leadership Central Delaware Class of 2018 and an active member of Fund for Women. She enjoys mentoring new business owners, helping others and strives to make a positive difference every day. Being a Chamber

Ambassador affords her the opportunity to do this, as well as to give back to the community that has supported her for so many years. Another way she gives back is by providing complimentary Financial Wellness Workshops throughout the business community, including owners/employees/customers.

To schedule your workshop, financial needs analysis and/or receive additional information, please contact her at 410-708-0678 or erlenegeorge@hotmail.com, www.primerica.com/erlenegeorge. In addition, she is expanding her business and looking for motivated, caring people to grow with her. Let her know if there is someone that keeps their career options open and could benefit from this amazing opportunity to diversify their income online from anywhere via teleconferencing.

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.



Thank You for Your Renewal!

RENEWALS FOR MARCH

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
Burns & Ellis Realtors	52	Yogi Bear's Jellystone Park	
Courtland Manor, Inc.	44	at Delaware Beaches	10
William V. Sipple & Son, Inc.	35	Americare Home Solutions	9
Advantech Incorporated	32	Eagle Nail & Tool Supply	
Diamond State Party Rental	32	of Milford LLC	9
Westminster Village	28	Fort Sill National Bank	9
Harrington Raceway & Casino, Inc.	27	Imagine	9
Byler's Store, Inc.	26	JEM Pest Solutions Inc.	8
Lighthouse Construction, Inc.	25	Shore United Bank – Camden	7
Sayers Jewelers & Gemologists Inc.	24	Lenape Builders, Inc.	6
Brandywine Hearing Center		Benchmark Builders	5
featuring Beltone	21	Edward Jones – Daneman	5
Delaware State Housing Authority	19	Ferris Home Improvements	5
Keller Williams Realty		All Around Maintenance, LLC	4
Central Delaware	19	Aloysius Butler & Clark	4
Knights Fine Jewelry Ltd.	17	Delmarva Pole Buildings	4
Yencer Builders, Inc.	17	Hook PR & Marketing	4
Green Diamond Builders, Inc.	16	Primerica – Erlene George	4
HandyTube	15	Provident State Bank	4
TidalHealth Lifeline	14	All American Electric Service LLC	3
Law Office of Karen Y. Vicks, LLC	14	Brookdale Dover	3
Affinity Energy Management	13	Leadership Delaware, Inc.	3
Decorating Den Interiors – Deanna		Meals On Wheels Delaware	3
Kovach & Janice Hinzman	13	Schlosser & Associates	
Dover Mall LLC	13	Mechanical Contractors	3
Greater Kent Committee	13	Select Pizza and Grill – Smyrna	3
Care First Dental Team -		N.K.S. Distributors, Inc.	2
Robert R. Coope, DDS	11	Tomeka's Homestyle Eatery	2
Vincenzo's Pizzeria & Gelato	11	ClearCaptions	1
KCI Technologies, Inc.	10		
Kent County			
Republican Committee	10		

New Members

Big Brothers Big Sisters of Delaware

Anya Lindsey-Jenkins
1001 S. Bradford Street,
Suite 1
Dover, DE 19904
215-240-2033

Carpenter

Contractor Trust
Brandon Fishbaum
1803 Spring Garden
Street
Philadelphia, PA 19130
732-609-6847

Control Point Associates, Inc.

Steven Parent, PLS
21133 Sterling Ave.,
Suite 7
Georgetown, DE 19947
302-295-1010

Delaware Center for Justice

Anthony Stanziale
100 W. 10th Street,
Suite 905
Wilmington, DE 19801
302-203-9282

Delaware Winds

Maureen Cannon
959 Monroe Terrace
Dover, DE 19904
302-242-4380

Fortescue Future Industries – Ionix

Laura Bortz
299 Cluckey Drive,
Suite A
Harrington, DE 19952
302-632-9764

Lennar

Nickole Steele
1285 Drummers Lane,
Suite 100
Wayne, PA 19087
443-993-9528

NEW DAY Pregnancy Care Center

Brittnee Finger
811 S. Governors
Avenue
Dover, DE 19904
302-241-4270

NovaCare Rehabilitation

Kim Russell
128 Greentree Drive
Dover, DE 19904
302-674-4192

Pierce Fence Company, Inc.

Karen Pierce
5751 N. Dupont Hwy
Dover, DE 19977
302-674-1996

Ready 4 Work

Stephen Walker
768 Townsend
Boulevard
Dover, DE 19901
302-234-4788

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 **Amy Zook of Chesapeake Utilities Corporation** for correctly identifying the **Delaware State Fire School**. Congratulations, Amy – 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.

