

Chamber Connections

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September 2023

CORNERSTONE MEMBERS



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Run, Run, Run to the Amazing Chase 2023!



Are you up for a speedy and brain-teasing challenge? Look no further than the Central Delaware Chamber of Commerce's (CDCC) Amazing Chase: Downtown Dover Edition coming to YOU, the community, teams, and spectators alike, this

September 21st, 2023, starting at 5pm in (you guessed it) our wonderfully charming and historic district of Downtown Dover! CDCC members and guests cannot wait to see teams of three in color-coordinated costumes racing through the streets of Downtown to be the first team to correctly solve all clues and hopefully win the GRAND PRIZE!

This extraordinary event, made possible by our premier sponsors: the City of Dover and M & T Bank, promises all participants an evening of networking, friendly competition,

and fun as they race through our downtown area merchants. The CDCC member merchant participants will surely enjoy this fun way to showcase their business, increase foot traffic into their businesses, and make the most of this chance to create a lasting impression. The CDCC loves this event because it helps highlight all that downtown Dover has to offer.

Teams of three will want to ensure that they come prepared

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Celebrating Community this Holiday Auction Season!



Seasons are fun to enjoy and the transition from one to the next can be exciting as we anticipate what each one will bring. Central Delaware surely comes more visibly alive in the Spring & Summer months. People are seen enjoying the outdoor warmer temperatures at State Parks, venues, and of course our beautiful beaches. People are out and about picking up farmers market fresh ingredients, sweet treats, staying active with summer sports, traveling, and enjoying time with grandchildren and family. Delaware

summers are truly special; however, the fall brings about crisp, new adventures and opportunities to gather as well! Trust that Central Delaware Chamber of Commerce (CDCC) staff and community hate to see summer go, but we're so excited to for what Fall 2023 will bring!

Fall 2023 will bring one of the CDCC's biggest, most-anticipated events to the community – the CDCC's 20th Annual Holiday Gift Auction! Completely IN-PERSON,

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Enjoy Your Stay at Hilton Garden Inn this September 27th!



On Wednesday, September 27th, from 5 -7 pm, members and guests of the Central Delaware Chamber of Commerce (CDCC) will enjoy a brief "staycation" to the Hilton Garden Inn in Dover (1706 N. Dupont Highway) for their monthly Sun-

set Business Mixer – the premier networking event of the Chamber! The CDCC's Sunset Business Mixer is known for bringing the business community together for valuable connections, relationship-building, support of a local business, and so much fun!

The CDCC staff, their members, and potential members are very excited to feel at home with the supportive staff at Hilton Garden

Inn in Dover. The CDCC is excited to return to this wonderful hotel that does a crucial job of welcoming the community supporting Central Delaware's tourist economy – a key economic driver for the state. The Delaware tourism industry is the 4th largest private employer in the state, accounting for 47,760 jobs, according to vistdelaware.com. Mark

Continued on Page 6

Dina's Digest



PRESIDENT
Dina Vendetti

Let's Get Engaged!

Years ago, I joined a gym. For \$29 per month, I could do all the circuit training my little heart desired. I could pop in before work, on my lunch break, after work, on the weekend, and in 30 short minutes, I could experience a workout that would eventually turn me into a mere shadow of my former self. It was an amazing arrangement!

But notice, there was more to the arrangement than just paying my \$29 per month. I had to actually DO something! Paying wasn't the key to reaching my goals – engagement was. If I wasn't physically involved in the gym membership, my \$29 was simply a monthly donation.

In some ways, any kind of membership works the same way. Whether it's a pickle ball league, a book club, an engineering association, or a church, members are required to DO something to receive the most benefit. Chamber Membership is no different. To get the most benefit from belonging to a Chamber, engagement is imperative!

The Central Delaware Chamber of Commerce is pleased to serve as THE essential resource for the development of businesses in Central Delaware. We are excited to offer opportunities to connect members to educational experiences, to advocacy for healthy business legislation, and to ways to tell their stories. And best of all, we love connecting members to each other in activities and events designed to build strong and lasting networks. Being connected is the best way to lay a foundation for business growth! But to be connected, one must take advantage of the plethora of opportunities provided.

The next several months are filled with opportunities to engage. From the Amazing Chase to the Holiday Gift Auction, to the State of the Base Briefing and Breakfast, to Coffee Coaching and Professional Power Up sessions, to our monthly Sunset Business Mixer, members can easily throw themselves into a mix that will yield connections that can lead to partnerships and collaborations and brand recognition and more! We are eager to ensure that our members are getting everything that's coming to them – we want you to receive the best possible return on your investment.

A great way to begin building a habit of engagement is to attend a virtual Member Orientation session where you can be reminded of all the benefits that are offered with your Chamber membership. Knowledge is power – and once you know what's available, you can take the necessary steps to harness some of the power that's located in your Chamber membership. These sessions are offered on the second Thursday of the month via ZOOM.

There are so many ways to engage with the CDCC! Follow the emails, the Chamber Connections Newspaper, and our Facebook page to stay up to date on the many ways you can make the most of your membership benefits.

We are YOUR Chamber and we stand ready to serve you in any way we can to enhance the growth of your business. The best way to do that is for us to make a commitment to each other to remain involved and in touch. It's time to get engaged – and stay that way!

Calendar of Events

SEPTEMBER

- Monday, Sept. 4**
Labor Day
Office Closed
- Thursday, Sept. 7**
Kent County Open for Business
8:30 - 10 am
Kent County Levy Court
- Tuesday, Sept. 12**
CDCC Board Meeting
7:30 - 8:30 am
Faw Casson
- Tuesday, Sept. 12**
Professional Power-Up LIVE!
12 - 1 pm
Biggs Museum of American Art
- Wednesday, Sept. 13**
Coffee Coaching
8 - 9 am
via Zoom
- Wednesday, Sept. 13**
Marketing Committee Meeting
10 - 11 am
via Zoom
- Thursday, Sept. 14**
Member Orientation
12 - 1:30pm
via Zoom
- Thursday & Friday, Sept. 14 & 15**
LCD Class of 2024
Opening Retreat
8 am
Brighton Suites in Rehoboth Beach
- Tuesday, Sept. 19**
LCD Steering Committee Meeting
12 - 1 pm
CDCC Conference Room
- Thursday, Sept. 21**
The Amazing Chase
5 - 8 pm
Downtown Dover
- Wednesday, Sept. 27**
Ambassador Committee Meeting
4:30 pm
Hilton Garden Inn
- Wednesday, Sept. 27**
Sunset Business Mixer
5 - 7 pm
Hilton Garden Inn

OCTOBER

- Thursday, Oct. 5**
Leadership Central Delaware
8 am - 5 pm
Agriculture & Agri-tourism Day
- Thursday, Oct. 5**
Kent County Open for Business
8:30am - 10 am
Kent County Levy Court
- Tuesday, Oct. 10**
CDCC Board Meeting
7:30am - 8:30am
Faw Casson
- Tuesday, Oct. 10**
Professional Power-Up Online
12 pm - 1 pm
via Zoom
- Wednesday, Oct. 11**
Marketing Committee Meeting
10 am - 11 am
via Zoom
- Thursday, Oct. 12**
Member Orientation
8:30am - 10 am
via Zoom
- Tuesday, Oct. 17**
LCD Steering Committee
12 pm - 1 pm
CDCC Conference Room
- Wednesday, Oct. 25**
CDCC Holiday Gift Auction
5 pm - 8 pm
Maple Dale Country Club
- Wednesday, Oct. 11**
Coffee Coaching
8 am - 9 am
via Zoom



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

KraftHeinz

Kraft Heinz: Passing the Ketchup

Starting on the 1st of the new year, Miguel Patricio will step down from his role as CEO of Kraft Heinz and transition to his new role of Non-Executive Chair of the Board. Patricio became CEO in June 2019 and led the company through supply chain issues caused by the covid-19 pandemic. He has been a part of numerous attempts to revitalize the company, most notably recent attempts to revive longtime household names such as Jello-O and Kool-Aid that are produced in the Dover plant. He was also instrumental in creating a positive cultural shift within the company, hoping to make every employee proud to work for Kraft Heinz.

Succeeding him will be Carlos Abrams-Rivera, who is currently

the president of the North America zone. When asked about the transition, Patricio had nothing but words of encouragement for his pupil. He stated "Carlos is the best person to lead the next phase of the company's transformation. His strategic and innovative mindset is ideal to continue to propel Kraft Heinz forward on our path to greatness. Since joining Kraft Heinz in 2020, he has consistently delivered strong results in the North American retail and away from home businesses. Carlos' experience in both developed and emerging markets complements our ambition for growth."

Carlos is excited to assume this new responsibility and eager to move the company into "a bright future together". He aims to con-



tinue the positive changes that Patricio has instituted and continue propelling Kraft Heinz into a positive direction. He initially joined the company as President of the U.S Zone but was then promoted to Executive Vice President and President of North America Zone due to the company combining the U.S and Canada businesses into one. The company and board of

directors have strong faith in Carlos moving forward and believe that he is the perfect candidate to revitalize demand in Kraft Heinz products.

For more information about Kraft Heinz Company, please visit www.kraftheinzcompany.com.

Submitted by Kraft Heinz

Harrington Raceway is nearing the completion of its 77th season of live harness racing

The half-mile racetrack has seen its share of industry stars over the years, including Hall of Fame horses, trainers and drivers and recently held the richest program of the season for Delaware horses with the annual Governor's Day program held during the Delaware State Fair on July 27. More than \$600,000 in total purses were contested for Delaware owned or bred horses in a 12-race program that is headlined by Delaware Standardbred Breeders Fund (DSBF) final events for 3-year-olds and the Governor's Cup, a popular longstanding event for aged horses that concludes with the Governor presenting the trophy to the winning connections.

In its approximately 20 years of existence, the DSBF is known to promote investing in Delaware agriculture through its breeding program to First State stallions, which incentivizes its participants with lucrative racing opportunities at ages 2 and 3. The 3-year-old finals are held annually on the Governor's Day program with (4) separate \$110,000 final events for pacers and trotters.

Meanwhile, Governor John Carney was once again on hand to present to this year's Governor's Cup winning owners, the Brittingham family. Itsrockandroll A was this year's winning horse and is owned by Elizabeth and Bret Brittingham (mother and son) and trained by Elizabeth's husband Don Brittingham. The race has been a centerpiece for many years on the rich program that is a focal point for many

men and women of Delaware's harness racing community.

With the racing season winding down for the year and closing night on October 18, there are still some big days on the schedule. The DSBF 2-year-old stakes are featured September 25-27, October 2-4 and October 9-11. Also on the schedule for October are a trio of \$50,000 named races. The Bobby Quillen Memorial is named for long-time Delaware legislator, a staunch supporter of harness racing who passed away in 2006. The Kathleen Cain recognizes retired Harrington Raceway employee Kathleen Cain for her approximate 50 years of service, while the Allen J. Cook Memorial remembers the popular former racing official who passed away in 2020.

Live racing will continue through Oct. 18 on a Monday through Wednesday schedule with a 4:30 p.m. nightly post time. The Delaware harness racing circuit will shift to Bally's Dover on Oct. 30 for a fall/winter meet. To learn more on harness racing and how to wager, visit the Harrington Raceway website and look for the "How To Bet" option under the handicapping drop-down menu.

For more information about Harrington Raceway & Casino please visit www.harringtonraceway.com, casino.harringtonraceway.com, or call (888) 887-5687.

Submitted by Harrington Raceway & Casino



Governor John Carney (left) and Lt. Governor Bethany Hall-Long (right) present the Governor's Cup to winning trainer Don Brittingham (center) and members of the Brittingham family.



Trotter Kodak Black, driven by Montrell Teague, was an easy winner in one of (4) DSBF races for 3-year-old horses.

The CDCC Presents the LCD Class of 2024!

The Central Delaware Chamber of Commerce (CDCC) appreciates the community waiting patiently for the reveal of the newest Leadership Central Delaware (LCD) Class of 2024. The new graduates of the LCD program are out in the community doing amazing things and they are sure ones to watch. The LCD Class of 2024 is a new group of 28, talented, professional, diverse, and enthusiastic individuals ready to embark on a Kent County leadership journey like they've never experienced before.

The applications have been reviewed, candidates have been informed of expectations, and the interviews have been successfully completed. The CDCC is so excited to finally announce the Leadership Central Delaware Class of 2024 to the community! If you know any of these students listed below, be sure to give them kudos for stepping out of their comfort zones, taking a new step in their careers, and giving back to the community.

Over the next 10 months, this group of individuals won't remain strangers – they will become a unit, a network. They will get the “insider look” at Kent County by touring, listening, and learning about its various key economic industries from fundamental leaders. They will meet face-to-face with exceptional leaders, learn from their examples, and shape their own leadership styles all while having fun and creating bonds to last forever.

This is a fresh start, a new beginning for the Leadership Central Delaware Class of 2024, and the CDCC couldn't be more excited to welcome, encourage, and empower

each student as they take this next step in their lives, careers, and personal development journeys. Our wish is that their goals of being leaders in the community become clearer as they build a new network of like-minded people with a variety of expertise.

The Class of 2024 will enter the 23rd year of the Chamber's Diamond Program. There is no time like the present to commit and challenge yourself to be better than you were yesterday, and the CDCC is proud to have a hand in making this true for our community. The members of the LCD Class of 2024 have big shoes to fill, however they should not be worried because their Chamber and community are by their side every step of the way, even past graduation day in June 2024, when they will successfully complete the program.

The Class of 2024 kicked off the year strong with an initial Meet & Greet reception at Dean & Terry Blaha's (Class of 2004) beautiful estate. This serves as the primer to their overnight Opening Retreat in September in Rehoboth, and from there on, the fun and learning will really begin as they meet once a month for their jam-packed class days! Much is to be learned and experienced within this new dynamic group of people and the CDCC can't wait to see it unfold. The CDCC is excited for the community to follow along their journey.

Without further ado, the Central Delaware Chamber of Commerce presents the Leadership Central Delaware Class of 2024! (Drum roll please...)

Codi Canasa
– Agape Body Piercings

Angela Ceballos
– Wattay Accounting

Chief Adam Colaprete
– Dover Air Force Base

Nicholas Dolph
– Dover Federal Credit Union

Megan Epps
– Dover Health Care
Center Chiropractic

Jonathan Flamer
– Bally's Dover Casino Resort

Col. Russell Gohn
– Dover Air Force Base

Shelby Hand
– Dover Federal Credit Union

Col. Jason Holcomb
– Dover Air Force Base

Anastasia Jackson
– Delaware Division
of Small Business

Catherine Jenkins
– Kent County Tourism Corporation

Jason King – Legal Shield

Melanie Kline
– Dedicated to Women OB/GYN

Gloria Knowles
– Delaware State University

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– Kraft Heinz Company

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Chamber of Commerce

Tasheema Heyliger
– Bayhealth Medical Center

Michael Weeks
– Central Delaware
Habitat for Humanity

Glen Wilson
– Chesapeake Utilities Corporation

Please join the CDCC in congratulating the incoming LCD Class of 2024! Wish them good luck and kudos as you show support for their desire to take the initiative and apply themselves for the betterment of the community! What an amazing journey this will be.

If you'd like to know more about the Leadership Central Delaware program or if you are interested in sponsoring the CDCC's Diamond Program, feel free to give the CDCC office a call at (302) 734-7513 or visit their website at www.cdcc.net/education/lcd.

“Leadership is not about titles, positions, or flow charts. It is about one life influencing another.” – John C. Maxwell

LCD Class of 2024: The First Meeting of Many!

We all have been there – you're meeting a new group of people for the first time! You're excited, nervous, and don't know exactly what to expect. You're out of your comfort zone, but you know that it will make you a stronger person to meet your goals. The Leadership Central Delaware (LCD) Class of 2024 has just “jumped” into the shallow end of Terry & Dean Blaha's pool in their backyard oasis for their Meet & Greet this past Aug 17th, 2023.

This exclusive event from 5-8pm, hosted by the wonderfully hospitable and generous Blaha family (Class of 2004), marked the first in-

roduction of the new LCD class of 28 business professionals embarking on a completely new journey for themselves together.

It was an evening of smiles, introductions, stories, and energetic anticipation for the program, especially for their Opening Retreat coming later this month. For many, this was the first time they met their retreat new roommates, who they will introduce to the rest of the class. Relationships were forged that evening and the energy was relaxed, but electric, and filled with excitement for what will come over the next 10-months.

In addition to the current Class of 2024, an impressive number of alumni from multiple classes were present to welcome the new classmates, share their takeaways from the program, and to be a kind, and eventually familiar, face. The Class of 2022 (who recently won Best in Class trophy at the CDCC's Awards for Excellence Celebration in June) were well represented as they reminisced about their past feelings of nervousness, just as the new inductees were that evening.

There was plenty of time to mix and mingle over wonderful food and beverages made by the Blahas who

we can't thank enough for hosting this event for 18 years! Dean and Terry always do an amazing job of making everyone feel welcome and at home. “We just love to host this event and see all the new faces that come through,” remarked Terry. “And when they come back as alumni, it's wonderful to hear their stories and follow them year after year!” This night was a true testament to the legacy of the CDCC's Diamond program – Leadership Central Delaware.

“We love to host this meet & greet every year because LCD has made such a difference in our lives – we

are happy to give back in this way," commented Dean Blaha as he tended to his signature smoked Italian meatballs on the barbecue.

We hope CDCC members and extended community continue to read and follow along their 10-month journey as they bond, create relationships, impact their community, and see new perspectives of leadership in Kent County to enrich their lives.

We are so excited to finally kick off their experience with this new class of 28 proactive and ambitious people! From that evening on, everything has surely changed for the better, and we can't wait to see how these strangers begin to welcome each other into their lives over this unique, shared experience.

Here we go, Leadership Central Delaware Class of 2024 – we are all rooting for you!



Exciting Additions to the AMC Museum!

We welcome tourists here in the First State because we are proud of the hidden gems and endless discoveries that Delaware holds. One of those gems is the Air Mobility Command Museum (AMCM), situated next to the Dover Air Force Base (DAFB). If you are a Delaware local and haven't taken a visit to this world class museum that received TripAdvisor Travelers' Choice Award, representing the most exceptional, highest-rated properties around the world, once again for 2022, consider planning a day to visit soon, because new artifacts and exhibits are coming. Ever wonder "Where do old airplanes go? According to the museum's website, the luckiest go to "the Air Mobility Command Museum—the only museum dedicated to airlift and air refueling history!"

The Central Delaware Chamber of Commerce (CDCC) had the privilege of meeting with AMC Museum Director, Johnny Taylor, and Michael Hurlburt, Operations Manager, to hear about exciting upcoming additions. First, the Museum just received a C-46 World War II aircraft from Naval Air Station in Pensacola in April 2023 in pieces. Transported via truck in four loads, it was just put back together weeks ago.

"It's one the last aircraft to fill a very important void here at the museum. There's still some work to do on it, and we'll probably paint it next year. That's the newest happening here besides our KC-10, refueling aircraft which was the first KC-10 ever built and flew in 1980. As

the Air Force retires them, we were fortunate to receive the first KC-10 ever built," shared Taylor. These are the two magnificent additions to the collections of 36 airplanes at the museum, which Taylor and Hurlburt showed firsthand after the discussion. The CDCC encourages you to visit the museum to see them for yourself!

Additionally, unveiled on September 5th, "a small exhibit in stature but the largest emotionally at the museum" will be open to the public, said Taylor. Completely made in-house, the AMC Museum team created an exhibit for the Air Force Mortuary Affairs Operations (AFMAO) sector, which is responsible for a variety of tasks in support of the dignified transfer of remains for fallen service members arriving at DAFB. AFMAO is a profoundly respected, solemn movement and mission. "What AFMAO and JPED (Joint Personal Effects Depot) do for our fallen soldiers stands out above everything else that anybody does on this base," Taylor continued.

This exhibit is "primarily focused on part of the mission which is recovering artifacts of one particular interest - the crash of C-124 in 1952 on Colony Glacier in Alaska. Every year in June, DAFB sends personnel to Anchorage Alaska to scour the glacier for artifacts to bring home. Items they couldn't identify for families of the fallen, they gave to us for this exhibit," explained Hurlburt. This new exhibit will help further the mission of the DAFB

and AMC Museum which is to tell stories, preserve history, and leave a legacy for future generations.

How does the AMC Museum acquire new artifacts, maintain the ones they have, and still welcome thousands of visitors a year? "The team of volunteers that we have here is about 85 to 90 strong; we can't do what we do without them. We just cannot. My staff of three, are the folks that keep everything running smooth and we can't do it without them either, but the volunteers are the heartbeat of this organization, and they make things happen," Taylor credited. He went on to explain, another essential and supportive element is the AMC Museum Foundation. A 501c (3) tax exempt organization that provides financial support to the Museum for facility improvement, expansion, and projects that cannot be funded with government funds.

About 75-80% of volunteers at the museum are retired military, many of whom have flown and maintained aircraft such as the ones on display. However, experience varies and is not required of those who want to make a difference. Whether you've never touched a screwdriver or have been a pilot, there is something for everyone at the AMC Museum. Consider carrying the legacy and helping your local community by volunteering at this world-renowned gem.

Future plans for the AMC facility, built in 1944, include the construction of a new aircraft hangar and



Education & Conference Center. This is currently in their strategic plan and concept plan. This new hangar would save the Air Force money by keeping aircraft safe and reducing upkeep costs. Taylor, Hurlburt, and their team envision a more communally reflective and diverse representation of the Air Force today.

With over 21 years of experience at the AMC Museum, Taylor still credits the volunteers, visitors, and his team to be the most gratifying aspect of this role here. "It's a fun and challenging place to work," he stated, especially when a visitor says, "that was the best U-turn I've made in my life." Seeing and meeting people from all over the world never gets old here. Rigorous, but rewarding, Hurlburt loves planning and working for the kids for their yearly sold-out Summer Camp. The kids' excitement and wanting to return year after year is high praise.

It was a bustling day at the museum, with great energy from families, veterans, the AMC Museum crew, and volunteers. It was fascinating to step back in time and truly feel small standing under the wing of an historic aircraft. It's even more

Member News



Members Mix, Mingle & Meet at Pizzadili!

The Central Delaware Chamber of Commerce is pleased to share that the past Sunset Business Mixer and Member 2 Member Expo was a soaring success! On Wednesday, August 30th, 2023, from 4-7pm at Pizzadili Vineyard & Winery in Felton, Chamber Members, Board Members, and potential members met and mingled to great food, drinks, prizes and more!

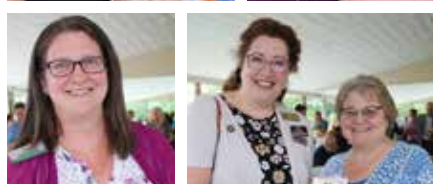
This event was extra special because we had over 30 vendor tables participate! Our awesome member businesses filled the spacious pavilion at Pizzadili Vineyard & Winery. They came prepared to put their best image forward to showcase all they have to offer to Central Delaware and beyond. The Member 2 Member Expo is a chance for CDCC members to meet and connect with each other to build networks, camaraderie, and increased brand awareness – tonight's event accomplished that and more!

The CDCC would like to express a sincere thank you to the Pizzadili team for their services, welcoming atmosphere, and accommodations in making this event run smoothly for everyone in attendance. For many guests, it was their first time experiencing Pizzadili. We appreciate the relationship we have with the Pizzadili team and for their willingness to welcome the community. Thank you for being gracious hosts and valued members!

The CDCC would like to congratulate Ed & Lauren Haggerty for completing their CDCC 5-Star Journey Map and receiving their pin symbolizing their steadfast engagement with us. Congratulations, Ed & Lauren – well earned, keep up the great work and engagement! Their 5-Star Membership shows that they've taken the opportunity, not only to see how their membership can serve them and their Brain Love Neurotherapy business, but they've also set themselves apart as a committed member of the CDCC. Please join us in congratulating them! Visit cdcc.net to see how YOU can become a 5-Star Member, too!

Congratulations to all the door prize and 50/50 raffle winners! Thank you to everyone who donated a door prize to share with an attendee – you made someone's day and the CDCC appreciated seeing smiles light up the venue.

Mark your calendar for the last Wednesday of the month, September 27th, 2023, for the next CDCC Sunset Business Mixer at the Hilton Garden Inn (1706 N. Dupont Hwy, Dover) from 5-7pm! Be sure to bring your business cards and cash for the 50/50 raffle. For more information on this event, please visit cdcc.net or call (302) 734-7513. We can't wait to see you later this month!



SUNSET MIXER

Continued from Page 1

your calendar to attend this mixer to meet the team and learn more about what this hotel has to offer such as amenities. Who doesn't love a hotel stay that feels like your home away from home? Guess what – all you need to pack for your stay this month with us is plenty of business cards, smiles, and cash to purchase 50/50 raffle tickets! Trust that the Hilton Garden Inn will take great care of you for your brief stay with the CDCC!

Don't forget to drop your business card in the silver bowl when you check in with the CDCC registration table for a chance to be our

next Member of the Month or win a door prize. Make sure to stay to the end to see if your card is drawn and you're the winner!

The CDCC loves to see the room filled with like-minded local professionals – like YOU – engaging with other members and learning about how their businesses are working together to grow and strengthen Central Delaware. That is why we gladly offer this event every month. The CDCC would like to thank the accommodating and welcoming staff at the Hilton Garden Inn in Dover in advance for supporting this month's Sunset Business Mixer and offering a space for the community to connect, relax, and enjoy an evening together.

Mark your calendar for this month's September 27th, 2023, Sunset Business Mixer at the Hilton Garden Inn Dover from 5-7pm. Potential Members – interested in this event by the CDCC? Remember you can attend two Mixers before membership is required. Guests are encouraged to bring a door prize to share with the lucky winner; a great way to showcase your business and create a lasting impression.

For more information or to register for this Mixer, please visit cdcc.net or call (302) 734-7513. For more information about the Hilton Garden Inn in Dover, Delaware, please visit www.dover.hgi.com or call (302) 674-3784. The CDCC can't wait to see you soon!



Member News

Outdoor Painting Event in Dover in early October

Submitted by Diane Laird, Downtown Dover Partnership, Executive Director

Paint Dover! kicks off the arts in Dover this October as the community is invited to watch artists from around the region take to the streets, parks, sidewalks and cafes to paint outdoors – rain or shine! These three days will be followed by a full weekend exhibition at the Biggs Museum with paintings then shown in downtown shops and virtually. Event is rain or shine.

“I appreciate the artists’ commitment to sharing their beautiful and skilled plein air portraits of downtown Dover and to have the opportunity to view my hometown through a creative new perspective,” commented DDP’s Jordan Resh who oversees the event.

“To celebrate this fifth-year event, we’ve expanded in a few exciting ways,” said Diane Laird, originator of the event. “The Biggs Museum will not only host the opening exhibition, but has invited artists to exhibit paintings throughout First Saturday weekend (Oct. 7-8) on the entire third floor of the museum, with free admission to the public.” The exhibition will continue in downtown shops and virtually throughout most of October. “Painting location parameters have also

expanded and now include Victorian homes, Spence’s Bazaar, and Bayhealth campus. This allows returning artists fresh scenes to capture, typically in oil, pastel, ink and watercolor.”

On Thursday, Oct. 5 from 4:30 to 7 p.m., the public is invited to meet the artists at the Biggs Museum of American Art for a “wet paint” exhibition of their pieces – all available for purchase – and announcement of awards. The event will feature refreshments, and live music from electric violinist Bronwyn Beth who grew up playing folk and bluegrass but is skilled in a broad range of music styles from Aerosmith-style rock to pop and classical (www.bronwynbethviolin.com).

New this year – Dueling Demos! On Friday morning after the opening exhibition watch pastelist Siobhan Duggan and watercolorist Diane Joy Laird share unusual art media processes and unique framing techniques. Demos will take place simultaneously and are free to attend, but pre-registration is requested.

This year artists will compete for \$2,000 in awards for categories including Small Works, Best in Show, and art-

ists’ depictions of “Iconic Lookerman,” “Dover Heritage,” and the “THIS is Dover!” award for the image that best depicts the authenticity and diversity of downtown Dover. A “People’s Choice” award will also be made at the end of October as the community casts their vote for their favorite piece on the night of the exhibition and virtually through the end of October.

This event will take place rain or shine, with the opening exhibition to be held inside the Biggs in case of bad weather. For the full schedule, to register, and to view the 2023 Paint Dover! virtual exhibition, visit [Https://Tinyurl.com/DoverArt](https://Tinyurl.com/DoverArt), call 302-678-2940 or contact Jordan@DowntownDoverPartnership.com.

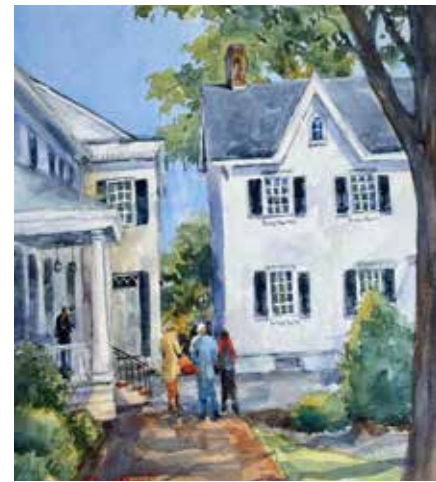
This art event is part of a commitment to providing high quality arts programming in downtown Dover, and will feature an estimated 75 images of downtown through the eyes of talented artists. Very soon, many of these kinds of Paint Dover! images will be up on banner poles over Lookerman Street for the community to enjoy daily. The DDP has also launched a pilot program to paint two crosswalks on Lookerman Street and

community members of all ages will be invited to help paint. For information, visit www.downtowndoverpartnership.com/ddp/crosswalks.

While in Dover on First Saturday, October 7, be sure to visit OktDoverFest, the annual downtown block party from 2 - 9 p.m. (destinationdowntowndover.com).

Paint Dover! is produced by Main Street Dover (a subsidiary of the Downtown Dover Partnership) with generous sponsors and partners including Bayhealth, The Biggs Museum of American Art, Blick Art Materials, City of Dover Mayors Office, Delaware Division of the Arts, Del-One Federal Credit Union, Dover Art League, Jerry’s Artarama of Delaware (Newark), National Endowment for the Arts, and PNC Bank.

The Downtown Dover Partnership is committed to driving an improved quality of life for the residents and visitors of Dover, Delaware, through collective collaboration, economic development and promotion of downtown Dover’s unique historic properties. Call 302-678-2940 or visit DowntownDoverPartnership.com



“White House Black Shutters” Y. Mucci 2022



“Lookerman’s House of Coff” E. Geiger 2022



“Rainy Day on Lookerman” by Katie Yost 2022

AMC MUSEUM

Continued from Page 5

incredible to wonder and learn how the aircraft are made, maintained, and operated. The AMC Museum is truly a wonder of the world and it’s sitting right here in the backyard of Dover, Delaware. We’d like to thank the AMC Museum team for their time, dedication, and preservation of the USAF’s history and legacy.

If there is one thing Director Johnny Taylor and Operations Manager Michael Hurlburt would like you to know, is that the Museum has FREE Admission and is open to the public. Base ID is NOT required.

The AMC Museum has 11 planes that are the 1st, last, or only in the world. Come see for yourself! Be sure to mark your calendar for the last two Open Cockpit Days coming Saturday, Sept. 16th & Saturday, October 21st for full access to many of the museum’s aircraft from 10:00 a.m. until 3:00 p.m.

For more information about the Air Mobility Command Museum in Dover Delaware, please visit amc-museum.org or just stop by anytime between Wednesday–Sunday, 9 a.m. to 4 p.m. Did we mention admission and parking are FREE? That’s right - so, stop by sometime for takeoff, you’ll be so glad you did!



Member News

Central Delaware Economic Summit Sept. 19, 2023

The Central Delaware Economic Summit, which brings together leaders in business, government, education, and the community to focus on improving the economic conditions and quality of life in central Delaware, will take place September 19, 2023. The overarching theme of the summit is 'AI (Artificial Intelligence) in the Economy and Society.'



The summit is presented annually in partnership between the Delaware Tech Terry Campus and the Central Delaware Business and Entrepreneurship Consortium, and this year's event will be offered in a hybrid format. Attendees can participate in person in the Del-One Conference Center on the Terry Campus in Dover or login through Zoom.

James Collins, Microsoft Public Sector Leader for the Americas, will deliver the keynote address. Prior to Microsoft, Collins served as the CIO for the State of Delaware and previously in several leadership roles including Deputy Secretary of State, Governor's Deputy Chief of Staff, and the Director of Professional Regulation.

Collins is a former president for the National Association of State Chief Infor-

mation Officers (NASCIO) and a Council of State Governments Henry Toll Fellow, as well as the 2020 NASCIO Meritorious Service Award recipient and the 2019 State-Scoop State Executive of the Year Award honoree.

In addition to Collins' keynote presentation, the summit will feature a moderated fireside chat-style discussion with professionals from various industry and business sectors utilizing AI in day-to-day operations.

Registration for in-person participants is \$35. There is no cost to attend virtually but registration is required. Registration must be completed on the summit website dtcc.edu/economicssummit.

For in-person attendees, doors open at 8 a.m. for networking, visits with vendors, and a continental breakfast. Opening remarks begin at 9.

Registration for in-person participants is \$35. There is no cost to attend virtually but registration is required. Registration must be completed on the summit website dtcc.edu/economicssummit.

For in-person attendees, doors open at 8 a.m. for networking, visits with vendors, and a continental breakfast. Opening remarks begin at 9.

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EDGE COMPETITION

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DAFB Airmen Taking Care of Business (And Themselves!)

In recent years, there has been a growing awareness within the military about the importance of mental, physical, social, and spiritual health support, under the idea of supporting the "Whole Self." Although all of these areas are important for any human being, the Dover Air Force Base (DAFB) has implemented several initiatives to provide airmen with resources to cope with the unique stresses they face. Mental health workshops, counseling services, and peer support networks have been introduced to create a safe space for airmen to discuss their concerns without judgment and become aware of the resources available to help them.

This past August 1st, the Central Delaware Chamber of Commerce (CDCC) had the privilege of attending the 2nd Annual Whole Airman Fair, sponsored by the 436th Mission Generation Group IRT, lead, organized, and founded by Tech. Sgt. Brian Faas and his team. As the Central Delaware community knows, the CDCC appreciates the amazing relationship we have with the servicemen and women at the DAFB, and we were honored to be invited to an event intended to support the Whole needs of those who serve our community and country.

This year's fair held centrally on-base (building 719) proved to draw a bigger and steadier stream of guests than last year's fair. This location was more easily accessible for busy airmen to stop-by in between their breaks. This year welcomed more resource tables, representatives, and reinforcements. Overall, Faas said the fair was better organized after its inaugural year prior. The purpose of the event is for personnel to learn about options to help them professionally and personally; to better oneself holistically and increase awareness of organizations and agencies who want to help.

Awareness boards were easily seen to show DAFB's rank amongst other installations. 39% of DAFB Airmen are getting adequate sleep. 14% of DAFB Airmen report that sleep is affecting their performance. 12% of DAFB airmen vape or use e-cigarettes and 5% of airmen smoke. Education on safe, natural supplements was readily available, as well as the repercussions and intervention of alcohol abuse, underage drinking, and DUIs. Such data presented at in-person, niche



events like this one, show often over-looked problems in an impactful and straight-forward way.

Present at this event were organizations supporting on-base college education, development advisors, commissioning resources, health & wellness services, integrated resiliency teams, and much more. The CDCC was excited to see friends from the Delaware Department of Labor present as well. "We'll go to any event that needs us," shared Todd Hilliker, Local Veterans' Employment Representative. Additionally, the DAFB's Mental Health clinic, Air Force Civilian Service, Military OneSource, Dover AFB ACE Council, the Military & Family Readiness Center, DAFB Resilience Program, Tri-State K-9 for animal therapy and service, and Dept. of Air Force Family Child Care, were just some of the tables of friendly faces ready to serve airmen with plenty of information and resources at their disposal.


Every need from assistance to quit smoking, drinking, and getting better sleep, to the Bedrock Innovation Lab, and equal opportunity readiness, were available and willing to talk, share, and connect with everyone in the room, including the CDCC.

This event was truly all-encompassing as it addressed the Whole wellbeing of airmen as human

Continued on Next Page



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beings first. It was encouraging to see many people connecting, sharing, and uplifting each other to improve of themselves, the mission, and their communities. "I believe in this event in creating community, connections, and embracing that. I am grateful for my connections (in organizing this event) and my team for supporting these airmen," shared Tech Sgt. Faas. He sees the future of this event to continue to grow and reach more airmen and organizations in the years to come.

It is important to remember that airmen, like anyone else, can struggle with mental health issues, but due to the stoic culture prevalent in the military, they might be less inclined to openly discuss their struggles. It is crucial to recognize signs of distress, which can include changes in behavior, mood swings, social withdrawal, and decreased performance. However, addressing mental health issues within the military community remains a challenge due to the stigma associated with seeking help.

Dover Air Force Base airmen face a unique set of challenges due to the nature of their responsibilities. The demands of air mobility missions often require them to work long hours, away from their families and homes. Frequent deployments and exposure to traumatic situations, such as dealing with the aftermath of military fatalities, can lead to stress, anxiety, and even post-traumatic stress disorder (PTSD). The high-stakes environment, coupled with the pressure to maintain peak performance, can take a toll on their mental health. Military leadership plays a pivotal role in promoting open conversations about mental health and normalizing seeking help. By fostering an environment where airmen feel comfortable discussing their struggles, the stigma can be gradually dismantled.

By acknowledging the unique challenges faced by airmen, fostering an environment of open dialogue, and implementing effective support systems, Dover Air Force Base is striving to ensure that its

airmen can navigate the skies of their demanding careers with resilience, strength, and mental well-being. The CDCC would like to extend thanks and kudos to Whole Airmen Fair organizer Tech Sgt. Brian Faas and his team for taking the time to uplift and care about their dear airmen, community, and country. We can't wait to see what the future holds for next year – Congratulations on a successful event!

For more information on the Whole Airman Fair, please contact Brian.Faas@us.af.mil.



Dover Air Force Base

The Central Delaware Chamber of Commerce would like to take an opportunity to acknowledge the amazing work, progress, support, and friendship exemplified by TEAM Dover's Col. Matthew Huseman, outgoing Commander of the 436th Airlift Wing at the Dover Air Force Base (DAFB), Delaware.

The CDCC was honored to be able to attend the Change of Command Ceremony and swearing in Col. William C. McDonald, the new Commander of the 436th Airlift Wing on July 7 at the Dover Air Force Base.

The CDCC thanks Col. Husemann for his continuous support and leadership. The CDCC and TEAM Dover wish him the best as he enters a new chapter as Vice Superintendent of the U.S. Air Force Academy in Colorado Springs, Colo.

The CDCC extends a warm welcome to Col. William C. McDonald to TEAM Dover! The CDCC looks forward to building a strong relationship for the betterment of Central Delaware. We extend our support to Col. MacDonald as he transitions into his new position and look forward to continuing working alongside him and TEAM Dover.

The CDCC and Dover community thank both commanders for their service to Central Delaware, the CDCC, and the United States of America. Thank you to the DAFB for Delivering Excellence.

"Off we go into the wild blue yonder.. Nothing'll stop the U.S Air Force!"



From left, Maj. Gen. Corey J. Martin, 18th Air Force commander, incoming commander Col. William C. McDonald, and outgoing commander Col. Matthew S. Husemann sing the Air Force song during the ceremony. Husemann relinquished command to McDonald in a ceremony attended by family, friends, distinguished visitors, local civic leaders and members of Team Dover.



Col. William C. McDonald receives his first salute from a formation of Team Dover Airmen during the Change of Command ceremony. McDonald takes command following his previous assignment as the 89th AW vice commander at Joint Base Andrews, Maryland.

Maj. Gen. Corey J. Martin, left, 18th Air Force commander, presents the 436th Airlift Wing guidon to Col. William C. McDonald, incoming 436th AW commander, during the ceremony. Upon taking command, McDonald became the wing's 37th commander.

U.S. Air Force photos by Roland Balik



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Program of Work // 2023 - 2024

In an effort to keep you, our members, informed about what YOUR Chamber is up to, we publish our goals and objectives annually in our September Chamber Connections newspaper. In these next few pages, you will read all about what we have in mind as we work with you, our businesses during the 2023 – 2024 fiscal year. Next year, in July 2024, we will publish our Annual Report, in which you will be able to see how we did! We are confident that, as you read this, you will understand our vision of being “THE essential resource for the development of businesses in Central Delaware!”



COMMUNITY Cornelia Johnson Vice Chair

Committees:

55+ Expo
Holiday Gift Auction

Special Projects/Events/ Membership Activities:

55+ Expo
Administrative
Professionals Contest
Awards for Excellence Dinner
Capital Holiday Celebration
Chamber Mini Masters
Golf Tournament
Holiday Gift Auction
Holiday Party
Home & Garden Show
Sunset Business Mixers
The Amazing Chase

Collaborations:

Downtown Dover Partnership
Kent Sussex Leadership Alliance
Liaison –
Community and Government
NeighborGood Partners, Inc.
Volunteers

- d. Coordinate packaging for overnight visitors with Dover Downs.
- e. Grow the Caregivers Support Network.
- f. Explore new marketing initiatives.

- 2 Administrative Professionals Contest. This contest is held in the spring to celebrate the “Best of the Best” Administrative Professionals in Kent County. After collecting nominations from their employers, the winners will be announced and presented with prizes on Administrative Professional’s Day in April 2024.
- 3 Awards for Excellence Celebration. Hold this event in June 2024 to celebrate the Chamber’s outstanding businesses and volunteers. The CDCC Chair will give the State of the Chamber Address, the Excellence in Business Award winners will be announced, the Leadership Central Delaware Class of 2024 Graduation is held, and awards and tributes are presented to CDCC partners and volunteers.

- 4 Capital Holiday Celebration. Help coordinate a community event to kick off the holiday season in Downtown Dover on Loockerman Street with the City of Dover to include the traditional caroling and lighting of the City’s Christmas tree on November 30, 2023. Collect canned foods and distribute to local pantries.

- 5 Chamber Mini Masters Golf Tournament. This event will be held in conjunction with the Sunset Business Mixer on April 24, 2024. This mini golf tournament is focused on networking and fun!

- 6 Holiday Gift Auction. Host the Auction to generate funds for

Chamber projects while increasing the visibility of our members to encourage shopping locally. This year the event theme will be “Celebrating Community”. The Live Auction will take place on October 25, 2023 at Maple Dale Country Club. Both the silent and live auctions will be held in-person this year.

- 7 Holiday Party. This year’s Annual Holiday Party will be held at Roma Italian Restaurant on December 5, 2023. The purpose of this event is to host a fun evening of holiday cheer and networking for the CDCC members and their guests.

- 8 Home & Garden Show. This event will be held on February 23 & 24, 2024 in Harrington. This two-day, expo-style trade show will showcase the goods and services of Central Delaware businesses with a special emphasis on home improvement and outdoor recreational needs.

- 9 Sunset Business Mixers. Continue to hold monthly membership Mixers at member businesses. Combine two Member 2 Member Expos with Mixers (one with our CDCC Showcase Mixer).

- 10 The Amazing Chase. This event will be held in Downtown Dover on September 21, 2023. Teams of three will race to complete challenges and solve clues at the participating business locations. It will increase exposure of downtown businesses from retail to law offices to historical sites and everything in between.

- 11 Calendar of Events. Continue to hold membership activities throughout FY ‘24, publishing the calendar of events in the Chamber Connections newspaper, Chamber E-News, Catchin’ Up with the Community E-News, and on the CDCC website as well as including it in the month-

ly mailer at least once this year.

- 12 Downtown Dover Partnership. Continue to work with the Partnership to improve the climate of the downtown business district by creating jobs, broadening the area’s tax base through redevelopment of commercial and residential properties with programs like Unlock the Block, maintaining downtown’s historic presence, and promoting events. Play an active role on the Downtown Master Plan Implementation Committee.
- 13 Kent Sussex Leadership Alliance. Continue to partner with this committee to strengthen support for economic development initiatives for both the businesses and residents of Kent County.
- 14 Liaison – Community and Government. Continue working with the City of Dover, Kent County Levy Court, Delaware Division of Small Business & Delaware Tourism, Dover Air Force Base, and other local government entities. Establish working groups when needed to address specific issues and interests (i.e., City of Dover Budget Review Committee; City of Dover Ordinance Review Committee; City of Dover Electric Group; DAFB P4 Initiative)
- 15 Neighborgood Partners, Inc. Continue collaborating on the Restoring Central Delaware and Unlock the Block programs.
- 16 Volunteers. Continue the utilization of about 200 volunteers for the various programs, projects, and events of the Chamber.
 - a. Continue to work with the Retired Volunteer Seniors Program to do monthly mailings and assist us with the 55+ Expo by welcoming attendees and conducting surveys.

Program of Work // 2023 - 2024

ECONOMIC DEVELOPMENT

Javier Santana
Vice Chair

Committees:

- Economic Development
- Tourism
- Infrastructure Committee
- AgriBusiness
- Special Projects

Ongoing Projects:

- Economic Forecast Breakfast
- e3 Emerging Employee Expo

regulations and restrictions by participating on committees such as the Master Planning for the Kent County Comprehensive Land Plan.

- 4 Work closely with the City of Dover, Town of Camden, City of Harrington, City of Milford, and Town of Smyrna, as well as other communities in Kent County, to assist with business issues whenever it is deemed necessary. To serve as a resource for municipalities and to establish committees when needed to address specific needs. (i.e. Budget Committee – City of Dover; Ordinance Review – City of Dover; Electric Committee – City of Dover; Land Use Plans).
- 5 Actively support efforts to establish and expand air cargo transportation development in Kent County by working with KEP, DeIDOT, and the Delaware River & Bay Authority as well as with Dover Air Force Base to establish the Central Delaware Aviation Complex.
- 6 Partner with Kent County Levy Court, municipalities, Delaware Division of Small Business, and other agencies to attract new business to the area.
- 7 Work with area legislators to represent the interests of our members and monitor legislation which affects them at all levels of government (Federal, State, County, and Municipal).
- 8 Create partnerships with statewide entities to encourage growth and development of the area such as the Delaware Prosperity Partnership.
- 9 Continue to work with the Universities and Colleges (Delaware State University, Wilmington University, Delaware Technical Community College, University of Delaware) to encourage Entrepreneurs coming to Kent County and to provide assistance for those already in business, as well as continually developing a skilled and well-trained workforce.
- 10 Continue to host and coordinate the Kent County Open for Business program on the first Thursday of every month at Kent County Levy Court. To continue our partnership with Delaware Center for Enterprise Development, Delaware Department of Health & Social Services – Division of Public Health,

HSP, EHFS, DeIDOT-DBE/OE, Delaware Department of Natural Resources and Environmental Control (DNREC), DNREC Energy Section, Delaware Division of Small Business, Delaware Libraries, Delaware Manufacturing Extension Partnership (DEMPEP), Delaware Small Business Development Center (SBDC), Delaware Technical Community College, Downtown Development District Grant Program through Delaware State Housing Authority, Downtown Dover Partnership, Government Support Services’ – Contracting Unit and Office of Supplier Diversity (OSD), Kent Economic Partnership, Launcher Business Resources, SCORE Delaware, True Access Capital, U.S. Small Business Administration, and USDA Rural Development – Business and Cooperative Programs to provide assistance to our members and/or those interested in starting a new business or growing an existing business.

- 11 Continue working with Kent County Tourism Corporation (dba Delaware’s Quaint Villages)
 - a. Kent County Tourism Corporation (dba Delaware’s Quaint Villages) is the official destination marketing organization for the country and its jurisdictions, whose mission is to generate incremental economic impact for the community through the attraction of visitors.
 - b. Destination marketing geared toward meetings, conferences, and reunions as well as leisure travel.
 - c. Serves as Kent County’s premier non-profit destination organization serving the meetings market, group tour, sports, and leisure travel.
 - d. Partners with business advocacy and tourism-related organizations such as CenDel Committee, Central Delaware Chamber of Commerce, Downtown Dover Partnership, and others.
- 12 AgriBusiness. Continue to develop a closer working relationship with the agricultural community whenever possible, primarily through the Delaware Farm Bureau, USDA, and the Delaware Department of Agriculture.
- 13 Work with the Minority Business

Associations to encourage and serve minority businesses in Kent County.

- 14 Host an Economic Forecast Breakfast on January 18, 2024, to provide the leaders in the business community with an economic forecast for the upcoming year which will be presented by a selected specialist in the field. The forecast should be global and statewide, closing with a focus on Kent County.
- 15 e3 Emerging Employee Expo. Coordinate a rotating Job Fair program with our local colleges/universities to provide our members with an opportunity to showcase their business opportunities to the students. The goal is to keep our talented students here and grow our businesses with our trained workforce.



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ORGANIZATIONAL

Jesse C. Keleher
Vice Chairman

Committees:

Membership Services
Accreditation
Ambassador
Association of Chambers of
Commerce of Delaware
Excellence in Business Awards
Marketing
Leadership Central Delaware

Ongoing Projects:

Central Delaware Resource
Guide and Dover/Kent County
Map
Chamber Connections Newspaper
Member Benefits
Publicity
Seminars
Technology

Collaboration:

Diversity, Equity, and Inclusion

to members.

d. CDCC On-Boarding will help increase engagement and retention by providing orientation meetings for larger companies at their location.

2 Accreditation Committee. Every five years this committee will review the U.S. Chamber of Commerce's accreditation process and application. Each section will be discussed, evaluated, completed, and the packet will be submitted. Accreditation is up for renewal in November 2023.

3 Ambassador Committee.
a. The goal of the Ambassador Committee is to welcome, engage, and retain new CDCC members. Ambassadors are assigned to new CDCC members as a mentor to help with this process and encourage them to become involved with the Chamber, its programs, and its existing members.

b. Continue 5 Star Ambassador Program.

c. Name Ambassador of the Year.

4 Association of Chambers of Commerce of Delaware: Established in 1995, the CDCC coordinates meetings of the Association to enable all Chambers in the State of Delaware to participate in projects and legislation of mutual interest.

5 Excellence in Business Awards Committee: Lisa Hastings, Chair. Through membership nominations and voting, select the 2024 Small Business of the Year, Large Employer of the Year, and Young Professional of the Year.

6 Marketing Committee: Kate Greene, Chair. The committee's purpose is to communicate the CDCC strengths and increase visibility within the community to current/new membership through a strategic marketing plan.

a. Provide public awareness of the Chamber and its members through promotional videos, print advertising, and events.

b. Develop marketing packages at discounted rates for new members and existing members.

c. Develop new marketing campaigns to attract new members.

d. Coordinate and implement the CDCC Showcase event to acquaint prospective members and current members with the benefits of being a member of the organization.

e. Review publications in all mediums to make sure messaging is clear and concise.

7 Leadership Central Delaware: Janie Libby, Chair. The scope of the Leadership Central Delaware program continues to be expanded to increase the value for participants. The mission of the program is to connect emerging leaders through diverse networks while enhancing leadership skills and community knowledge resulting in increased value individually and professionally.

a. Seek individuals who would like to be more involved as leaders in the community.

b. Encourage the current class of Leadership Central Delaware to participate in at least one Community Impact Project during which they volunteer, donate funds, or donate supplies to a local non-profit organization.

c. Strengthen the LCD Alumni Association to help graduates stay connected and to continue to enhance their leadership skills.

d. Encourage the LCD Alumni Classes to participate in Community Service Projects during which they volunteer or donate funds to a local non-profit organization.

e. Encourage LCD Alumni Classes to continue their service and leadership to the community by having them compete for the "Best in Class" trophy which is presented at the Awards for Excellence Event.

f. Continue partnership with Leadership Delaware, Inc. (LDI) on various programs and serve as a speaker for LDI Kent County Days. Encourage LCD graduates to take advantage of the discount they can receive if they are accepted into the LDI program.

g. Continue partnership with Wilmington University which provides the opportunity for LCD Alumni to receive 3 college credits once they are enrolled at the school.

h. Seek new partnerships with Leadership Central Delaware to extend the development of LCD graduates by providing them with options for a "next step."

9 Professional Power-Up. The group's purpose is to provide young professional members who are new to their chosen career field with networking opportunities and workshops for professional development while focusing on action-oriented projects with measurable, meaningful results.

a. Promote the young professionals of Central Delaware and their businesses.

b. Build business relationships and networking resources.

c. Host Live! socials every other month in person and invite speakers to present on topics such as social media, leadership, time management, etc.

d. Host Online! socials every other month via a virtual platform and invite speakers to present on professional or person development topics.

e. Support community initiatives that impact the greater good of the business community.

9 CDCC Resource Guide: Dina Vendetti, Editor. Publish and distribute 8,000 copies of the 2024-2025 Central Delaware Resource Guide and its companion piece, 10,000 copies of the Dover/Kent County Map, for distribution in July 2024. The CDCC Resource Guide will be printed in color and be available with advertising hyperlinks online. A CDCC membership directory will be included in the publication. This is the go-to resource for new and existing residents. The Dover/Kent County Map provides an easy access tool for people on the go and highlights businesses in Kent County.

10 Chamber Connections: Cleo Bell, Editor. Publish and distribute a monthly newspaper which provides information of importance to our members including educational programs, training classes, legislative updates, infrastructure developments, membership news, etc., as well as information regarding CDCC Events.

11 Membership Benefits: Offer Chamber members dis-

1 Membership: The Membership Services Department's goal is to recruit, engage, and retain New and Current Members through the utilization of the following programs:

a. 5 Star Journey Map retention programs for Current and New Members.

b. Continuing hosting Member Orientations for both New Members and Current Members to keep them up to date on the value of being a Chamber member.

c. The Ambassador Committee to help achieve membership engagement and retention by communicating and mentoring

Program of Work // 2023 - 2024

counts on products and services. Benefits include free subscriptions to Delaware Today Magazine and Morning Star Business Report, health insurance opportunities, Chamber Club Card Savings Program discounts, CDCC Electric Cooperative Program with Affinity Energy, and Eye Specialists of Delaware discounts, and discounted Delaware State News advertising as well as Dover Federal Credit Union and Del-One Federal Credit Union offering our members the financial benefits of belonging to a credit union. The CDCC also provides every member with the U.S. Chamber Federation benefits, such as affinity programs with FedEx and MetLife.

a. Continue to seek quality benefits to increase the value of Chamber membership.

12 Continue the health insurance program with Benefits Connection.

13 Continue the CDCC Electric Cooperative Program with Affinity Energy to provide companies with an alternative cost-effective electricity program.

14 E-Newsletters: Cleo Bell, Editor

a. CDCC E-News – Distribute an informative weekly newsletter highlighting Chamber programs and events to the members through email every Monday.

b. Catchin' Up with the Community E-News – Distribute an informative weekly newsletter with community news and updates to the members through email every Wednesday.

c. Business News & Company Kudos E-News – Distribute an informative weekly newsletter with member press releases and company accolades to the members through email every Friday.

15 Continue publicizing and promoting our Chamber members and activities through print, radio, television, and social media outlets.

16 Radio Program: Continue weekly radio programs of

interest to local businesses on TomFM, WDOV, and WRDX Radio.

17 Newspaper Articles: Submit a weekly column to Delaware State News for inclusion in the business section of the Tuesday edition.

18 Continue promoting the Member of the Month in the Chamber Connections newspaper and on the CDCC website. (A business is selected from a drawing at each Sunset Business Mixer for this designation.)

19 Continue providing automated calls to the membership prior to major events through TCN.

20 Seminars: Offer seminars covering topics that will be informative and useful to our members through the Coffee Coaching Program.

21 Website: Continue developing our website to provide easy access to information on the area and promotion of CDCC members. Provide members an opportunity to be accessed through the CDCC website through multiple avenues including hyperlinks, enhanced listings, and promotional programs. Keep improving communication through social media sites.

22 Continue with the implementation of the Strategic Plan for 2023-2025 which gives guidance through critical goal categories and objectives which help plan the future course of the organization.

23 Diversity, Equity, and Inclusion (DE&I): Continue implementation of policies, programs, and events that support diversity, equity, and inclusion in the organization.



LEGISLATIVE C. Scott Kidner Vice Chairman

Committees:

Legislative Affairs

Federal

State

County

Municipal

Ongoing Projects:

Legislative Luncheon

Candidate Interviews

Capital Reception

Congressional Delegates Program

1 A Legislative Affairs Committee is in place to monitor and establish Chamber positions on proposed federal, state, and local legislation and regulations. The Chamber is being proactive by improving communications with our elected officials. We are lobbying effectively on actions that will impact the business climate.

2 Work closely with House Small Business Caucus to provide input on business-related bills.

3 Continue to take measures to protect members and the business community from the enactment of specific impact

fees and taxes.

4 Increase the awareness of Chamber members on proposed legislation at federal, state, and local levels by providing information through "Legislative Alert" and "Call to Action" Emails.

5 Work closely with cities and the County to revise Comprehensive Land Use Plans.

6 Host an annual Legislative Luncheon event with elected officials in March 2024 to share views and information on issues affecting business and to provide direct, open communication between our members and legislators.

7 Host candidate interviews focused on business issues which will be published in the Chamber Connections newspaper and appear on our website prior to the election to help educate members.

8 Meet with Congressional Delegates to discuss Federal Legislation and Regulations that impact our member businesses and the local economy.

9 Host the Capital Reception. This business-friendly orientation will be held each winter to give elected officials the opportunity to get to know the Chamber and be educated on the issues of interest to the business community.



Program of Work // 2023 - 2024



MILITARY AFFAIRS
 Evans Armantrading, Jr.
 Vice Chair

Committees:
 Military Affairs

Ongoing Projects:
 Abilene Award

Bluesuiters Golf Tournament

First State Community Partnership (P4 Initiative)

Friends of Dover AFB

Military Affaire

State of the Base Briefing

Hosting for the Holidays/Adopt an Airman Program

- 6 Submit a nomination package to the Abilene Chamber of Commerce in Texas based on documented achievements that support the relationship between Dover AFB and the community in the competition for the 2023 AMC Community Support Award.
- 7 Continue to support the First State Community Partnership (P4 Initiative).
- 8 Continue to support the Friends of Dover Air Force Base and Honorary Commander Alumni Association.
- 9 Continue to distribute our military coins to visiting dignitaries to Dover AFB.
- 10 Continue to coordinate the Hosting for the Holidays/Adopt an Airman Program. (this year or next year)



- 1 A Military Affairs Committee is in place to continue to nurture the successful relationship/partnership between Dover Air Force Base and the Central Delaware Chamber of Commerce and its membership.
- 2 Continue to support the needs of Dover Air Force Base.
- 3 Monitor BRAC discussions and developments.
- 4 Distribute Chamber Club Cards, Central Delaware Resource Guide and Dover/Kent County Maps to new arrivals at Dover AFB to promote community support and discounts.
- 5 Continue sponsoring the State of the Base Briefing, Military Affaire, and Bluesuiters Golf Tournament as annual events.



AMAZING RACE

Continued from Page 1

in their coordinated costumes with their running shoes laced and comfortable. Teams need to be quick on their feet and in their minds to connect the dots of each clue to ultimately be the first team to successfully complete the course. Once the teams have completed all the clues & challenges on their assigned routes, they will then race back to the finish line to log their time. If teams are extra smart and proactive, they would use this time to study the businesses present in Downtown Dover!

If you are a business in the Downtown Dover area and are interested in being a merchant stop for this event, call the CDCC office today, don't delay on this advantageous opportunity to get people into your doors, learn about your business, and increase your brands' awareness. The entry fee is just \$100 to join in on the fun!

Even if you are not competing with a team at the CDCC's Amazing Chase, we still want to see you there! Spectators are welcome to cheer on the teams, watch the fun, and join us for the announcement of the winning team at the Grey Fox Grille (140 S. State Street) for food and drinks. We promise there will be plenty of action to see, and plenty of people to greet. If you know anyone competing in this event, we are sure they would love to have your presence and support.

Once again, we are grateful to our primary sponsors from M&T Bank

and The City of Dover for their help and generosity in making this event a success and supporting our cherished Downtown Dover District. We appreciate their work and support of the CDCC and the community. This CDCC event would not be possible without their help, participation of merchants, and players like you!

Mark your calendar for Thursday, September 21st, from 5 – 8 pm, for an evening competition you'll regret if you miss! To register a team of three or to participate as a merchant stop on the race, call the CDCC Office TODAY at (302)-734-7513 or email Cindy Friese at cfriese@cdcc.net. We look forward to joining you for an exciting evening for the CDCC's Amazing Chase: Downtown Dover Edition 2023!



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 and the Central Delaware Chamber of Commerce
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September 26, 2023
2:30 - 5:30 pm at the
John W Pitts Recreation Center
10 Electric Ave, in Dover

This event will showcase careers in:
 Production, Healthcare, Transportation, Manufacturing, Military,
 Construction, Cleaning Agencies, Financing,
 State of Delaware Employment, and more.

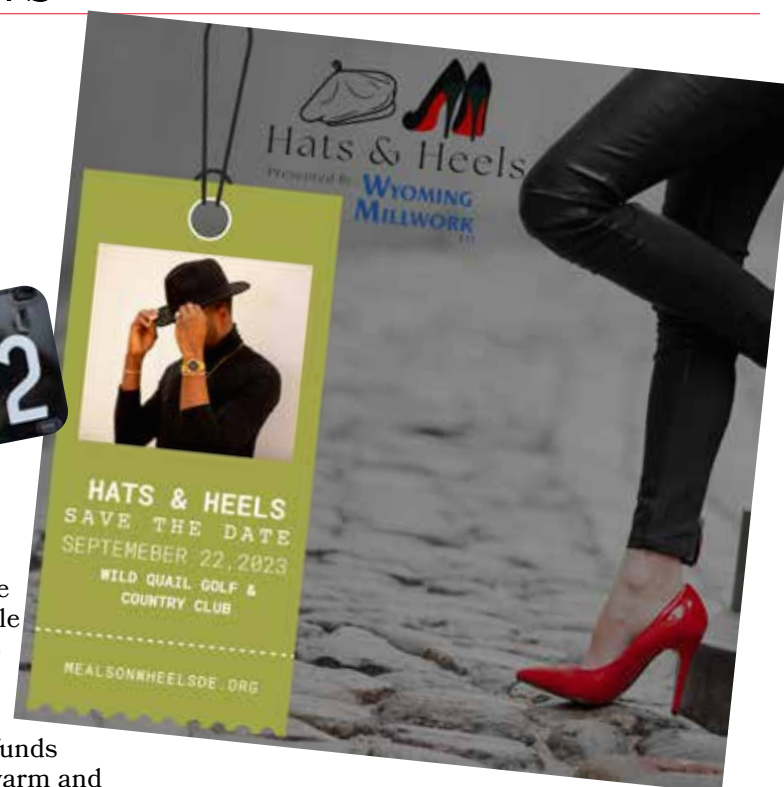
This event is FREE for employers - you must bring your own table & chairs.

To sign up to participate as a vendor, please contact Tina Gary
 (tina.gary@delaware.gov) or Todd Hilliker
 (ToddW.Hilliker@delaware.gov).

Member News

Leap into Fall with Meals on Wheels Delaware's Hats & Heels Fundraiser

"August slipped away like a bottle of wine." – Taylor Swift



Meals on Wheels Delaware presents its inaugural Hats & Heels event at Wild Quail Golf & Country Club on Friday, Sept. 22, from 6:30 – 9 p.m.

Guests will enjoy a fun evening of tasty bites from local restaurants, and sip on some of their favorite drinks as we usher in fall!

"Meals on Wheels Delaware wanted to add some flair to our traditional Kent County event and are excited to announce our 'Hats & Heels' theme. Guests are encouraged to join in the fun and wear their favorite hat and swanky shoes," said Meals on Wheels Delaware Events Director, Regina Dodds. "The event will continue to offer the casual atmosphere our guests appreciate."

Hats and Heels will give guests the opportunity to show off their favorite fedora, bonnet, chapeau, or ten-gallon cowboy hat and showcase those trendy shoes.

Everyone 21 and older is welcome, guests might even win a prize as the best in each class! Wild Quail will even supply some of their tasty food selections, along with Cheddars, Sam's Club and Texas Roadhouse. Partiers will also enjoy specialty wine and cocktails provided by BreakThru Beverage, Crow Vineyards, Harvest Ridge Winery and Paul Cullen Wines. New this year, we are also offering a non-alcoholic cocktail

provided by Elixirs. VIP guests will be offered a special opportunity to sample wines by Boisset that are exclusive to their tasting rooms. Guests can also bid on some great auction items.

Meals on Wheels Delaware raises funds and awareness to ensure that daily, warm and nutritious meals are delivered to Delaware's home-bound seniors. Donations raised also help fund kitchen and delivery equipment that keep the meal programs safe, while running efficiently. To ensure that those needs are met, Meals on Wheels Delaware hosts various fundraising events throughout the year in support of five delivery programs statewide.

A raffle contest will feature an exclusive 4-digit black and white license plate and tickets are only \$5.00. Raffle ticket holders do not have to be present to win. Hats & Heels tickets are \$75. Raffle and event tickets are on sale at <https://mealsonwheelsde.org/event/hats-heels>.

Meals on Wheels Delaware is grateful to our generous event sponsors. Hats and Heels is presented by Wyoming Millwork. Sponsors include: Delaware State News, WBOC, Bayhealth, Aaron & Alex Contant, Central Delaware Chamber of Commerce, Chesapeake Utilities Corporation, Delaware Coastal Anesthesia LLC, Delaware

Electric Co-op, Delaware State University, Delaware Today, Dover Family Physicians, Dover Post, Edible Delmarva, Eagle 97.7 FM, The Chicken 101.3, Cool 102.1 FM and 930 AM, Kathleen Hawkins at Bank of America Merrill, M&T Bank, Tidewater Utilities, Inc., Shore United Bank, Eagle Group, Delmarva Power, an Exelon Company, Bavarian Bakery and Deli, Del-One Federal Credit Union, Faw Casson CPAs, Samantha Styled, Ernest & Richelle Talbert, Representative Lyndon Yearick and Janice Yearick, ARTT Studio for Hair, Tidal Health Nanticoke, Flawless Vibes, 360 Photo Booth, Collective Events Group, Studio Fonda Handcrafted, Bill & Kim Fonda, Carolyn Fredricks.

Meals on Wheels Delaware is a non-profit organization focused on ensuring that everyone in Delaware who requests help with a home delivered meal can receive the nutritional support they need, when they need it.

Are you brave enough to walk with a sea witch?

By Karen Fernandez



Come to the Rehoboth Beach Sea Witch Triathlon on Oct. 28 and you can enjoy the annual Sea Witch Festival and parade. Delaware's First State Webfooters are hosting the triathlon at the Sussex Family YMCA, and you can choose to do any or all of the events. There will be a Traditional 5k and 10k Volksmarch along Rehoboth Beach's streets and boardwalk which passes Fishers so you can get the local gastronomical

delicacy of their caramel popcorn along the route. There is also a bike event on the rail trail between Rehoboth and Lewes with distances ranging from 10k to 43k and an indoor swim event with two dedicated lanes from 11:15 a.m. to 1:45 p.m. Start time for the triathlon is from 8 a.m. to 12 p.m.

The Webbys also have nearby YREs in Bethany Beach and Lewes and a wonderful new Seasonal event in the historic small town of Milton, a mere 20-minute drive away. All First State Webfooter YRE and Seasonal events are on OSB.

You will find many delicious restaurants in the Rehoboth Beach general area and several micro-breweries as well if you need to refuel yourself after the triathlon. If you prefer shopping, Rehoboth has typical beach shops as well as an outlet center, and nearby Lewes has adorable little shops. Whatever you prefer, this beach area is great in the autumn.

To make it more enticing to stay the weekend, Freestate has arranged a discounted rate at Comfort Inn Gold Coast, 11201 Coastal Highway, Ocean City, Maryland. Call the hotel to make your reserva-



tions before Oct. 8, using the group name Freestate Happy Wanderers 2023. Discounted senior rates are \$89 for Friday and Saturday and \$69 for Sunday and Monday. There are also numerous hotels in Rehoboth Beach, many of which have AAA and AARP rates.

GIFT AUCTION

Continued from Page 1

mark your calendar and set your reminders for Wednesday, October 25th, for this spectacular event that showcases our members and community in a very special way. The community will gather at the lovely Maple Dale Country Club (180 Maple Dale Circle Dover, DE 19904) from 5-8pm for the opportunity to gifts galore, shopping!

Have you attended the CDCC's Holiday Gift Auction anytime in the last 20 years? If so, thank you for your support of the YOUR CDCC thus far – we hope your items, services, and experience have been memorable for you as they have been for us. If this is your first year attending this well-revered event, we promise it will be an evening you will not forget and will become a tradition for you and your friends for years to come. The CDCC is so excited to celebrate 20 years of this event with the community!

This year's theme is "Celebrating Community," which we believe encapsulates 20 years of generosity, support, togetherness, and people like you who create a community we are all so proud of. Excited is an understatement to describe how we feel about "Celebrating Community" and ringing in the holiday season with you this October!

This event would not be possible without generous sponsors and donators! Thank you to our Premier Sponsor, the City of Dover. Over the past 19 years everyone who has

sponsored or donated has brought smiles and cheer to your community, and we hope you will consider donating and/or sponsoring this event this year to contribute to the 20th anniversary. The CDCC is currently seeking auction donations now through September and early October. No item, service, or experience is too big or small to make someone smile this holiday season. We encourage you to get creative in showcasing your business because you never know what guests are looking for to cross off their holiday list early. Every year, guests look forward to the Holiday Gift Auction because of the chance to bid on an item, basket, or experience that they can't get anywhere else.

If your business is interested in sponsoring this event or donating, we have plenty of opportunities to do so. Please visit: www.cdcc.net/auction for details on sponsoring this event! We appreciate any and all support from our local community. Help us to live out this year's theme of "Celebrating Community" by planning to participate next month!

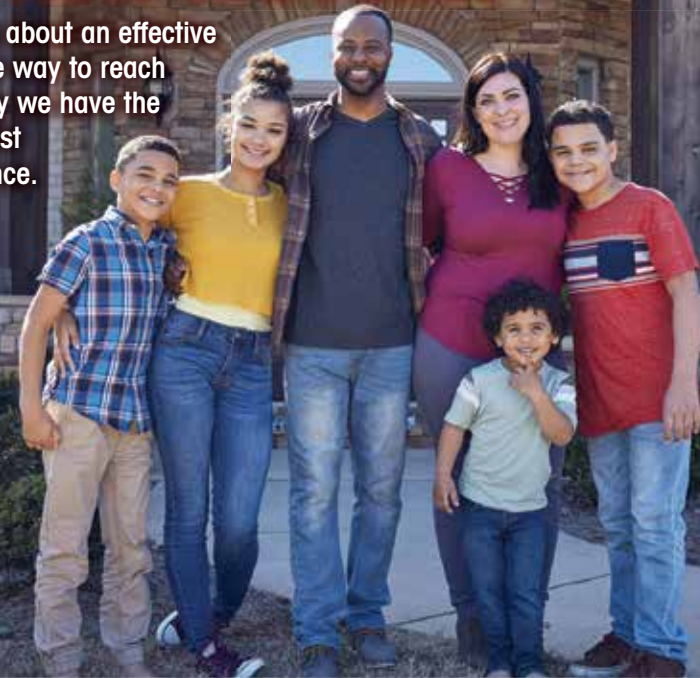
We would be delighted if you would join us next month for the 20th Annual Holiday Gift Auction from yours truly at the CDCC. Join us for fun, delicious bites, a cash bar, silent and live auctions, unique items and networking opportunities!

Registration for this event will open soon online at our website: www.cdcc.net/auction/. Donations are welcome ahead of time by giving the CDCC office a call at (302)734-7513 or by stopping by our office at 435 N. DuPont Highway, in Dover.



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Ribbon Cuttings

CDCC joins Westside Family Healthcare for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Westside Family Healthcare on August 8th, 2023, at 10:30 a.m. The event was held at Westside Family Healthcare located at 1020 Forrest Ave., in Dover. Chamber members and friends joined the team of Westside Family Healthcare to celebrate National Agricultural Worker Health Center Day and the new design of their Mobile Health Unit!

Today, on Agricultural Worker Health Center Day, Westside Family Healthcare unveiled a new design on their mobile health unit, which serves agricultural workers in Kent and Sussex counties. Annually, the National Association of Community Health Centers (NACHC) dedicates a week in August to celebrating and raising awareness of community health centers like Westside across America, featuring different focuses for community health on each day. This year's National Health Center Week "A Roadmap to a Stronger America" runs from August 6th to August 12th. Westside's new mobile unit design celebrates the organization's long-standing commitment to the migrant and seasonal agricultural worker communities in Delaware.

The new mobile health unit design reaffirms Westside's commitment to the agricultural worker community, and represents an important new chapter for Westside, as the organization continues to expand service offerings to this community.

"While we are thrilled to reveal the mobile health unit's new design," says Chris Fraser, the new President & CEO of Westside Family Healthcare, "we want to use this important moment to emphasize our on-going commitment to the agricultural community and raise awareness to the health

needs of the workers that provide so much for Delawareans statewide. We are thankful for this community's hard work to provide for Delaware, and we plan to continue to expand our services to their community to ensure they have what they need to stay healthy. We are a team-based healthcare provider, and agricultural workers are a part of that team, as they provide the food resources necessary to battle food insecurity and keep our state healthy."

Westside's mission is to improve the health of Delaware communities by providing equal access to quality healthcare, regardless of ability to pay. As the updated mobile health unit hits the roads, the MSAW team is hopeful that community members will appreciate the local agricultural workers and the important services they provide.

Westside was an early adopter of a mobile health unit model. Since 2011, Westside's Migrant Seasonal and Agricultural Workers (MSAW) team has travelled to farms and residential locations in Delaware to provide healthcare services to agricultural workers. The mobile unit was originally funded by a grant from Highmark Blue Cross Blue Shield's Blueprints for the Community program and has continued to be a vital part of Westside's community-based approach to primary care, offering annual exams, acute care, and immunizations to the agricultural worker population.

"We applaud Westside Family Health for their unwavering commitment to Delawareans as they continue to deliver on innovative approaches, maintain a strong track record of healthy impact, and collaborate with entities like Highmark Blue Cross Blue Shield Delaware and Highmark Health Options to improve



health outcomes," says Nick Moriello, President of Highmark Blue Cross Blue Shield Delaware. With the new design, Westside plans to continue travelling to local farms in Kent and Sussex counties and to expand the mobile health unit's services.

"Westside's MSAW program and the mobile health unit provide us with the opportunity to bring healthcare services to a population that would not normally be able to have these services," says Joseph Mitchell, APRN, FNP-C, Associate Director of Westside's Migrant Seasonal and Agricultural Workers (MSAW) program. "We recognize that migrant seasonal farmworkers experience barriers to transportation that limit their access to vital care. By travelling to these patients, we overcome the barrier of transportation for many workers and their families, offering them a chance to meet with a provider, ask questions, and receive the care they need." Furthermore, Westside recognizes how the agricultural worker community works diligently to ensure Delaware community members have access to fresh produce from local farms.

To best reach agricultural and migrant workers, Westside also partners with local non-profits like La Esperanza, which focuses on Latino family empowerment. "La Esperanza is pleased to continue our partnership with Westside Health and their Mobile Health Unit to serve the

migrant and seasonal agricultural worker community, as well as local immigrant families in need of healthcare and screening in Georgetown, says Jennifer Fuqua, PhD, Executive Director at La Esperanza. Westside remains the only Delaware provider to visit agricultural worker communities in the evening, where they live and work. Health Centers like Westside play a critical role in the United States' health care system, delivering care to more than 30 million people. During National Health Center Week, Westside wants to thank fellow local and national Health Centers and their employees for their contributions to community health. Their vision is to achieve healthy equity for all, and they cannot do that without the support of their peers. If you or a loved one would like to support Westside's mobile health unit, please consider a donation to their health center.

To learn more about Westside Family Healthcare, stop by their office, visit them on the web at www.westsidehealth.org or give them a call at 302-678-4622. For more information on this press release submitted by Maggie Norris-Bent, Chief External Affairs & Communications Officer at Westside, please contact her at (302) 565-8292 or at Maggie.Norris-Bent@Westsidehealth.org. Please join the Central Delaware Chamber of Commerce in congratulating the Dover Westside Family Healthcare team on this momentous occasion!

CDCC joins Control Point Associates, Inc. for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Control Point Associates, Inc. on Thursday, August 24th, at 12pm. The event was held at 21133 Sterling Avenue, Suite 7 in Georgetown, Delaware. Chamber members and friends joined Branch Business Development Manager, Steven Parent and Marketing Manager, Andrew Demarest, and their team to celebrate their 1-year anniversary!

Control Point Associates, Inc. is a full-service professional land survey-

ing, geospatial, and consulting services firm. Their mission is to provide high-quality, cost-effective services while delivering exceptional customer service to their current and future clients. Control Point Associates, Inc. offers nine different and unique services. Unlike their competitors, they are a one-stop shop for all their client's surveying and geospatial needs. Their services include Traditional Surveying Services, Construction Stakeout Services, 3D Laser Scanning Services, Mobile LiDAR, UAV

(Drone) Services, Subsurface Utility Engineering, Aerial Photogrammetry, GIS Services, and Hydrographic services.

After a decade of serving their current Delaware clients from their South New Jersey branch, opening a Delaware location made logistical and beneficial sense to the company to better service their clientele. The team at Control Point Associates, Inc. understand that Central Delaware is an up-and-coming area with plenty of potential and opportunities to help

communities grow strong and continue to flourish. This was the motivating factor for expanding to Georgetown, Delaware. The team is elated to celebrate the 1-year anniversary of their Georgetown location because this milestone represents growth and expansion for the company.

The CDCC is happy to have Control Point Associates, Inc. in membership! The team behind this company intends to continue their involve-

Ribbon Cuttings

ment with the CDCC by sponsoring events, attending networking opportunities, and giving back to our shared Delaware communities. Through volunteerism, they are engaging in upcoming events soon, but they strive to help the betterment of the residents of Delaware and push the envelope of technologies through the Evolution of Land Surveying.

To learn more about Control Point Associates, Inc.'s capabilities and how they can benefit you or your company on their next project, visit cpasurvey.com/our-capabilities. Please join the Central Delaware Chamber of Commerce in congratulating the Control Point Associates, Inc. team on their one-year anniversary of serving Delaware!



CDCC joins Divine Zone, LLC for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Divine Zone, LLC on Wednesday, August 30th, at 12pm. The event was held at the Residence Inn by Marriott Dover, 600 Jefferic Blvd, in Dover, Delaware. Chamber members and friends joined owner Kevin O'tey, and the Divine Zone, LLC team and the community to celebrate the Grand Opening of this new small business!

The mission of the Divine Zone, LLC, is simply to provide sound, comprehensive massage services with the customer care and elegance one would receive in a highly-rated spa. Kevin O'tey, owner & Lead Therapist, is a Licensed Massage Therapist (LMT), and engages in providing massage services to clients as well as the daily business of marketing, sales, and logistics. This is a family-owned small business, so these action items are accomplished in conjunction with his wife Samantha and their daughters.

At the Divine Zone, LLC, clients can receive treatments such as, relaxation, deep tissue massages, sports

massages, prenatal & post-partum massages, aromatherapy, reflexology, and motor vehicle accident specialties. They will soon be offering clothing merchandise along with massages packages available to returning clients. Massage therapy works by applying manual pressure and manipulation techniques to the muscles, tendons, ligaments, and other soft tissues of the body. This helps to release tension, improve blood flow, alleviate pain, and promote relaxation. Massage therapy offers numerous benefits, including stress reduction, pain relief, improved circulation, increased flexibility, enhanced immune function, reduced anxiety and depression, and a sense of relaxation and well-being.

"My hope is to provide therapy to all people in order to relieve stress and tension, to improve range of motion and circulation, to enhance a state of well-being and offer a preventive lifestyle through all services provided in a proficient manner," added O'tey.

The Divine Zone, LLC, began as a completely mobile massage therapy company, however this

Ribbon Cutting ceremony officially marked the opening of a brick & mortar location at the Residence Inn by Marriott Dover, to serve not only the hotel guests, but also local clientele.

"The two teams of The Divine Zone & Marriott met at a CDCC Sunset Mixer and hit it off immediately. After multiple discussions, we realized a joint venture would be mutually beneficial to both companies. This collaboration provides our clients the opportunity to come to a fixed location or partake in our mobile massage service in the comfort of your home. Simultaneously, it provides the hotel with a substantial additional amenity to their guests," shared O'tey. We strive to have a positive impact in the communities, counties, and The First State as a whole, supporting the needs of our citizens and local business alike," O'tey continued.

The Divine Zone, LLC, has increasingly supported their fellow CDCC members. Foundationally, The Divine



Zone, LLC, looks to support the mission of the CDCC. As they grow, through support, they intend to pay it forward through collaborative efforts with other members to grow the footprint of Commerce in Delaware starting with Kent County. "Our intention is to give back through providing jobs to our young, upcoming working class."

For further information about the Divine Zone, LLC please contact (202) 520-5136 or visit www.thedivinezone.com. Please join the Central Delaware Chamber of Commerce in congratulating Kevin O'tey and the Divine Zone, LLC team on their Grand Opening and Partnership with the Residence Inn by Marriott Dover!

CDCC joins Little Caesars Smyrna for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Little Caesars Smyrna on Tuesday, August 29th, at 1pm. The event was held at 599 Jimmy Dr. in Smyrna, Delaware. Chamber members and friends joined the Little Caesars team and the community to celebrate the Grand Re-Opening of this business under new ownership!

Since the opening of the first location in 1967 in Detroit, Little Caesars has grown exponentially serving their famous Hot-N-Ready branded pizzas. At the heart of this company's mission lies the commitment to elevate everything they touch. Their aim is to bring greater excellence to their markets, raise the bar for their products, and foster the growth and development of their teams.

Although Little Caesars is known for their HOT-N-READY pizza and famed Crazy Bread, their company offers much more than that. Their offerings extend beyond a diverse range of pizzas, toppings, and desserts. Little Caesars products are made with quality ingredients, like fresh, never frozen, mozzarella and Muenster cheese and sauce made from fresh-packed, vine-ripened California crushed tomatoes. They are equally dedicated to creating job opportunities, fostering community involvement, and forging partnerships with other businesses in the area.

As a recently established restaurant group, the Smyrna team, owned by Danny Ruffin, embarked on their journey by launching a Little Caesars franchise division in Pennsylvania. Recognizing Delaware as an exciting

new prospect, he saw it as an opportunity to form local partnerships and contribute positively to family-owned businesses and schools.

Little Caesars Smyrna is thrilled to announce the grand reopening of their establishment, under new ownership, with a strong focus on engaging with the local community. When deciding upon a new location, Ruffin stated, "Delaware captured our attention due to its natural beauty and the presence of an established Little Caesars market. Recognizing this as the ideal moment, we decided to introduce our next family-oriented store to Delaware, with a particular focus on providing students and young adults with valuable opportunities for growth and development." The CDCC is excited to be a small part of their business journey in supporting Cen-

tral Delaware's economic prosperity.

For further information about Little Caesars Smyrna please contact (302) 653-8503. Please join the Central Delaware Chamber of Commerce in congratulating Danny Ruffin and the Little Caesars Smyrna team on their Grand Re-Opening!



Introducing Agapé Body Piercings!

Typically, when you think of tattoos, “piercings” will be a small sign under the shop marquee. Piercings are usually treated as a side to tattooing, but not at Agapé Body Piercings in Downtown Dover Delaware – Delaware’s Premier Piercing Studio whose sole focus is the art of proper piercing. The mission of Agapé Body Piercings “is to provide a service to those who wish to adorn their body with high quality jewelry, in a place that prioritizes professionalism & cleanliness! We look forward to serving you!” Are you intrigued by the world of body piercings, or are you simply looking for a safe and professional environment for your piercing needs? Look no further than Agapé Body Piercings in Dover. Whether you’re a trendsetter seeking the latest in piercing fashion or someone new to the art of body modification, Agapé’s team is ready to provide you with an exceptional experience. Agapé Body Piercings is located in the beloved historic district of Downtown Dover at 135 S. Bradford Street.

Agapé Body Piercings is the only Piercing Exclusive studio in the state of Delaware. Agapé’s knowledgeable staff specializes in ear piercing curations, which means they cater to people who have a vision, but may not know exactly how to get there. Clients who want an ear piercing (or a couple) may have seen a photo online of a

style or placement they want, but they might not know how exactly it would work on their individual body. Agapé staff helps their clients make the best decision in style, safety, and comfortability when choosing to level-up their body jewelry. They are known for carrying an amazing selection of everything from Genuine Gemstones and Swarovski crystals, to precious metals like White, Yellow, and Rose Gold. Many pieces of jewelry at Agapé are unique and carefully selected to help customers feel and look one-of-a-kind special.

Meet the owner and founder behind the magic, Codi Canasa! “As far as who I am, I would love to say I am a Jesus lover, a pizza aficionado, and a sneaker enthusiast. I was born in the Philippines, but raised in the beautiful 302! My youngest sister Destiny is 24 and has Down syndrome. She is the biggest blessing in my life! She teaches me what life should be like, with her passion for others, her heart for kindness, and her ability to make the best out of any situation! My faith is my everything, and my studio is my purpose,” she shares.

If you need some inspiration for your next body piercing, be sure to visit their Instagram or Facebook page with the handle: @Agapebodypiercings. You will find photos, reviews, selections, and more of the amazing work that Canasa and her

staff can accomplish for you. Upon entering Agapé Body Piercings, clients are greeted by a soothing and contemporary atmosphere. The studio’s modern design and attention to cleanliness immediately set clients at ease. No need to feel rushed or nervous stepping into the Agapé studio. You can be sure that you will receive quality, attentive service with a sole focus on your piercing.

“I am so grateful to be a part of the Central Delaware Chamber of Commerce. I have wanted to join for years, but running a studio and life always seemed to distract me,” Canasa explained. She thanks the CDCC “for the opportunity to be part of such an amazing organization of motivated and encouraging folks.” The CDCC appreciates her energy and enthusiasm of joining and we welcome her with openness and can’t wait to see how she lives out her purpose through Agapé Body Piercings.

Agapé Body Piercings’ decision to join the Central Delaware Chamber of Commerce showcases its commitment to being an integral part of the local business landscape. “I look forward to sharing my story with others, hearing the amazing stories of those within the organization, and growing in my understanding of entrepreneurship, networking, and how all of the pieces of the puzzle make for a great break-

through,” she adds. Agapé Body Piercings isn’t just about offering exceptional services; they are also deeply committed to engaging with the local Dover community.

For more information about Agapé Body Piercings in Downtown Dover, please visit agapebodypiercings.business.site or call (302) 359-7060. Please join us in welcoming Codi Canasa and the Agapé Body Piercings team into membership!



Introducing Mid Atlantic Facility Services, LLC!



Keeping things clean is not only helpful to the task at hand but also to one’s mental health and physical well-being.

The same is true for our workspaces, our offices, our meeting spaces, and anywhere people convene for any reason. We are all busy doing our jobs and we may not have time to even keep our own spaces clean, that is what we are especially grateful for those who take care of that need to help us accomplish our goals. Since 2008 Mid-Atlantic Facility Services LLC (MAFS) has been a premier janitorial and floor care provider

serving the Baltimore and Washington area. As a company they have evolved as the needs of their clients have evolved. They provide a wide array of facility services to all vertical markets and building types.

CEO Louis Costanzo utilizes his knowledge of sales, sales management, operations, and operations management to help build up the company. After the first year in operation MAFS ended with an impressive profit and has continued to grow successfully till this day. MAFS continues to steadily grow on the Maryland Eastern Shore focusing on customer retention, rather than building volume. As part of MAFS growth strategy, they began moving into the Delaware market expanding their reach further onto the Eastern Shore.

As a consultant, Louis was brought into the snow and ice management industry to help grow business utilizing his knowledge of sales and operational workflow processes. With Louis’ dynamic approach he has helped deliver exceptional results. He consulted for one of the nation’s largest snow-only organizations for two years. Louis was able to maximize market share and deploy new industry operations while meeting quality standards.

The company’s focus is Commercial Cleaning/Janitorial services for commercial office spaces. The services offered are daily cleaning, carpet service, and stripping and waxing of flooring. With MAFS ability to mobilize a large cleaning staff, they entered Post Construction Cleaning. Today, they continue to work with some of the largest

building companies in Maryland.

In April 2018, MAFS management was certified as Carpet Care experts. It was the company’s goal to enter this service line with the knowledge and expertise that the industry either didn’t practice or lacked training. Their segment market was and still today is the Hotel Industry. MAFS has the ability to utilize equipment and chemicals that the carpet cleaning industry never deployed with huge results in customer satisfaction and retention. Today, MAFS services hotels throughout Maryland, DC, and Northern Virginia.

In September 2018, MAFS moved its main office from Anne Arundel County, Maryland to Kent County, MD. The focus was, and is,

to grow commercial office cleaning services in a market that had few alternatives for office cleaning. The demand for their services was astonishing. When the businesses



in this market learned about MAFS, they were excited that they had another choice of a service provider. In February 2019, MAFS rolled out disinfecting to its current customers. This was driven by the Covid outbreak. They intentionally did not offer this service to the facility industry as it was their desire to

focus on customer retention.

“Our focus since inception was to do what the customer pays us to do. MAFS keeps it simple. The company has experienced double digit sale growth since inception. Some may ask how we have become so successful? For us it simple, Meet the customers’ expectations utiliz-

ing great local employees” shared Costanzo.

For more information about Mid-Atlantic Facility Services, LLC, please visit midatlanticfacilityservices.com or call (410) 793-7172. Please join us in welcoming Louis Costanzo and his team into membership!

Introducing Ready 4 Work, LLC!

Connecting Opportunities and Talents for a Stronger Workforce is certainly a goal that aligns not only for Ready 4 Work, but also for the Central Delaware Chamber of Commerce. Ready 4 Work, LLC, specializes in matching skilled candidates with the right opportunities across various industries. From entry-level positions to specialized roles, their personalized approach ensures a seamless fit that benefits both job seekers and businesses. Recognizing that every business is different, Ready 4 Work, LLC, collaborates closely with employers to develop customized recruitment strategies. Their insights into the local job market and their network of talent allow them to identify the best candidates for specific roles.

Ready 4 Work, LLC, is located at 768 Townsend Blvd. in Dover, but their service areas include Maryland and Philadelphia, too. This company has been known for its local focus, passion for excellence, and personalized service. Ready 4 Work, LLC provides highly qualified

labor for both local and national companies in diverse areas such as medical, dental, clinical research, healthcare technology fields, hospitality, production workers, skilled labor, general labor, construction, and technician jobs. Their work is incredibly crucial in building and supporting the workforce of Central Delaware today.

Ready 4 Work, LLC, has been a major part of the recruitment process of various companies in Delaware. They know the ins and out of Staff recruitment and employment. They serve as the bridge between employers and job applicants. They connect those looking to build strong relationships with companies that are seeking top qualified candidates to fill, including but not limited to, RNs, PMHNPs, PAs, NPs, Physicians, and Direct Care Professional positions. Their goal is for employers to meet qualified candidates that fit the best job for them. They are doing it with the type of attention and service that speaks great leadership and com-

mitment.

Meet Stephen Walker, CEO: “I was born in Hampton, Virginia but I come from a military family and after some time of being stationed in various areas such as Okinawa, Japan we made Dover Delaware our home. I am a Dover High graduate, and my children attend school in the CR school district. I am invested in creating opportunities in this community such as organizing free community day events and providing sponsorships to several youth organizations. Family is very important to me. I have three children and one fur baby. In our spare time we enjoy traveling and attending their various sports and extracurricular activities,” he shares.

“Being a part of the Chamber will give Ready 4 Work, LLC an opportunity to learn, connect and advance in many areas,” Walker adds. The CDCC is happy to have Ready 4 Work, LLC, as a member and to support the likeminded goals of employment solutions for Central

Delaware.

For more information about Stephen Walker or Ready 4 Work, please visit www.imready4work.com, or call (302) 234-4788. Please join us in welcoming Stephen and the Ready 4 Work, LLC team into membership!



Introducing Triple D's Dance Studio!



If you're seeking an enriching dance experience for your child or teenager, look no further than Triple D's Dance

Studio. From refining dance techniques to building lasting friendships, Triple D's is where the magic of movement comes alive. There are numerous benefits for engaging your children and young adults in the art form of dance. Dance has helped children of all backgrounds, ages, and experiences to find themselves, stay active, free their minds, and express themselves in a healthy way. Dancing is fun, no matter how you do it, what you wear, or what music is playing! We all

know the phrase “Dance like no is watching” and that is true to Triple D's Dance Studio located at 1251 N. Dupont Highway in Dover.

Triple D's Dance Studio is a new business founded by Tara Sheppard for dancers aged 5-18 with the purpose of expressing themselves. She is someone who has used dance to express herself and is looking to share the legacy with the next generation. “I want to see every child that comes through my door succeed,” Pitt declares. Originally from Maryland, where she started her first company before moving to Delaware, she felt that there weren't very many options for children to engage in dance. She decided to donate her time, which led her to the point of opening her own studio – Triple D's Dance Studio.

Triple D's Dance is founded on

the principle of “one who expresses oneself through dance is a dancer. One who expresses oneself through a dancer, is a dance teacher” hinting at the position in which she is now leading. “We've created a loving family and dancing is our life,” Sheppard adds.

Triple D's Dance Studio prides itself on being a welcoming and inclusive space where dancers of all skill levels can flourish. Whether a beginner taking their first steps or an experienced dancer aiming to refine their technique, everyone is embraced and encouraged, both boys and girls. Triple D's Dance Studio believes in the power of performance as a way to build confidence and showcase hard work. Regular recitals, showcases, and competitions provide students with the chance to shine on stage and share their passion with friends,

family, and the community. Triple D's Dance Studio believes in the power of performance as a way to build confidence and showcase hard work.

Triple D's Dance Studio is excited to become more connected with the community. To that end, they are open to suggestions for upcoming events and activities. Feel free to email Tara Sheppard at taracpitt@icloud.com.

For more information about Triple D's Dance Studio, please call (302) 666-5410. Please join us in welcoming Tara Sheppard and Triple D's Dance Studio into membership!



Member of the Month



NAME: Dale Lepore

TITLE: Employment Services Specialist

BUSINESS: Department of Labor

ADDRESS: 655 South Bay Rd. Ste. 2H, Dover, DE 19901

HOURS: M-F 8:00AM – 4:30PM

PHONE: 804-712-5311

WEBSITE:

<https://labor.delaware.gov/divisions/employment-training/>

EMAIL: dale.lepore@delaware.gov

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

At the Department of Labor, we help people find employment. It began by John quick reaching out to me to fill this position :)

Tell us about your role in the business/organization.

I help employees find employers and vice versa. I also educate businesses on all of the programs that the DOL has to offer.

Tell us something that makes your business/organization unique.

We above and beyond to ensure that clients find a career that best suits them.

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

I see us continuing to provide the best service to our Delaware community.

How has the Chamber helped your business/organization grow?

Networking!! The CCDC has helped us put the word out there by helping us push our services to the community to help Delawareans find jobs!

What is your best advice to other businesses/organizations?

Treat everyone with respect and kindness because you never know what others are going through.



Ambassador's Corner

THE SCENTSY LIFE



Scentsy was created in 2004 by Orville and Heidi Thompson. It's now working on 20 years in business. Scentsy is one of the top ten multi-level marketing companies in the United States and other countries. Scentsy is a fragrance company. I love the smell of fresh cut grass, I love the smell of roses, and I love the smells of Scentsy. This company gives you the scents you want in your atmosphere.

I was introduced to Scentsy in 2018. The warmers and scents blew me away. The warmers had beautiful styles, and the scents were incredible! I wanted to become a part of this fragrance company. This was a good

fit for me because I recently retired. I became a Scentsy consultant within a month. and I haven't looked back.

Did you know that scent is the first thing people recognize when they enter your home, office, or car? And you know what they say about first impressions. This is why you want your atmosphere to smell good. I want to make good long lasting first impressions with my fragrances and the people I meet.

I try to sprinkle information about Scentsy and its fragrances wherever I go. Pleasant scents can change a person's attitude from negative to positive. The opposite is the same

when walking into a fowl atmosphere, will keep you in a fowl, dark mood.

My husband, Charles and I invite you to try our assortment of scents until you find what makes you happy. There is something for everyone. This is one of the reasons we joined the CDCC. This gives us an opportunity to network with people at the mixers and different events. The CDCC is full of resources and information. The new members' classes and training classes are impeccable. I always recommend joining the CDCC.

Contact me at: <https://MaryAnnCurry.Scentsy.Us> and 302-632-0636.

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.



50
YEARS

Sunnyfield
Contractors,
Inc

30
YEARS



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Constantine F. Malmberg III
30 The Green Dover, DE 19901
(302) 672-5600 Phone
(302) 672-5609 Fax

20
YEARS



302-456-6816

Thank You for Your Renewal!

RENEWALS FOR JULY

NAME of COMPANY	# of YEARS	NAME of COMPANY	# of YEARS
Dover Electric Supply Co., Inc.	52	La Baguette French Bakery	16
Edgewell Personal Care	52	Central DE	
Ken Stockslager & Son, Inc.	52	Habitat for Humanity	15
Pratt Insurance, Inc.	52	AccentCare	11
Dover Federal Credit Union		Shore United Bank – Dover	11
– Headquarters	51	Environmental Alliance Inc.	9
Jen-Mor Florist	51	First State	
PNC Bank	51	Military Academy (FSMA)	9
City of Dover	50	Office Pride Commercial Cleaning	
Dawson Bus Service, Inc.	48	Services of Dover	9
Faw Casson	47	Read Aloud Delaware	8
George & Lynch, Inc.	47	Beaverdam Pet Food, Inc.	6
Porter's Sand & Gravel, Inc.	47	Delaware Indoor Advertising	
Roma Italian Restaurant	43	Network, LLC	5
Town of Camden	41	Rooah! LLC	5
Parkview RV Center	41	Greater Dover Boys	
State Janitorial Supply Co.	41	& Girls Clubs	4
Barros, McNamara, Malkiewicz		Central Delaware Speech	
& Taylor	35	Language Pathology	4
Capital School District	34	NorthNode Group Counseling	4
Comcast	34	TAG Events	4
Modern Maturity Center, Inc.	34	Lean On Me Caregiving, LLC	3
Trader Funeral Home, Inc.	33	The People's Platform	3
Luff & Associates, PA	31	Benvenuto, LLC	2
Sunnyfield Contractors, Inc.	30	Diamond State Pole Buildings	2
The Malmberg Firm, LLC	30	First State Webfooters	2
Dover / Kent County MPO	28	Remax Horizons	2
Jefferson, Urian, Doane		Applied Technology Services Inc.	1
& Sterner, PA	28	Smyrna-Clayton Boys & Girls Clubs	1
Delaware River & Bay Authority	24	Dedicated to Women	1
Horty & Horty, PA		How Bout Dat Standardbred Training	1
– Douglas R. Phillips	24	Kent County Theatre Guild	1
Elevations Unlimited	23	Mindful Midwifery	1
Payroll Management Assistance	20	Smyrna Pediatric Dentistry	1
Ray Hall	19	YMCA Dover	1
Kent County Levy Court	19		
First Class Properties	17		

New Members

Agape Body Piercings
Codi Canasa
135 S Bradford Street
Dover, DE 19904
302-359-3681

Mid-Atlantic Facility Services, LLC
Louis J Costanzo
P.O.Box 942
Chestertown, MD 21620
410-793-7172

MEET THE CDCC STAFF!



Executive Assistant / Director of Special Events
Cristal R. Brenneman

- 1. Talk to me about...**
how the Chamber can help you & your business, any of the CDCC's 70+ events and programs, and the Military Affairs Committee.
- 2. My favorite quote is...**
"All our dreams can come true, if we have the courage to pursue them." – Walt Disney
- 3. If I could live in any sitcom, it would be?**
"Gilmore Girls"
- 4. If I had one extra hour of free time a day, I would...**
read a book (and not one on my Kindle).
- 5. In one word I am...** dependable.
- 6. Working at the CDCC, I've learned...**
what a truly amazing group of people live in this community!

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 **Laura Garofoli of Lean on Me Caregiving, LLC for correctly identifying Harrington Raceway. Congratulations, Laura – 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.

Celebrating Life

...And Healing Grieving Hearts

When you have experienced the loss of a loved one, you can trust we will be here to guide you through the process of honoring their life. At Torbert Funeral Chapels, we pride ourselves on serving families in Dover and the surrounding areas with dignity, respect, and compassion. Our staff is experienced in a variety of funeral services and can help you celebrate your loved one no matter your religion, culture, or budget.

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