

Chamber Connections

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December 2023

CORNERSTONE MEMBERS



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February 23rd & 24th – The CDCC’s Home & Garden Expo!



The Central Delaware Chamber of Commerce (CDCC) is excited to shed light on a fabulous event that you need to save the date for in 2024! The CDCC announces the return of our Home and Garden Expo - a spectacular event that will inspire and elevate your home living experience, all while supporting local businesses! Mark your calendars for Friday, February 23rd (12pm-6pm) and Saturday, February 24th (9am-3pm) as we transform the spacious

Delaware State Fair Exhibit Hall (18500 S. DuPont Hwy Harrington, DE 19952) into a haven for home enthusiasts, garden lovers, and anyone seeking inspiration for their living spaces into the New Year.

For the fourth year, The CDCC’s Home & Garden Expo will offer attendees from all over Delmarva the chance to meet a variety of local home and garden vendors and enjoy

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2024: Your Best Economic Year Yet!



2024, 7:30-9:30am for a morning of insight, inspiration, and networking as we dive into the economic outlook for our vibrant region in the beautiful ballroom of Maple Dale Country Club (180 Maple Dale Circle, Dover). This milestone event promises to be enlightening and informative than ever before – Don’t miss it!

leaders, entrepreneurs, and professionals, like you, from all sectors under one roof at one time to learn, network, and collaborate.

This year’s Economic Forecast Breakfast is not just a celebration of Central Delaware’s past year, but a glimpse into the future. The event will feature keynote speakers and industry experts who will share their insights on the economic trends and opportunities shaping Central Delaware. You can expect to hear from leaders at the local, state, and national tiers. From the latest devel-

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The Central Delaware Chamber of Commerce (CDCC) is thrilled to announce the eagerly awaited 10th Annual Economic Forecast Breakfast! Mark your calendars for Thursday, January 18th,

It’s hard to believe that we’ve been bringing you our Economic Forecast Breakfast for ten years now! Throughout the past decade, this event has grown to become a cornerstone of the Central Delaware business community, attracting

Networking to the 3rd Power!



On Wednesday, Jan. 31, 2024, Central Delaware Chamber of Commerce (CDCC) members, potential members, and guests are invited to an evening offering three events all wrapped up into one. The CDCC is thrilled to return to The Delaware Agriculture Museum, our gracious host for the evening. Their staff is

happy to welcome the community into their beautiful facility for the CDCC’s Trifecta Event from 4-7pm. Out of the 80+ events organized yearly by the CDCC, there isn’t one quite like this - Start sharing the word the now!

This Trifecta event is a Sunset Business Mixer, Member 2 Member Expo, AND a CDCC Showcase all in one evening! Kick off the New Year right with the CDCC as we mix, mingle, showcase our members and the CDCC. This is the perfect event for existing members

to invite prospective members or any newcomers who are interested in connecting with the organization that connects people– the CDCC! As it is one of our four pillars, networking is extremely valuable and important to us, and we know that it is an important element of not only your business, but of doing business in Delaware in general. Our Sunset Business Mixers are fun, inviting, upbeat, and you’ll never know who you’ll meet! Be sure not to forget

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Dina's Digest



PRESIDENT
Dina Vendetti

Happy, Hopeful, and Bright

'Tis the season... and in this season, we greet each other in a variety of ways: "Season's Greetings!"... "Happy Hannukah!"... "Happy Holidays!"... "Happy Kwanzaa!"... "Merry Christmas!"... All of these bring messages of good cheer during the final weeks of December. They wish peace and joy to our fellow travelers on the planet and often express to them an added message of hope that they will prosper and flourish in the months to come. There's something about this time of year that brings people together – as families, businesses, colleagues, and friends – and motivates a celebration of "community."

As we approach the height of the Holiday Season, the team at the Central Delaware Chamber of Commerce would like to thank you for the privilege of serving this community. We are grateful for all the ways each of you supports the work of the Chamber through participation, sponsorships, and volunteering. We are also so thankful for your many expressions of encouragement that come to us in the form of notes, letters, emails, and kind words spoken at just the right moments! Over this past year, your "presence" has been a wonderful "present," as you have shared your gifts of time and talent!

The Central Delaware wishes you and yours a holiday season filled with moments of joy as you find safe ways to celebrate, a heart full of hope as we look ahead to 2022, and an outlook that is bright, filled with the kind of light we can share with each other. And like the "Who's down in Whoville" from Dr. Seuss's famous "The Grinch that Stole Christmas," let's respond to this Holiday season

by joining together and celebrating our strong sense of community and the gifts we see in each other. And like Dr. Seuss once penned, there will always be room for a celebration "as long as we have we... and as we stand heart to heart and hand in hand."

As we enter 2024, many opportunities to gather at Chamber events and activities will come your way, as you'll read in these pages. Our Annual Economic Forecast Breakfast will be held on January 18th at Maple Dale Country Club. The next week, on January 25th, we will gather at the Delaware Agriculture Museum for our CDCC Showcase Mixer and Member 2 Member Expo where we will have an opportunity to learn more about some of our member businesses and hopefully meet guests who are interested in joining our Chamber – don't forget to bring your friends! February will bring the Home & Garden Show at the Delaware State Fairgrounds, and we'll gather at the Legislative Luncheon in March. In addition, we will continue to hold our educational Coffee Coaching, Member Orientation, and Professional Power Up Sessions, as well as Kent County Open for Business and our monthly Sunset Business Mixers.

We will be excited to enter 2024 with all of you! As always, let us know how we can best support you and your businesses. As the essential resource for the development of businesses in Central Delaware, and as fellow members of the Central Delaware community, your CDCC is here for you. We wish you a holiday season and a new year that is happy, hopeful, and bright!

Calendar of Events

DECEMBER

- Mon., December 4th**
CDCC Executive Committee Meeting
8:00am - 10:00am, CDCC Conference Room
- Tue., December 12th**
Professional Power-Up Online
12:00pm - 1:00pm, via Zoom
- Tue., December 5th**
CDCC Holiday Party
5:00pm - 7:30pm, Roma Italian Restaurant
- Wed., December 13th**
Marketing Committee Meeting
10:00am - 11:00am, via Zoom
- Thu., December 7th**
Leadership Central Delaware
8:00am - 5:00pm, Tourism Day
- Thu., December 14th**
Member Orientation
8:30am - 10:00am, via Zoom
- Thu., December 7th**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court
- Tue., December 19th**
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room
- Tue., December 12th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- De. 23rd - 31st**
Christmas Holiday Office Closed

JANUARY

- Mon. & Tue., January 1st & 2nd**
New Year's Holiday Office Closed
- Thu., January 11th**
Member Orientation
12:00pm - 1:30pm, via Zoom
- Thu., January 4th**
Leadership Central Delaware
8:00am - 5:00pm, Media & Communications Day
- Tue., January 16th**
LCD Steering Committee Meeting
12:00pm - 1:00pm, CDCC Conference Room
- Thu., January 18th**
Economic Forecast Breakfast
7:30am - 9:30am, Maple Dale Country Club
- Thu., January 4th**
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court
- Thu., January 25th**
Capital Briefing Reception
5:00pm - 7:00pm, Roma Italian Restaurant
- Tue., January 9th**
CDCC Board Meeting
7:30am - 8:30am, Faw Casson
- Wed., January 31st**
Ambassador Committee Meeting
3:30pm, TBD
- Tue., January 9th**
Professional Power-Up LIVE!
12:00pm - 1:00pm, Location TBD
- Wed., January 31st**
Sunset Business Mixer / Member 2 Member Expo / CDCC Showcase
4:00pm - 7:00pm, TBD
- Wed., January 10th**
Coffee Coaching
8:00am - 9:00am, via Zoom
- Wed., January 10th**
Marketing Committee Meeting
10:00am - 11:00am, via Zoom

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

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

INNOVATION

ENGAGEMENT



CORNERSTONE MEMBERSHIP

RESOURCEFULNESS

RELEVANCE



How many people do you know in these photos of the Daily State News advertising and news teams?

Meet the Daily State News' Publisher

Hello Chamber Members!

For those of you who I have not yet met, allow me to first introduce myself.

My name is Konrad LaPrade and I am the publisher of the Independent Newsmedia Network of Delmarva. Our network includes publications in Delaware and the Eastern Shore of Maryland, websites and live events.

Here in Central Delaware, you will be most familiar with the Daily State News (formerly Delaware State News) and our associated website, BayToBayNews.com.

My wife, Joy, and I have three kids in Capital schools and we are active in many community organizations, including Grace Church of Dover and the parent-community advisory council for the Capital District. I am on the executive committee for the Central Delaware Chamber of Commerce.

Recently, I was accepted into the honorary commander program at Dover Air Force Base.

We are very proud to call Kent County Delaware – and specifically Dover – home.

The above introduction is meant to

share a personal investment in this community, but that investment does not stop with me. Take a moment to examine the photo of the news and advertising staff included with this story.

I'll bet that if you have been around Kent County for a minute you recognize many of the faces.

As an organization, we are a part of the fabric of this great place. In fact, we believe that by publishing our unique brand of non-partisan journalism, we will strengthen the communities we serve, and by publishing timely advertising from local businesses, we will help them to grow.

All that said, I want to address one of the questions I have heard frequently since we announced that we are going to three days a week in print, and that starting with the edition of Sunday November 26, you will receive your printed newspaper in the mail the afternoon before.

"Are you going out of business?"

The answer is a resounding "no!"

As I said above, we are committed to serving in and around Kent County and the greater Delmarva region

for years to come. While change is hard, with the change to our delivery and print publication model we are gearing up to have an impact for many more years.

How's that, you might ask? How does changing your publication schedule communicate that you are making smart decisions to strengthen the community not only now but in the future?

With this change, we are making a large financial commitment in local journalism.

First, we have lowered the rate to become a member of our website (BayToBayNews.com), and we have increased the days we publish the Daily State News e-newspaper to seven.

Second, we are hiring two additional journalists to better cover the area and we continue to increase the size of the Daily State News newsroom to the largest it has been in years.

Third, we are starting two brand-new publications to cover Middletown and Smyrna as well as the Greater Dover area.

These will be delivered for free to

mailboxes throughout the area and filled with local content.

Finally, we remain the premiere event and digital marketing solution for all your business needs.

We sell and serve everything from geo- and demo-targeted digital impressions, custom email marketing, website building and consulting, and even help design and hone your marketing message.

We would love to talk to you about your business, and sit down for a free consultation.

Our marketing consultants are just what the name implies. They live in the community, and shop at your businesses. They are passionate marketing geeks who want to help your business grow and thrive.

I hope we can help you in the future.

In the meantime, when you see us around town, please stop us and say "hi!"

Warmly,
Konrad

P.S. – Reach out to me at klaprade@iniusa.org.

3 Ways to Take Your Business to the Next Level with Dover Federal Credit Union

As businesses navigate the financial world, partnering with the right financial institution is important for success. Dover Federal Credit Union (DFCU) is honored to support businesses of all sizes, offering a vast array of commercial lending products and services designed specifically to serve the unique needs that are specific to each and every business. Here are three ways Dover Federal can assist in taking your business to the next level:

1. HIGH YIELD MONEY MARKET RATES: Maximizing Returns

Savvy businesses understand the importance of making the most out of their cash reserves. Dover Federal Credit Union offers a highly competitive 4% APY* money market account, providing businesses with a great way to maximize returns on their savings. This high yield interest rate ensures that a company can grow their funds more rapidly than with traditional savings accounts while keeping funds easily accessi-

ble in case they are quickly needed.

2. BUSINESS CREDIT CARDS: Fueling Growth with Financial Flexibility

One of the cornerstones of DFCU's commitment to helping a company succeed can be found in the Cash Back credit card product line. These cards are a safe and convenient payment option but they also serve as a tool for managing expenses and earning valuable cash back rewards. Having access to a line of credit has never been more affordable with features such as:

- Customizable credit limits
- Rates as low as 11.74% APR[^]
- An easy to use rewards programs
- No annual fee
- Mastercard ID theft protection

3. COMMERCIAL DIVERSITY LENDING PROGRAM: Fostering Inclusive Growth

Today's business world thrives

when there is diversity in the products offered, the services provided as well as the businesses which are owned by minorities and serving our communities. Dover Federal Credit Union recognizes the importance of diversity in today's business world and has developed the Commercial Diversity Lending Program. This program is designed to provide fair and inclusive access to financing for businesses owned by minorities, women, veterans, and other under-represented groups. By giving newer and smaller businesses an opportunity to grow and develop with a minimum \$10,000 line of credit or credit card, this lending program is a testament to the credit union's commitment to inclusivity and ensuring that all businesses have the opportunity to reach their full potential.

Dover Federal Credit Union continues to stand as a reliable partner for businesses. From the financial flexibility offered by having a DFCU

business credit card to the inclusivity in the Commercial Diversity Lending Program as well as the lucrative money market account, DFCU equips with the tools to be successful. Experience the Dover Federal difference!

Visit doverfcu.com or email commercial@doverfcu.com to speak with a dedicated business specialist!

*APY is Annual Percentage Yield and is accurate as of November 1, 2023. Rates subject to change. Terms & Conditions apply. See Credit Union for more details

[^]Variable rate as low as 11.74%APR. Terms and conditions apply. See credit union for details.



LCD Adopt-A-Highway: That's a Wrap for the Year!

Leadership Central Delaware (LCD), a distinguished program dedicated to fostering leadership skills and community engagement, recently showcased its commitment to civic responsibility by successfully fulfilling its Adopt-A-Highway requirements for 2023. The program's alumni, known for their dedication to making a positive impact on the local community, came together to contribute to the cleanliness and beauty of Yoder Road in Hartly. An outstanding group of alumni spent their October 28th morning from 8:30-9:30am making positive impact on their environment, and of course gaining Best in Class points!

The Adopt-A-Highway program is a community-based initiative that allows local groups, organizations, and individuals to adopt sections of highways and commit to keeping them clean and litter-free. It is an excellent way for communities to take an active role in preserving the environment while taking pride in one's residence. LCD, known for its emphasis on community service, has been a proud participant in the Adopt-A-

Highway program for several years. The program serves as a symbol of commitment to leading by example.

Armed with gloves, trash bags, safety vests, and a shared sense of purpose, the alumni tackled their designated stretch of road with enthusiasm. Thank you and shoutout to all alums who participated this past October! Thank you for volunteering your time and effort for a great cause!

- Crystal Riley – Class of 2023**
- Charmaine White – Class of 2022**
- Amber Startt – Class of 2017**
- Cleo Bell – Class of 2023**
- Chrissy Kyriss – Class of 2022**
- Rachel Rohm – Class of 2023**
- Kathy Jordan – Class of 2009**
- Nina Jenkins – Class of 2019**
- Anthony Coker – Class of 2021**
- Janie Libby – Class of 2012**





Empowering Tomorrow's Leaders: Leadership Central Delaware Education Day

“Everything that’s happening in the community shows up in our school. Education has to change in order for our nation to remain competitive” shared Dr. Vilicia Cade, Capital School District Superintendent, with the Leadership Central Delaware (LCD) Class of 2024 on their Education Day November 2nd, 2023. Change and innovation have been a recurring theme thus far for Central Delaware’s key economic drivers – Kent County’s Education system, a key economic driver and top employer, proved to be no different.

The group of 28 leaders found themselves back in a classroom setting at Wilmington University in Dover to begin their day. Central Delaware Chamber of Commerce (CDCC) President, Dr. Dina Vendetti, was elated to welcome the class to her alma mater as she set the tone for the day to come. She coupled her conversation and extensive background as a teacher to deliver a captivating presentation on “How to Learn.” The class related to Vendetti’s explanation of the value of teaching someone to how to learn. It is comparative to the proverbial wisdom “Give a man a fish, and you feed him for a day. Teach a man to fish, and you feed him for a lifetime.” The old adage still rings true today, especially now in our rapidly changing world. Vendetti played a thought-provoking video outlining technology’s inarguable impact on education, the world, and workforce. The tools, technologies, and

methods used a mere 5 years ago are already surprisingly outdated. The world is preparing students and adults for jobs that haven’t even been created yet. This is why innovation is at the forefront of Central Delaware’s Education industry sector – which the students received just a glimpse of.

The class’s next stop led to The John S. Charlton School of the Caesar Rodney School District. Led by Principal Amanda McDonough, the John S. Charlton School teaches, equips, and empowers students with special needs from ages 2-21. McDonough led a presentation of the school’s impact not only on each individual student and the workforce, but also the Leadership styles that guide care-based instruction. It was clear to see the staff truly love the work they do every day with their students. Charlton School students are very integrated in the local community by attending many community visits. They contribute a substantial help to Central Delaware’s workforce with the independence and skills they learn at their school.

Later that morning, the Capital School District gave the class a warm welcome into their boardroom for a moving presentation from Dr. Cade and her team, Dr. Damian Burke & Dr. Kuforiji. Dr. Cade led the experience with her impeccably passionate public speaking ability. She shared her story, an upbringing with struggles and roadblocks that

could’ve turned her into a completely different person than who she is today. Her story and lived experiences were from the heart and the class was enamored with her vulnerability, which directly correlated to her philosophy of seeing the value in our lived experiences. She leads with “excellence through equity, unity through love, and leadership through inclusiveness.” She shared the compassion needed to be in education, and what great things can come from “listening to everyone in the room. Everyone can learn. We are all interconnected.” Cade also shared her work and research in the National League of Innovative Schools, in which Capital School District is included. She discussed dismantling technological barriers and the critical need for innovation in the way public schools teach, but

more importantly her role and action in making that true for years to come in Central Delaware.

A key to being a great leader is creativity, especially when it comes to problem solving. The LCD Class of 2024 had the opportunity to experience the creative energy of Delaware State University’s College of Business’s Entrepreneurial Garage. This idea incubator space with writable walls, 3D printers, professional headshot booth, tables, bean bags, and tool station is a safe space for DSU students and the community to get creative in solving problems. It provides an atmosphere for making, collaborating, learning, and sharing and the LCD class made

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Thank you to our Sponsors!

Confirmed as of 10/31/23





























Continued from Previous Page

a wonderful attempt (in under 20 minutes) at trying to solve the United Nations' Sustainable Goal: Quality Education. They split into small groups, delegated amongst themselves, and put their creative, problem-solving thinking caps into action to share how they would go about making quality education for all of Kent County a reality. Dr. Micheal Casson, Dean of the College of Business and founder of the Garage, was present to hear their ideas and share how students have successfully used the space for greater good.

Education Day for the LCD Class of 2024 rounded out with a new addition to the

agenda – an inspiring visit Smyrna High School to meet with Jay Davis, Career & Technology Specialist, at one of the largest schools in the state, overseeing Work Based Learning. The LCD class went back to high school as they sat in a classroom meeting Davis's team and hearing about their impactful work of empowering their students, starting in middle school, to follow through 27 possible career paths. Smyrna School District under Davis's leadership is making great strides in connecting their students with experience and resources to better their future careers in Central Delaware. Students can graduate with significant board-certifica-

tions and 30+ college credits upon graduating Smyrna High School – how's that for innovation!

What an incredible Education Day for the LCD Class of 2023! It was inspiring to see the work that is being done by the passionate people in our community teaching the next generation of leaders. The CDCC wishes to thank everyone involved in making this day a success, for welcoming us into their busy day, and sharing their stories, knowledge, and expertise with us to be inspired, aware, and empowered. May we all never stop learning and teaching others!



HOME & GARDEN

Continued from Page 1

informative demonstrations to help them with their next home project. This is perfect timing for all your Spring cleaning and renovation goals. The benefits of attending and showcasing your business through this event are numerous. The best way to experience those benefits is by seeing it for yourself by marking your calendar to attend on February 23rd & 24th!

Attendees can expect to see and connect with a wide array of exhibitors showcasing the latest trends and innovations in home improvement, interior design, landscaping, and more. Connect with professionals who can turn your dream home and garden into a reality. Step into our Garden Oasis and discover a world of floral wonders and landscaping ideas. From vibrant flowers to sustainable gardening tips and practices, this event is a treat for all the green thumbs out there.

Of course, we wouldn't forget

those new kitchen cabinets you've been meaning to replace, or those energy efficient windows you've been thinking about, or even that roof you've been needing to replace one day. Make that day February 23rd or 24th! Be inspired to finally make progress on your much-needed home improvements. At the very least, receive clarity on the process, products, and services from knowledgeable professionals first-hand. Receive industry exclusive information and answers to your questions face-to-face with a friendly representative who is eager to help you – Priceless!

Additionally, continue your experience of learning about your future Home & Garden with the CDCC's carefully curated live interactive workshops scheduled throughout the two days of February fun. Connect with fellow homeowners, local businesses, and professionals in the industry by absorbing presentations on niche-topics around your home and garden, showcasing what our amazing businesses can do for you.

Stay tuned to CDCC messaging on details and times of these like workshops as we get closer to the Expo.

Don't miss out on this incredible opportunity to enhance your home and garden! Save the date, gather your friends and family, and join us for a weekend filled with inspiration, education, and the latest trends in home and garden living on February 23rd and 24th, 2024, at the Delaware State Fair Exhibit Hall.

Interested in showcasing your business as a vendor or enjoying the sponsorship benefits of this event? There is still time to do so. Contact the CDCC today to reserve your space! We look forward to helping you highlight your business.

For more information, please visit www.cdcc.net/homeshow or call the CDCC office at (302) 734-7513. If you are interested in showcasing your business as a vendor, please email [Cindy at cfriese@cdcc.net](mailto:Cindy.at.cfriese@cdcc.net). See you there!

ECONOMIC FORECAST

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Advancements in technology and innovation to the challenges and solutions in our rapidly evolving market, this event promises to be a valuable resource for anyone in business.

Hear from David Boothe, President of B.I.G. Investment Services. Boothe has highly proficient in the financial arena for over 20 years. He has helped many clients achieve their retirement and other financial goals through trying times, like the COVID-19 Pandemic, 2000 Dot Com Crash and recession, and 2008 financial crisis. He and his firm are

very involved with the community. The CDCC appreciates Boothe and his team's service and generosity to the CDCC, we cannot wait for everyone to hear his educated hypotheses on the economy this year.

Hear from a Representative from the Delaware Office of Management & Budget (OMB) speak to the local perspective of Central Delaware allocation of federal and state funds for 2024. Attend to hear where tax dollars are being spent, changes in economic trends for the area, and the Governor's Fiscal Year 2025 Budget.

Lastly, hear from Linda Parkowski, Executive Director of the Kent Economic Partnership (KEP) discuss

economic prosperity of Central Delaware in the coming year. Parkowski is passionate about enticing businesses to come to Central Delaware, which affects the quality of life for all residents and visitors. Attend to learn how her work impacts your financial decisions in the New Year.

Guests will be able to ask questions of the speakers and meet with fellow prominent leaders of the Central Delaware and State of Delaware community. Connect with fellow business professionals, industry leaders, and potential partners who share your vision for Central Delaware's economic success. This event is a superb networking event for all business professionals looking to

make 2024 the best economic year for themselves, but personally and professionally!

We look forward to celebrating a decade of economic excellence with you at the 10th Annual Economic Forecast Breakfast on January 18th, 2023, from 7:30-9:30am at Maple Dale Country Club in Dover.

Tickets for this event are only \$27 for CDCC Members and \$32 for non-members. Call the CDCC today at (302) 734-7513 to register by January 12th. Visit www.cdcc.net for more information. Let's continue to build a brighter future for Central Delaware together and set the New Year off to a strong start!

Member News

Who let the Dogs Out in Schutte Park!

The Central Delaware Chamber of Commerce (CDCC) would like to congratulate the City of Dover on the Grand Opening of their new Dog Park! A ribbon cutting ceremony was held Saturday, October 28th, at 10am at Schutte Park (10 Electric Ave, west end of Dover). The event was sanctioned by local dignitaries and councilmembers, including Mayor Robin Christiansen, Robin Eaton, Dover's Parks & Recreation Director, and a Delaware State Police K-9 handler. This state-of-the-art canine haven promises to be a barking success, offering a safe and vibrant space for our furry friends to frolic, socialize, and enjoy the great outdoors.

Local businesses, passionate pet owners, and city officials worked "hand in paw" to bring this project to fruition. The result is a beautifully landscaped, fully equipped space that reflects the shared dedication to enhancing the quality of life for both residents and their beloved pets. The peaceful park has two fenced areas separated for large and small dogs. There are structures for all dogs to pounce upon and water facilities are in the works to be installed in the spring of 2024.

Congratulations to the City of Dover for bringing this vision to fruition for the Central Delaware community! The ceremony symbolized the city's commitment to fostering a



pet-friendly environment and marked the beginning of countless hours of tail-wagging fun for our furry friends and their caretakers. Here's to many years of joyful play, happy tails, and the enduring sense of community

that the Schutte Dog Park will bring to our town. Congratulations, Dover, on unleashing this "pawsome" addition to our community! Remember – kindly pick up after your dog; it's on all of us to keep it clean!

SUNSET MIXER

Continued from Page 1

your business cards – you can share them with other attendees and enter the business card drawing to be the next CDCC Member of the Month or win door prizes. CDCC mixers on their own have proven to help our area's businesses stay connected and grow together. Small conversations and introductions have big impacts, and the CDCC is proud to organize a time and place for these relationships to begin, and to witness their journey of growth for years to come.

This mixer event is stacking the power of networking by adding a Member 2 Member (M2M) Expo and CDCC Showcase in one! The CDCC appreciates any moment to allow our amazing members to shine. That is why twice a year we invite members to secure tabletop displays around

the facility to connect face-to-face with the community in order to generate quality leads, increase their exposure, and to network with other businesses. Tabletops are available for purchase for only \$125 – don't delay on registering your table because we can only allow a specific number on a first-come first-served basis.

The third prong of this networking event features the CDCC Showcase. This portion is designed to help members and prospective members fully understand the value that a CDCC membership brings. Information tables will feature our four pillars: Education, Legislation, Marketing and Networking. The displays will help guests understand how the Chamber assists its members in each of these areas. Do you have friends or business colleagues who might benefit from chamber membership? Consider inviting them

to this information-filled evening and let them witness firsthand what a chamber membership can do for them. The Showcase is also a great way for our veteran members to get up to date on all the new programs and events their membership has to offer – it's a win-win for all!

Whichever of the three reasons you attend, or decide to share the good news, the CDCC ensures that your participation will not be vain! Come have a fun, engaging, and informational evening with your community as we work together to build the future of Central Delaware one relationship and conversation at a time.

For more information or to register for this three-in-one evening of activities, please call the CDCC Office at (302) 734-7513. You can also register online through our Calendar of Events at www.cdcc.net. We look

forward to seeing you at The Delaware Agriculture Museum (866 N. Dupont Hwy in Dover) on Wednesday, January 31st, 2024!

Member 2 Member 

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Two Pillars Stood Strong Together

As the cheers of another successful Annual State of the Base Briefing and Breakfast with the Dover Air Force Base fade away, we find ourselves filled with gratitude for the incredible community spirit and collaboration that made this event truly exceptional. Orchestrated by the Central Delaware Chamber of Commerce (CDCC) and hosted at the Landings on Dover Air Force Base (DAFB), this annual gathering is a cornerstone in fostering meaningful connections between our local businesses and the esteemed Dover Air Force Base, and this year proved that even more. Monday, November 20th, 2023, from 7:30-9:30am was a morning full of inspiring camaraderie, collaboration, and connection not to be forgotten.

The CDCC would like to thank everyone in attendance for making this event a success. It wouldn't be special without attendees like you, Board Members, Military Personnel & DAFB Leadership, Civilians, Senators, Congresswoman, and Waitstaff to make this event possible. It was amazing to see and feel the energy of collaboration and appreciation for our local Armed Forces personnel at the Landings at Dover Air Force Base. It was a meeting to literally and figuratively "touch base" between our cherished Armed Forces community at the Dover Air Force Base and our civilian community of Central Delaware and it accomplished that and more!

This year's event brought together a diverse group of professionals, military personnel, and community leaders, creating an environment that celebrated the rich partnership between the civilian and military sectors. The agenda was packed with an insightful presentation from Colonel William C. McDonald, 436th Airlift Wing Commander, about the DAFB's mission, accomplishments, and goals for the new year. His speech exemplified the value in connecting the civilian community with the servicemen and women at DAFB.

Thank you to Senator Tom Carper, Senator Chris Coons, and Congresswoman Lisa Blunt-Rochester for their presence, expertise, remarks, and sup-

port! Thank you for showing up for the community and further instating the importance of this event. The CDCC appreciates the time taken out of their busy schedules to attend and make a statement for our great State.

Thank you to the highly accommodating hospitality staff at the Landings who ensured everyone had a nourishing plate to eat to begin their day in the best way. Thank you for supplying the fuel for this mission and delivering a meal to meet over with the utmost care.

Last but certainly not least, thank you to our 2023 State of the Base Signature Sponsor: Delaware Technical Community College! The CDCC also wishes to thank our Supporting Sponsors: C.S. Kidner Associates/Capital Strategies; Carpenter Contractor Trust; Dover Behavioral Health System; Dover Motor Speedway; Dowding Resource Group; George & Lynch, Inc.; Dover Family Housing; Hunt Military Communities, LLC; Landmark Science and Engineering; Mountain Consulting Inc.; Pike Creek Mortgage Services, Inc.; Tidewater Utilities, Inc., and Wilmington University.

The CDCC greatly appreciates the relationship we have with our sponsors, not only because they are crucial in allowing us to orchestrate an impactful event such as this, but also because of their dedication to supporting their community and military personnel. They express a desire to be engaged and of service for the best of Central Delaware. The CDCC staff and Board of Directors couldn't be more grateful!

The CDCC hopes you had a wonderful experience by attending our Annual 2023 State of the Base Briefing & Breakfast, and hopes you are patiently waiting for what's in store for this event next year. The CDCC hopes you had a wonderful Thanksgiving holiday spent with the people you love and cherish the most. May we continue to show thanks and gratitude to our community and DAFB personnel who serve our nation. Thank you, again, and we cannot wait to see you next year!



Shopping Small is Best for All!

It's the most wonderful time of the year! A time to give and receive, to revel and reflect, to be kind and unwind – the Holidays! This Holiday season, while you're busy checking everyone off your list, your Central Delaware Chamber of Commerce (CDCC) encourages you to celebrate the spirit of giving by supporting our vibrant local businesses, FIRST. This year has presented unique financial challenges, but together, we can make a significant impact on our community's economic well-being by keeping our hard-earned dollars within the community. Let's make this holiday season special by choosing to shop small and shop locally before outsourcing your holiday needs.



Continue reading for four compelling reasons to prioritize small businesses this holiday season!

- 1. Strengthening the Community -** When you support local businesses, you contribute directly to the economic strength and resilience of our community. Small businesses are the backbone of Central Delaware, and your patronage helps them thrive, ensuring a robust local economy for years to come.
- 2. Unique and Thoughtful Gifts -** Discover one-of-a-kind gifts that showcase the creativity and craftsmanship of our local artisans and entrepreneurs. Whether it's handcrafted jewelry, locally produced goods, or personalized services, you're sure to find something unique that will make your loved ones feel special. A little thought goes a very long way!
- 3. Personalized Service and Expertise -** Aren't you tired of feeling like just another customer rushed out of the line? Small businesses are known for providing personalized and attentive service – ask the CDCC, we know of many! When you shop small, you're not just making a purchase, you're building relationships with passionate business owners who take pride in their products and services.

You're making a face-to-face encounter to be remembered and valued. Experience the joy of thoughtful recommendations and personalized attention that you won't find in larger, impersonal outlets (and definitely not online).

- 4. Boosting Job Opportunities -** Your support of local businesses helps create and sustain jobs within the community. By choosing to shop small, you play a direct role in fostering employment opportunities for your friends and neighbors, contributing to a healthier and more prosperous local job market – which, needless to say, benefits us all for months and years to come!

Doesn't that sound like a win-win for everyone?! The CDCC understands we live in the age of online shopping and that it can take dominance because of its ease, vast selection, and perceived deals. However, the CDCC urges you to consider taking a second to think, plan, and gather items from Central Delaware small businesses for all the benefits above. This holiday season let's come together as a community and make a positive impact by choosing to shop small and support our local businesses. The CDCC wishes you a joyful and prosperous holiday season filled with the warmth of community and the spirit of giving.

Happy Holidays, Central Delaware!

For guidance on shopping small this season (and year-round), visit our business directory on our website at www.cdcc.net for ideas or call (302) 734-7513 – we just might know someone who can help.



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Professional Power-Up LIVE

The Central Delaware Chamber of Commerce (CDCC) recently hosted the Professional Power-Up LIVE (PPU), dedicated to exploring and embracing the fundamental concepts of diversity, equity, and inclusion (DEI). Jamee Boone, President and founder of Eddee Boone Consulting, LLC, proved to be the perfect presenter on this topic because of her company's mission "to create inclusive workplace cultures by coaching business leaders and teams through their own authentic diversity, equity and inclusion journey," and her extensive experience working with the United Way of Delaware.

Held on Tuesday, November 14th, at the beautiful Biggs Museum of American Art in Downtown Dover, the event was an intimate, thought-provoking, and interactive lunch and learn, which sparked meaningful conversations and provided valuable insights into the importance of fostering diverse and inclusive lifestyles. After introductions of the group, conversation pro-

gressed from what comes to mind when hearing "DE&I," to the difference between inclusion and belonging. Boone rooted her presentation in the need for a framework when analyzing DE&I themes that are woven into the fabric of our everyday lives. She stressed the importance of awareness and self-awareness in order to notice these forces at play – that is the first step to making impactful change that embraces people's differences.



One of the highlights of this Professional Power-Up event was the networking opportunities it provided. Attendees connected with like-minded professionals, shared insightful personal experiences, and established valuable contacts. The event created a supportive small group that extended beyond the confine of the day, fostering ongoing dialogue and collaboration. All attendees certainly left with things to ponder, but recharged and powered-up to face the rest of their day and the evolutionary journey of DE&I.


The CDCC thanks Jamee Boone, who led the CDCC staff's DE&I sessions for 2 years. She was crucial in the formation of the Fusion Alliance, a partnership with the New Castle County Chamber of Commerce, the Central Delaware Chamber of Commerce, and United Way of Delaware to advance business growth in Delaware by offering government agencies and small and mid-sized businesses practical, effective, affordable ways to incorporate diversity, equity, and inclusion (DE&I) strategies in their operations.

In conclusion, November's Professional Power-Up event served as a catalyst for change, sparking important conversations and fostering a collective commitment to diversity, equity, and inclusion in the Central Delaware Business Community. As organizations continue to evolve, events like these play a crucial role in shaping a future where every professional feels valued and included.

The CDCC hopes and encourages businesses to make DE&I a priority; it is crucial for longevity and success in today's landscape. If you and your business are ready to begin or continue your DE&I journey, Jamee Boone of Eddee Boone Consulting, LLC is here to help! She has dedicated her life to this wonderful work. "It is the best way to invest my time, talent, and treasures. When I support efforts to get DE&I in DNA of individuals, businesses, and communities, I can help open the door so that I (and others) can have a seat at the table," she stated. For more information to get started, please visit www.eddeebc.com, or call (609) 868-7010.

The CDCC hopes that you will mark your calendar to attend the next Professional Power-Up Online, which will occur virtually via zoom on Tuesday, December 12th from 12-1pm. Attendees will have the chance to hear from Jessica Moyer, founder and owner of The Ice House: Wellness + Community in Wyoming, Delaware, on "The 5 G's." For more information or to register, please visit www.cdcc.net or call (302) 734-7513.






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Member News



Homestead Gardens for the Holidays – Celebrating 50 years!



In the heart of Smyrna, Delaware, a garden oasis has been flourishing for two years, but now 50 years as a company, enriching the community with its passion for horticulture and commitment to providing top-notch gardening supplies. The Central Delaware Chamber of Commerce (CDCC) was delighted to meet with Mark Brinsky, Homestead Gardens (HG) Smyrna's General Manager, to hear more about the company, celebrate the 50th anniversary, and soak up the holiday cheer in-store!

At Homestead Gardens, "gardening is more than just planting shrubs in your front yard," Brinsky started. This is especially true at this time of year, and the HG team has brought even more good tidings to the community with their awe-inspiring holiday display, products, plants, and events – so much so that celebrating 50 years is just sweet icing on the gingerbread house!

Since the company's inception by founder Don Riddle in 1973, HG has flourished into a renowned sanctuary for horticulturalists of all levels. All three HG locations in Davidsonville, Maryland, Severna Park, Maryland & Smyrna, Delaware, entice visitors from all over the region and country to visit for an experience they can't quite get at a traditional big-box retail store who offers similar lawn, garden, and home products. HG is much more than your typical nursery, but rather your one-stop shop for your next plant, garden patio, landscaping

design, and holiday destination year-round. HG caters to a wide range of customers looking to embrace nature, beautify the land, and make their house a home. High-quality home & garden products, coupled with exciting annual events like a fall festival, Grand Illumination, Girls Night Out, kids crafting workshops, and more, HG has been providing the community with a remarkable experience of seasonal celebration and enjoyment for 50 years.

If you've never stepped into the wondrous doors of Homestead Gardens, you might wonder, "So, what is that secret to the magic and longevity of the company?" "My Mom & Dad taught me to be a good listener growing up. Listening to the customers and what they want is the key. If we happen to now have something they're looking for, I remember it and take note for the future. If you stop in, you'll see me active on the floor talking to staff and customers. Learning and listening to the community is a main contributor [to the success of the company]," shared Brinsky. He also credited staying current on the ever-changing market. People want to see new things every year, that is why he noted the importance of monitoring trends, culture, and the direct interests of the community. For example, the Smyrna population holds pets, animals, and agriculture in high regard. Due to this demand, HG was excited to double their farm and pet section this year. If you can get past the 27 gorgeously themed Christmas trees and displays as you walk in, the farm and pet section will certainly make anyone smile.

Since founder Don Riddle's pass-

ing in 2011, the company's legacy of giving back to the community has only strengthened under his son's (Brian Riddle, current President, and CEO) leadership. Homestead Gardens is happy to support the local community with donations, sponsorships, and events. HG gives back to Smyrna schools, local council, and fire stations. They have supported organizations like the Delaware Breast Cancer Coalition, Future Farmers of America (FFA), Maryland Food Banks, and much more. Homestead Gardens has always recognized the importance of community engagement. Brinsky expressed his gratitude for the support received back from the community. He is especially proud to support service members at Dover Air Force Base, and have a special tree and matching items to honor them.

What sets Homestead Gardens apart is its team of knowledgeable and passionate horticulturists who are always ready to assist customers with expert advice. Whether you're a seasoned gardener or just starting, the staff's commitment to sharing their expertise ensures that every visitor leaves with not just products but also the knowledge to nurture their own green sanctuaries.

As Homestead Gardens celebrates its 50th anniversary and the holiday season, the future holds exciting prospects for this horticultural haven. With a legacy of excellence behind it, the center is poised to continue evolving, meeting the needs of a growing community of garden enthusiasts and maintaining its status as Smyrna's go-to destination for all things horticultural. Brinsky shared future Master Plans of a big

glass greenhouse on the southern end of the Smyrna HG facility. Right now, they have a hot house which is slightly different than a greenhouse, but this proposed expansion will significantly impact their capacity to serve.

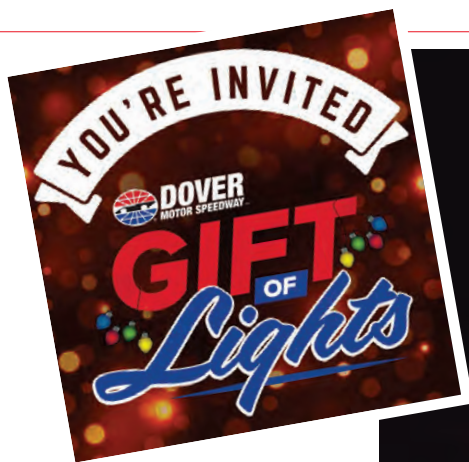
It will only take one visit into Homestead Gardens in Smyrna (5580 Dupont Parkway) this

December to get into the holiday spirit and make your home and garden spectacular. It will be evident that "we are passionate about our jobs, tuned in to help the community to make people's lives happier when they go home with our products. It's about matching the right product for the right customer," concluded Brinsky.

Chamber members, the community, Central Delaware and beyond, are encouraged to join Homestead Gardens in celebrating 50 years of high quality service, community servitude, and holiday magic this December and into 2024. Be sure to check out their website at www.homesteadgardens.com for upcoming events such as visits from Santa every weekend, pet holiday photos opportunities, wreath making and Girls Night Out!

For more information about Homestead Gardens, please visit their website, or call (302) 653-6288, or stop by anytime Monday-Friday 9am-7pm, Saturday 9am-8pm, or Sunday 9am-6pm. Please join the Central Delaware Chamber of Commerce in congratulating Smyrna General Manager, Mark Brinsky, President & CEO, Brian Riddle, and the entire Homestead Gardens team for 50 years of the company!

Member News



Dazzling Delight: Dover Motor Speedway's Gift of Lights Drive-Thru Holiday Spectacle Returns!

The holiday season is upon us, and there's no better way to embrace the festive spirit than by immersing yourself and your loved ones in the enchanting world of Dover Motor Speedway's Gift of Lights Drive-Thru Holiday Experience. Transforming the Woodlands behind the Monster Mile into a winter wonderland, this spectacular light display promises to be the highlight of your holiday celebrations.

Open now until December 31st, the Gift of Lights (GOL) is a magical journey through a dazzling array of twinkling lights, vibrant displays, and festive decorations. Whether you're a family looking to create cherished memories, a couple seeking a romantic escape, or friends eager for a joyful adventure, this drive-thru extravaganza offers something for everyone. The Central Delaware Chamber of Commerce (CDCC) is so excited that this event has returned for the community to enjoy. The CDCC reached out to Gary Camp, Vice President, Marketing & Communications and Director, Speedway Children's Charities Dover Chapter, to get the inside holiday scoop!

"Only in its second year, 'Gift of Lights at Dover Motor Speedway' is already a Central Delaware family tradition. At our fall community events, we heard from many people looking forward to coming out this year after enjoying the inaugural event in 2022. This year's Gift of Lights includes more than 60 scenes and 3.5 million lights set up along an almost two-mile pathway winding through Dover Motor Speedway's campgrounds," explained Camp.

How did this spectacle come to grace the Dover and beyond community, you ask? Gift of Lights is produced by Winterland, Inc., a holiday

services firm headquartered in Marion, Indiana, with more than three decades of experience. This group also produces similar holiday lights events at Dover Motor Speedway's fellow Speedway Motorsports-owned facilities, including Texas Motor Speedway and New Hampshire Motor Speedway. "We're always looking for new ways to utilize the unique facility here, so events like this are always being considered. More to come in the future, too!" Camp alerted excitedly.

By attending the Gift of Lights, you're not only treating yourself to a magical experience but also supporting your local community. Events like these contribute to the festive spirit and help build a sense of togetherness during the holiday season – as well as a significant economic boost. "Almost 15,000 vehicles attended the inaugural Gift of Lights last year, no doubt boosting local restaurants and other businesses in the process. We are expecting an even bigger turnout this year!" Camp continued.

The Gift of Lights runs until December 31st, making it the perfect activity to extend your holiday celebrations. Whether you visit early in December or countdown to the New Year with a dazzling drive-thru experience, Dover Motor Speedway has your holiday plans covered. Don't miss out on the opportunity to make this holiday season truly magical. Head to Dover Motor Speedway's Gift of Lights Drive-Thru Experience (1229 Persimmon Tree Lane, Dover) and let the festive spirit shine brightly as you weave through a winter wonderland of lights, laughter, and love. Start a new tradition, create unforgettable memories, and celebrate the joy of the season at this extraordinary event!

The benefits of attending this event are numerous and carry far past the holidays. This event is a true example of the value of community partnerships and solidarity. "Gift of Lights is not possible without the support of key partners, including Delaware Behavioral Health, Delaware's Quaint Villages, Dover Pools, Del-One Federal Credit Union, and Visit Delaware. We look forward to welcoming everyone back to the Monster Mile for Gift of Lights at Dover Motor Speedway," concluded Camp.

Camp also advises everyone to keep track of all the special discount days (Military Mondays, Pajama

Night, Pet Day, Giving Tuesday, Christmas Sweater Night, etc.) and to pre-order your tickets (or you can buy at the gate). Also, vehicles bringing three non-perishable food donations to Food Bank of Delaware receive \$3 off every Monday through Thursday for the duration of the event! A Win – Win for all!

The CDCC thanks Gary Camp on behalf of the Dover Motor Speedway and everyone who worked very hard to bring this one-of-a-kind holiday light show back to the Central Delaware community. The CDCC wishes the team a successful holiday season, and the community to feel the absolute joy of the season! Shine Bright, Central Delaware!



Member News

Higher the Stakes, Higher the Reward to Solve Hunger!

The Central Delaware Chamber of Commerce (CDCC) had the privilege of attending The Food Bank of Delaware's (FBD) High Stakes Harvest Dinner event which occurred the evening of November 28th at Bonz Restaurant and Lounge at Harrington Raceway & Casino (18500 S. DuPont Highway).

The Food Bank of Delaware has been a pillar of support for the community, tirelessly working to alleviate hunger and provide essential resources to those in need. The Building Hope in Milford capital campaign is a critical initiative aimed at expanding the Food Bank's capacity to better serve the community and address the increasing demand for food assistance.

"The purpose of this event was to engage community members to learn more about the work of the Food Bank of Delaware and our new building in Milford. Funds raised from the evening will support our Building Hope in Milford capital campaign. Our goal is to raise \$34 million for the new building and we are a little less than \$3.5 million away from meeting that goal," shared Kim Turner, Communications Director at the Food Bank of Delaware. "This is just another way we can engage with our community and learn more about them and why they support our mission. We love the opportunity to get in front of people and speak about the important work we are doing in the community."

Ticket costs went to a great cause offering attendees the chance to

enjoy delicious butlered hors d'oeuvres, stations featuring farm fresh favorites, a buffet including carved tenderloin, gouda mac and cheese, warm potato salad and truffle brussels, and pumpkin and apple treats for dessert. To top it all off, an open bar with fall favorite drinks, was also offered. It was surely a social charitable culinary extravaganza not to be forgotten. "It was great to meet so many community members who support the mission of the Food Bank. We are also grateful to Harrington Raceway and Casino for holding this fundraising event for us!" continued Turner.

Attendees donned their formal attire for a night of elegance and support for getting one step closer to resolving food insecurity for the State of Delaware. The "High Stakes Harvest" dinner event successfully served as a fundraising platform for this capital campaign, allowing community members, businesses, and philanthropists to contribute to the realization of a new Food Bank facility in Milford.

This event was not just a feast for the senses but also a reminder that, while enjoying the finest farm-to-table cuisine, attendees were contributing to a cause that transcends the boundaries of a single evening. As the community united around the dinner table, it was also building a stronger foundation to combat hunger and create a future where no one goes to bed hungry in Delaware. Kudos to Megan Sullivan, Special Events Manager of the Food Bank,

for orchestrating a lovely evening for all to enjoy and support.

Hank Rosenberg, COO/Hospitality at Harrington Raceway & Casino, opened with welcoming remarks.

"My whole life I've been working with nonprofits and at the casino I wear many hats but my number one favorite hat is that I am in charge of community and charity relations. This to me is work; I love what I do."

I've had the honor of serving on numerous boards over the years. I've gotten to know a number of CEO's of nonprofits but I can honestly say that Cathy is at the top of her field. When you think of what a CEO of a non-profit should be, there she is," as he motioned to Kanefsky to close by.

To inspire, welcome, and tell the story of the FBD's new venture, Cathy Kanefsky, President & CEO, took to the podium. "Someone asked me recently what I love about Delaware. I can't imagine doing the work that we do without feeling connected to the people that we do it with, and that is what makes Delaware special. Why do we love Delaware? It is because of the people," she addressed before thanking FBD's community partnerships and sponsors.

"When you drive past Airport Road in Milford, what we're doing there is building hope," declared Kanefsky before honoring Harrington Raceway & Casino's donation with a memorialized building brick. Kanefsky encouraged attendees in the room to consider gifting a donation in place of material items this holiday sea-

son in support of a great cause. This purchasable symbolic brick will be adding your name or company to the new facility's brick entry path. Bricks are \$500 each.

The CDCC would like to congratulate the Food Bank of Delaware Special Events team on orchestrating a marvelous event to support their awe-inspiring cause of eliminating hunger in Central Delaware and beyond. Congratulations on only needing \$3 million more to reach your \$34 million dollar goal! Thank you for allowing us to partake and showcase the High Stakes Harvest. We hope that this event will continue to grow and possibly return next year.

"We cannot wait to open the doors to the new facility in Milford. We will have more volunteer opportunities, a 3.5-acre garden where we can grow food for the community, an on-site café for the public, more training opportunities for the public and so much more! To learn more about our work, please visit www.fbd.org," concluded Turner. Be sure to mark your calendar for January 15th, 2024, for a Ribbon Cutting of this new facility.

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Member News

Merle Norman Cosmetics Now a Day Spa

In the ever-evolving world of beauty and self-care, Merle Norman Cosmetics, a brand that has been synonymous with elegance and grace, takes a leap forward by introducing an array of luxurious spa services to cater to your well-being. As a trusted name for makeup and skincare for over a century, Merle Norman now extends its expertise to pamper and rejuvenate your body, mind, and soul.

Step into the world of Merle Norman's new spa services, and you'll instantly be transported to a sanctuary of serenity. Their Dover studio, and now Day Spa, was thoughtfully built and designed to create an atmosphere of relaxation and rejuvenation for the clients. The moment you walk in, you'll be greeted by soothing aromas, quality products, and a team of highly skilled professionals dedicated to making you feel your best. With their trained and highly experienced esthetician, and committed owners, Angela & Stephanie, you'll be relaxing in no time. "We completely gutted and tore out the back half of the Studio, reconfigured it so we could have two treatment rooms. Our goal is to be a one-stop shop for great facial services and skincare and cosmetics," continued Lehane. Due to demand, this Studio and Day Spa especially offers oncology facials and scalp treatments, under Robyn's special oncology certification, for beautiful clients facing cancer treatment. The dedicated women at this studio acknowledge the skin issues cancer patients acquire and wish to make a positive difference for them through this new service.

"Helen, the former owner of the store, mentioned to us that Merle Norman had a spa certification program that came out about 5 years ago. She knew she was retiring soon

and didn't want to go the distance with that. That seemed like the right thing to do and there is a lot of demand for the spa program. We were getting a lot of positive feedback from our customers to make Merle Norman their one-stop shop," shared Stephanie Lehane, Managing Member, on the idea to implement the Day Spa earlier this year.

"With Robyn's background in medicine and more than 25 years being a nurse – it was important to her that she provided services to people that aren't readily available. It more than just 'I want to feel pretty today,' because we have services that can help people take care of their skin long-term, deal with the damage they've sustained, and help them recover," shared owner and passionate life-long Merle Norman customer, Angela Fowler. "I purchased these products for 10 years before I purchased the business because of my belief in the product."

Their aesthetician working part-time right now at the Day Spa, Robyn, has been a marvelous addition to the team. However, the Studio is still open and looking for an additional certified aesthetician and massage therapist to join the team and bring a quality service and experience to their clients.

"So far, we've gotten great feedback from current and new clients which has led to repeat customers. We see this program growing. I think this Day Spa is completely consistent with Merle Norman's goal of providing women to access of services that will give them longevity and beauty. One of the things Merle Norman does differently in this industry is education. Merle was big on educating people and we want them to sit down and try our products with a full skincare consultation to build their own skincare routine.

We want to offer a place for clients to learn more about their particular skin type. There is so much misinformation out there and there is no-one-size-fits-all approach," added Lehane.

One of the hallmarks of Merle Norman's spa services is their commitment to personalized care. They understand that every individual is unique, and their expert staff takes the time to consult with each client, addressing their specific needs and concerns. Whether you're dealing with skin issues, stress, or simply seeking a day of self-indulgence, they tailor their services to meet your expectations.

"Often at big box department stores, women don't feel they can get the same level of individualized attention as they can with us. It is a personal experience when you come to our Studio. You will get someone who is willing to sit down with you for 10 minutes or 3 hours if you need it," Fowler added on the topic of tailoring skincare products for clients' needs. "We have customers who are 75-85 years old saying they've been customers since they were teenagers. They're very, very loyal to the brand because it is a high-quality, made in America product."

"We have been re-opened for a year and a half and still have clients who thank us for keeping this store open for the community. It's a tradition and becoming a Dover icon – this store is one of Dover's longest running businesses," Lehane shared. After the Rehoboth Beach Merle Norman Studio closes, this Dover location will be the only one in a far radius. Many customers from surrounding states travel to this location for their products and services because they're just that good.

The Dover Studio and Day Spa is changing it up this year. Instead of

the typical Black Friday sale, they are participating in Small Business Saturday with special deals and products to try before you buy! Right now, Day Spa Services are made by appointment only at www.merle-normandoverde.com. In addition to these wonderful Day Spas services, clients will be intrigued to book their appointments for their Frist Friday Facial Parties, 1-hour special occasion full makeup service, free express makeovers, foundation checks, and skin assessments! The Central Delaware Chamber of Commerce is delighted to see and hear of the great growth the Merle Norman Cosmetics Dover Studio & Day Spa team has accomplished. We are proud to have this long-standing business serving our community by helping them to feel and look their best, all while taking care of their skin for all of life's moments.

Whether you're a longtime Merle Norman enthusiast or someone new to the brand, they invite you to experience the splendor of their spa services. Their team is dedicated to helping you achieve your beauty and wellness goals in an environment that is as elegant and inviting as their renowned products. At Merle Norman Dover Studio & Day Spa, they've taken the essence of timeless beauty and translated it into a day spa experience that combines relaxation and rejuvenation, creating a haven for your inner and outer beauty. Book your appointment today and embark on a journey to wellness and beauty that only Merle Norman can provide.

For more information about Merle Norman Cosmetics Dover Studio & Day Spa, please visit www.merle-normandoverde.com, call (302) 736-1961, or stop by their location at 1030 Forrest Ave, ST. 113, in the Food Lion shopping center.



5 Stars at Jerry Longo's Meatballs & Martinis!

On the evening of Wednesday, November 15th, the Central Delaware Chamber of Commerce (CDCC) hosted a vibrant and successful Sunset Business Mixer at the elegant Jerry Longo's Meatballs & Martinis, nestled within the luxurious Bally's Dover Casino Resort, from 5-7pm. The event was certainly a night of powerful networking and community engagement, bringing together local businesses, entrepreneurs, and professionals in a lively atmosphere – with a very special 5-Star Surprise!

This mixer was special in particular because Dr. Dina Vendetti, CDCC President, on behalf of the CDCC staff, had the honor of officially announcing that YOUR CDCC received 5-star Accreditation recognition from the U.S. Chamber of Commerce! The purpose of the U.S. Chamber's Accreditation Program is to facilitate continuing excellence in the chamber industry and to foster a pro-business environment across America. In order to receive Accreditation, a chamber must meet minimum standards in their operations and programs, including areas of governance, government affairs, communications, technology, and more. This extensive self-review can take 6-9 months to complete.

5-Star Accreditation is the highest recognition from the U.S Chamber. This is a significant achievement that was earned with the incredible help from our beloved Central Delaware community, CDCC Members, CDCC Staff, Board of Directors, Volunteers, and Partners. It was a sincere privilege and honor to share the 5-Star news with the community that helped make it possible – YOU! Many, many thanks to everyone who made this possible. The CDCC is proud to serve this community every day because of everyone that made this possible.

In light of the holiday season, there was much to be celebrated that evening. Congratulations to our newest 5-Stars members: Joanne

Cartanza & Bryana Melvin (aka The Mixer Girls) of First-Class Properties, and Kevin O'tey, owner of The Divine Zone, Mobile Massage Therapy! Thank you for being engaged CDCC members and completing your 5-Star journey map to success. Thank you for allowing us to officially fasten your 5-Star pin to you in celebration.

So many Kent County Stars filled the restaurant floor of Jerry Longo's Meatballs & Martinis! Please help us extend a huge thank you the Jerry Longo's and Bally's Dover staff for their terrific service and attentiveness with a smile. With its modern yet classic décor, Jerry Longo's Meatballs & Martinis offered attendees a unique setting in which to unwind and build valuable relationships. Thank you for opening your doors to your community and providing wonderful food and beverages to create the perfect atmosphere to connect, collaborate, and celebrate.

The success of November's Sunset Business Mixer at Jerry Longo's Meatballs & Martinis is a testament to the community's commitment to fostering a thriving business community. By providing a platform for professionals to come together, share ideas, and build relationships, events like these contribute to the economic vitality and cohesion of the region. As attendees departed with a sense of fulfillment and newfound connections, it was clear that the Sunset Business Mixer had not only strengthened the bonds within the Central Delaware business community but had also set the stage for future collaborations and successes.

Thank you for allowing us to share our 5-Star status with a 5-Star community! For information about Jerry Longo's Meatballs & Martinis in Bally's Dover Casino Resort, please visit www.casinos.ballys.com/dover/. For more information about attending the CDCC's next Sunset Business Mixer, please visit www.cdcc.net or call (302)734-7513.



Member News



Mayor Christiansen's Annual Thanksgiving Turkey Drive: Fostering Community Spirit and Giving Thanks!

The Central Delaware Chamber of Commerce (CDCC) hopes you and your loved ones had the most wonderful Thanksgiving holiday yet! We hope you enjoyed time with your family and friends, enjoyed time off, and enjoyed a delicious Thanksgiving meal. The CDCC also hopes you thought of those less fortunate this year. Thanksgiving is a holiday to reflect, express thanks & gratitude, and help our dear neighbors. The CDCC is happy to shed light on another successful year of Mayor Robin Christiansen's Thanksgiving Turkey Drive!

The Dover and surrounding community were asked to think of others and give what they can the Tuesday before Thanksgiving. With the goal of alleviating some of the cost on local families this holiday, anyone was welcome to drop off turkeys and thanksgiving dinner foods to City Hall (15 Loockerman Plaza in Dover) on November 21st, between 8am-10am. Donors were able to contact mayoroffice@dover.de.us to arrange a different drop off time if needed as well. A table was sent up in the vestibule of City Hall, where donors were met with the kindness

of Kay Sass, Public Affairs and Emergency Management Coordinator, and Brandy Ridgeway, Administrative Assistant of the Mayor's Office. This program was inaugurated when Mayor Christiansen entered office in 2014 and grows stronger every year!

Kay Sass shared, "The reason we really started doing this was because the Mayor wanted to give back in a more intimate way to the community for people who are in need. It became a tradition now since Mayor Christiansen entered office and every year people look forward to doing it."

Mayor Robin Christiansen's commitment to serving the Dover community extends beyond his role in city governance. The Thanksgiving Turkey Drive reflects his dedication to making a positive impact on the lives of Dover residents. His leadership inspires others to get involved and contribute to the betterment of the community. This heartwarming initiative has become a staple in the community, bringing residents together to celebrate the season of gratitude and giving. The success of the Thanksgiving Turkey Drive is a testament to the power of volunteerism and civic engagement. Residents of all ages come together to contribute their time and energy, creating a strong sense of community spirit.

"We are joining together as a City, local churches, the Dover Little League, the Boys and Girls Club and other groups to share the blessings and bounty of Thanksgiving with those who are less fortunate," declared Mayor Christiansen.

The impact of the Thanksgiving Turkey Drive, collecting a truckload of over 35 turkeys and fixings, on Dover residents is immeasurable. Families who might otherwise go without a traditional Thanksgiving meal are given the opportunity to

create lasting memories around the dinner table. The drive fosters a sense of belonging and reminds everyone that, regardless of their circumstances, they are part of a caring and compassionate community.

All food items collected were donated to families through local organizations like the Boys & Girls Club, the Dover Little League, and local churches. Whatever does not fulfill the need of recipients from donated items, the Mayor's office was happy to supplement!

Dover Mayor Christiansen's Thanksgiving Turkey Drive has become a cherished tradition that embodies the true spirit of Thanksgiving. By bringing together businesses, organizations, and volunteers, the initiative not only ensures that every family has a festive meal but also strengthens the bonds within the community. In the face of challenges, the drive serves as a beacon of hope, reminding everyone in Dover that, no matter the circumstances, they have a community that cares.

Please join us in congratulating Mayor Robin Christiansen and the City of Dover team on another successful Thanksgiving Turkey Drive for the local community!

For more information about Mayor Christiansen's Annual Turkey Drive, please call (302) 736-7004. If you know anyone who is in need this holiday season, please reach out to the phone number above to be connected to resources.



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Ribbon Cuttings

CDCC joins It Is Well Healthcare and Medispa, LLC for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for It Is Well Healthcare and Medispa, LLC, on Friday, October 27th, at 12pm. The event was held at 31 and 33 Gooden Ave in Dover. Chamber members and friends joined owner, Amanda Boone, and the It is Well Healthcare and Medispa team to celebrate their Grand Opening and new expansion!

At It Is Well Healthcare & Medispa, their mission is to provide exceptional, patient-centered primary care and Medispa services. They promote total well-being for each and every patient. They are dedicated to fostering a healthier community by offering personalized, accessible, and high-quality medical and aesthetic services that prioritize your health and comfort above all else. With a focus on preventive care, expert diagnostics, and a compassionate approach, their team is here to guide and support you on your journey to optimal health.

The services at It is Well Healthcare and Medispa include both primary care and cosmetic procedures. It is Well and their primary care providers can cover substance abuse treatment, Long-Acting Reversible Contraceptive (LARC), Medical Assisted Weight Loss Training,

diabetes, heart disease, high blood pressure, endocrinology, family planning, smoking cessation, nebulizer treatments, and lab services including Covid-19 testing, urinalysis, pregnancy tests, and drug screenings. Their primary care physicians are educated and experienced to provide certified use of suboxone and vivitrol.

On the medispas side of their operation, It is Well can help administer Botox, dermal fillers, intense pulse light (IPL) treatments, micro-needling, medical facials, chemical peels, dermaplaning, and teeth whitening. Patients and customers can also shop for medical grade skin care products such as DefenAge and ZO, too!

It is Well is led by owner, Certified Nursing Assistant and Board-Certified Family Nurse Practitioner (FNP-BC), Amanda Boone. Since working in healthcare since 2002, Amanda is devoted to providing top quality healthcare to the Delaware community. Amanda is originally from Pennsylvania and now resides in Kent County with her husband and children. Amanda graduated with a master's degree in nursing from Wilmington University and began working at a Federally Qualified Health Center in George-



town, Delaware before transitioning to private practice. Amanda quickly learned the need for Primary Care providers and the vital role that Nurse Practitioners play in filling the void.

"We joined the CDCC to become more active within the community in promoting primary care and medispa. We wanted to be able to connect with more members of the community and be able to get more information out there about what we offer and who we are," shared Jetta Sargent, Practice Manager. "We have participated in community sponsorships such as Powersports 4 Paws with Diamond State Motor Sports, Cops and Robbers 5K Run/

Walk to benefit the Dover FOP as well as a few donations we have contributed throughout the community. We would love to be able to give back to the community more in providing medical services within our scope of practice," Sargent continued.

For further information about It Is Well Healthcare and Medispa, LLC, please contact (302) 678-9355 or visit itiswellde.com. Please join the Central Delaware Chamber of Commerce in congratulating owner, Amanda Boone, and the It is Well Healthcare & Medispa, LLC team on their Grand Opening and expansion!

CDCC joins Kris & Holly for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Kris & Holly, on Wednesday, November 29th, from 2:30-4:30pm. The event was held at the Dover Public Library Children's Meeting Room, 35 Lookerman Plaza in Downtown Dover. Chamber members and friends joined Michael & Renate Sheinbaum, to celebrate their Grand Opening with FREE photos with Santa & Mrs. Claus!

Kris & Holly are Delaware's newest Professional Holiday and Family Entertainers! Michael & Renate are two passionate individuals with a shared vision of creating enchanting experiences for children. With years of experience in the entertainment industry and a genuine love for making kids smile, their new business, Kris & Holly, is set to become the go-to duo for birthday parties, family events, and special occasions – just in time for the holiday season!

Kris and Holly are the real deal! Imagine a real-bearded Santa Claus with a quick wit and expert story-

telling skills accompanied by an exceptional Mrs. Claus...one who's learned a trick or two from the elves! Whether you hire them individually or together, Kris & Holly will make your holidays (and any other occasion) unforgettable. In addition to surprising children and families as Mr. & Mrs. Clause, Kris & Holly are eager for you to meet "Snippy Doodles," Holly Gander, experience educational & holiday programs, and many more characters for your next special event!

Kris & Holly are full of cheer and talent that is infectious and could make anyone smile. With over 50 years of combined experience of bringing joy throughout Delmarva, Kris & Holly are also professionals at balloon artistry, performances, Letters to Santa, storytelling, and so much more. Tales from Kris & Holly, Vol. 1, is the first in a series of story collections as told by professional Santa Michael Sheinbaum to children over many years. Tales from Kris & Holly, Vol. 1, is now available for purchase on Amazon, too!



The couple recently moved to Delaware and are so excited to located in the heart of the First State, and the CDCC was equally excited to celebrate and welcome them to the community. They have served many Delaware events and clients throughout the state and are excited to continue to give back by spreading holiday joy for the surrounding area. They are looking forward to connecting with the CDCC business community and networking to spread their

love of their work to anyone needing a smile!

For further information about Kris & Holly (Michael & Renate Sheinbaum), please contact www.krisandholly.com or call (302) 535-9991. They are also open for Home Visits! Be sure to follow them on Facebook at www.facebook.com/krisandholly/. Please join the Central Delaware Chamber of Commerce in congratulating Kris & Holly on their Grand Opening!

Ribbon Cuttings

CDCC joins The Delaware Shoppes for a Ribbon Cutting!

DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for The Delaware Shoppes, on Friday, November 17th, at 12pm. The event was held at 325 S. State St. in historic Downtown Dover. Chamber members and friends joined Manager, Thomas (Tom) Smith, to celebrate their 10-year anniversary!

Downtown Dover's Delaware Shoppes store has been a local gem for a variety of Delaware-themed items for a decade! Founded by Ian Crumpley with the partnership of Susan Johnston & Taylor Collins, the Delaware Shoppes opened in its present location to the public 10-years ago with next-door neighbor, Park Green Galleries. Taylor Collins has been deeply involved in the Delaware Arts scene – as an artist and supporter especially of the Dover Art League. “Although these ten years have been challenging, the Delaware Shoppes have not only survived but thrived and we are cele-

brating that,” Smith shared.

Delaware Shoppes is a community-focused retail store with a wide selection of quality products and a commitment to exceptional customer service. Delaware Shoppes has become a cherished destination for local and visiting shoppers of all ages looking to show their First State pride. Delaware Shoppes, known for its wide range of products and exceptional customer service, has been a hub for shoppers looking for high-quality goods, unique finds, and personalized assistance. Throughout its 10-year history, Delaware Shoppes has continuously evolved to meet the changing needs and preferences of its loyal customers. Interesting items you can find in this store include souvenirs, Delaware apparel, post cards, candles, kitchenware, local art, Delaware-made crafts, and more!

Step into the Delaware Shoppes and experience the home-like, historic feel that makes the store seem

like a staple in Dover since 1776. One visit and you'll see why “the Delaware Shoppes is the unofficial Welcome Center for Downtown Dover. We provide local maps, Resource Guides, and provide walking tours during the days the State does not provide them,” Smith added.

The Delaware Shoppes is excited to continue serving the local community and visitors alike by providing a meeting place for trusted Delaware information, unique merchandise, and a friendly face and atmosphere. The CDCC appreciates the opportunity to share this milestone with Crumpley, Collins, Smith, Nicholas



(the Delaware Shoppes cat) and the community!

For further information about The Delaware Shoppes, please contact (302) 674-1787 or visit www.delawareshoppes.com. Please join the Central Delaware Chamber of Commerce in congratulating The Delaware Shoppes team on their 10-year Anniversary!

CDCC joins Carey Insurance Group for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Carey Insurance Group on Monday, October 16th, at 12pm. The event was held at 494 N. DuPont Highway in Dover. Chamber members and friends joined the Carey Insurance Group team to celebrate the 4th anniversary of their Dover location!

Established in 1973 by James E. Carey, an exclusive agent for Nationwide Insurance for 38 years, Carey Insurance Group provides professional insurance services to the Eastern Shore of Delaware, Maryland, and Virginia. They are also licensed to accommodate customers in Pennsylvania, Florida, North Carolina and Nebraska. Their commitment is to protect the insurance needs of their communities through their professionally trained and licensed staff. Carey Insurance Group has Delaware offices in Dover, Dagsboro, Laurel, and Rehoboth to service their client's needs.

Carey Insurance can handle your home, auto, health, life, insurance

needs. Clients can trust them with their commercial insurance needs like Business Owners Policy, General Liability Insurance, Commercial Auto Insurance, and Workers Compensation. This independent firm, representing many insurance companies, offers clients complete Insurance programs for Auto, Boat/Watercraft, Classic Car, Home, Motorcycle, Renters, RV, Umbrella, Life Insurance. They do the hard work of shopping, comparing, and personalizing your policy for the best rate and coverage for you. Additionally, Carey Insurance Group manages contractors, farm & crop, landlord liability, restaurant, and commercial property insurance policies as well.

This group is experienced, capable, and committed to helping people find solutions for all their insurance needs. They work with each client individually to assess their policy needs and goals to create a program that is tailored to you. They understand that every situation for every client is unique, that is why it is so important to them to get to

know their clients personally and build long-term relationships to best fit their life wants, goals, and needs. Clients can expect 1-on-1 strategy meetings, 6-month policy check-ups, a policy coverage assessment, and educational seminars to ensure that you are protected for all of life's unexpected moments. This company believes in thinking “out of the box,” and are not afraid to challenge conventional wisdom in their approach to insurance and protection. Client safety and satisfaction the utmost priority for all of their locations, especially Dover.

The CDCC is happy to have a dedicated and local insurance company to serve the Central Delaware community. The CDCC is excited to see how their team continues to give back to the community by participating in program like Toys for Tots, Indian Rive Land Company Food Drives, and Trick Or Treat events for kids. The CDCC is happy to be a small part of their business journey



of service to the Central Delaware community.

For further information about Carey Insurance Group please contact (302) 883-5000 or visit www.carey-insurancegroup.net. Please join the Central Delaware Chamber of Commerce in congratulating the Carey Insurance Dover team on their 4th anniversary of their Dover location!

CORRECTION NOTICE:

In our recent publication dated November 2023, a typographical error occurred for this Ribbon Cutting that may have caused confusion. We regret the oversight and would like to correct the record. We apologize for any confusion this may have caused. Thank you for your understanding.

Ribbon Cuttings

CDCC joins LegalShield – Jason King for a Ribbon Cutting!

The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for LegalShield – Jason King, on Wednesday, November 8th, at 12pm. The event was held at 435 N. Dupont in Dover in the CDCC Board Room. Chamber members and friends joined Jason King and the LegalShield team to celebrate their 5-year Anniversary in Central Delaware!

Since the company's founding in 1972, LegalShield has been bridging the gap between legal justice and security and the common person. LegalShield is stronger than ever, with over 1.7 million members and 39 provider law firms today. LegalShield is a driving force providing millions of people across North America with access to the legal services they deserve. LegalShield prides itself on disrupting the traditional legal system, which is known for being expensive, time consuming,

intimidating, and difficult to manage. With the help of today's technology and the company's law firm provider network, LegalShield has made legal services simple, easy, accessible, and affordable for anyone with a phone or the internet. Members have the educated help to make informed decisions quicker, and easier, eliminating the hassle of appointments and high hourly legal rates.

For an affordable monthly price, LegalShield members receive legal advice on an unlimited number of personal legal issues. Members receive access to a dedicated law firm ready to help you manage any legal situation, big or small. Whether it is guidance on a traffic ticket, real estate warranty issues, or estate planning, LegalShield has a firm that is ready 24/7 to help you make the best decisions possible. LegalShield also offers 24/7 emergency access for covered situations. LegalShield

has membership plans and supplemental coverage for any level of care you may need. Reach out to LegalShield if you are a small business owner for personal and business support, comprehensive identity protection, and tools/resources to help you grow your business – top rated by Forbes.

"I wanted to be able to help the small businesses in my area. I was told the best way was to join the Central Delaware Chamber," Jason King stated regarding his motivation for joining the CDCC. King shared his excitement to continue to give back to the community, "I look forward to being able to sponsor for a lot of local events and volunteer whenever I can. I want to always be willing to share what I have learned in my life to help peo-



ple."

For further information about Legal Shield - Jason King, please contact (302) 538-1961 or visit jasonking89@wearelegalshield.com. Please join the Central Delaware Chamber of Commerce in congratulating Jason King and the Legal Shield team on their 5-year Anniversary in Central Delaware!

New Member Spotlights

Introducing Commercial Insurance Associates, Inc.

Commercial Insurance Associates, Inc. (CIA) is a locally owned independent insurance brokerage specializing in insurance products for small business owners. Headquartered in Landenberg, PA (just 10 minutes north of the University of Delaware campus in Newark, DE), they have three office locations in Delaware spanning all three counties. In addition, CIA has satellite offices in Salisbury Maryland, Alexandria Virginia, and Southwest Florida.

Established with a commitment to providing comprehensive insurance solutions for Central Delaware and beyond, CIA is proud to offer an abundance of insurance services to business owners such as: General Liability, Workers Compensation, Business Auto, Commercial Umbrella, Inland Marine, Commercial Property, Errors & Omissions, Professional Liability, Directors & Officers, Surety Bonds, Bid Bonds, Performance Bonds, Contract Bonds, and Group Health Insurance. Specializing in commercial insurance, the company offers a wide range of coverage options tailored to meet the unique needs of businesses, both large and small.

CIA utilizes a dedicated, professional, and tailored approach with each client. Backed by direct appointments from esteemed A-rated

insurance firms, CIA's expertise stands up to the most challenging situations to ensure peace of mind for their clients and their businesses. Whether it is protecting businesses from unexpected events such as fire, theft, and natural disasters or covering against injury, property, or work-related errors or negligence, CIA has you and your business's best interest in mind to keep you going.

CIA is an insurance broker, meaning they work for you, not the insurance company. You make one phone call to them, and they will present you with several insurance quotes from multiple carriers. They save you time by only having to make one phone call to their office. They do the heavy lifting and time-consuming hassle of analyzing and comparing policies that would fit your needs best, all while getting the best possible price for you.

With the help of CIA, clients, like many CDCC members, will have the added benefit of only dealing with one company who is your contact for billing, questions about coverage, claims, and all customer service inquiries. When you call their office, you are connected to a live person who is ready to assist you, not a dial by number directory. When you call back, you can speak with the same representative who assisted you

previously. The team at Commercial Insurance Associates values the relationships they build with their customers, and they show this by making sure they are always there for them. Meet a member of that team, CIA Sales Producer, Travis Mozert!

"Hello. I'm Travis Mozert. My wife and I are both originally from East Tennessee but, in 1998, my wife and I moved to Dover with our 2-year-old son to embark on new business pursuits. I've spent the bulk of that time in the insurance industry and now have a total of 27 years of experience serving those in our local community and beyond. Delaware has been a great place to grow both personally and professionally. In my spare time I enjoy outdoor activities, particularly spending time in 'off the beaten path places.' I spent several years being part of the CDCC and have enjoyed cultivating great relationships which the Chamber networking opportunities have afforded. More recently, I've rejoined the CDCC and am eager to pick up where I left off."

The CDCC is happy to have Mozert and his team at Commercial Insurance Associates, Inc., in our membership to support their business journey of serving the Central Delaware community.

Ready for an insurance quote? For

more information, call (or text!) their office at 302-286-7901 to get started. Their phones are answered Monday-Friday from 8:30am - 5:00pm EST. If it's after hours? Visit their website at www.insurance-cia.com to fill out a quote request and Travis will contact you the next business day. You can also email travis@insurance-cia.com for quotes or info@insurance-cia.com for general inquiries. Please join us in welcoming Mozert and the Commercial Insurance Associates, Inc. into membership!



New Member Spotlights

Introducing, Funfull!

Dover Delaware just got a whole lot more exciting with the arrival of Funfull. Funfull brings activity-seeking families and individuals to local active entertainment businesses via one single subscription. For a single affordable monthly fee, Dover families and individuals gain access to dozens of local active entertainment activities at their fingertips. Current partners include Tre Sorelle Dolce Mini Golf, Dover Skating Center, Xbos, Flyover Fun Park, AMC theaters, Chuck E. Cheese, and many more.

On the business side, Funfull unites the fun industry through a single shared membership model. Funfull partners receive a monthly check via a unique revenue-sharing plan. Getting started as a Funfull partner costs businesses absolutely nothing. They gain the opportunity to take their fun business to a new level of profitability while doing good for

the community.

Funfull, was born in Delmar, DE by a father of 2, Vishal Patel, who had a dream to make family entertainment more affordable and accessible. After a successful launch on the Lower Eastern Shore that both got families out of the house more and helped fun businesses see sustained growth, he wanted to branch Funfull north to provide this service to a wider community.

Join 11,000+ members and be a part of 100+ local and surrounding area activities for as low as \$10 a month! Allow Funfull to get you and your family outside and off their screens as you spend quality time making memories at an affordable price, all while supporting local the businesses.

If you are a local family entertainment business who is interest in becoming a partner and reaching

more people locally, find out more on their website, and schedule your free Funfull Discovery Call while you learn about Funfull's Revenue Sharing Program. Funfull invites you and your family, or you and your business to be a part a revolutionary change to how families spend time together.

"We're thrilled to be welcomed to the Central Delaware Chamber of Commerce, marking a significant step in our mission to bring joy, laughter, and unforgettable experiences to families across Delaware," shared Tanja Giles, Director of Relationships. Try out Funfull today with a free one-month trial using the code PLAYDDCHAMBER in our app. Visit funfull.com for more information.

For more information about Funfull, please visit funfull.com or call (443) 523-6766. Please join us in welcoming Patel, Giles, and Funfull into membership!



funfull™

Introducing Adecco Staffing!

As everyone knows, a lot is required of the holiday season for many reasons. One of those things is a viable and thriving workforce to cover the increase of business, sales, and foot traffic for various jobs, companies, and industries. Many seasonal positions are now available for people to fill. The holidays would not be possible without employees and employers working together to serve their customers and community. The central Delaware chamber of Commerce is happy to shed light on a new member company who works as a bridge between two very important sectors of the local business community.

Are you a job seeker? Are you an employer? Either position you are in, Adecco Staffing, of the Adecco Group, is here to help connect you with talent to achieve your goals and unwrap opportunity this holiday season and beyond. Adecco has over 300 locations across 60 countries with over 50 years of experience in workforce solutions to become a global staffing leader. The name "Adecco" itself actually came about in 1996 when two of the world's top staffing firms, Adia and Ecco, merged. Adecco credits its success to their own staff who love what they do: assisting others in finding their passion. The company operates on the core values of integrity, service, accountability, dignity, respect, di-

versity, growing talent, and disability initiatives. These values guide the work they do every day.

Adecco's services help people fulfil – and exceed – their potential, building employability and connecting people with opportunities. Their solutions enable their clients to optimize their talent needs and organizational models to achieve their goals. While their advocacy and firm commitment to operating responsibly aims to build a better world of work for all.

For the third consecutive year, Adecco USA, Inc. is a Great Place to Work® Certified company, based on ~1,200 employee surveys. Being certified as a Great Place to Work® demonstrates that their employees feel they work for an inclusive company that embraces diversity and prioritizes their values of integrity, service, accountability, respect, and dignity. Adecco is also known as a Military Friendly Employer and named ClearlyRated's Best Staffing Firms for Women in 2023!

Meet Gigi Traynor-Showalter, the New Castle Branch Manager for Adecco Staffing! "I've been with Adecco for 4 years now however, I started my career in Staffing 22 years ago and have been fortunate enough to experience many levels in the staffing industry. Regardless of my role, I have always felt blessed

to be able to connect people who need to work with people who need people to work. Our Associates and our Clients motivate me, it makes my heart happy to hear someone whom I placed years ago say "I remember you" because my name is my legacy. I somewhat consider what we do to be cupid in the business world, matching the right candidates to the right clients is our mission. The "love" factor is the result we are looking for. I am married with two adult children and two adult stepchildren. My daughter is a schoolteacher, and my son is in the Air Force. They are both well accomplished and overall amazing human beings. I also have two granddaughters, the apples of my eyes. So, in closing I've worked hard in my business life and my personal life to balance both in a way that gives everyone the opportunity to be successful. My clients and associates know how important they are to me and my team and without them no one is successful. My team knows how important they are to making a difference in people's lives and how much I as well as our clients and associates appreciate them. My family knows how much they mean to me and how important it is for me to continue to help others when and where we can."

Traynor-Showalter was motivated to join the CDCC community after meeting CDCC Director

of Membership, Jen Sutter, at a recent job fair. "We are an energetic, enthusiastic, and engaged group and are excited to be a part of a bigger picture. We work really hard to make sure our name is out there, and we represent a greater good for the people and being a member of the Chamber will allow us the opportunity to connect with others working hard for the same goal," shared Traynor-Showalter.

For more information about Adecco Staffing in Delaware, please visit adeccousa.com or call (302) 669-4005. Please join us in welcoming Branch Manager, Gigi Traynor-Showalter, and Adecco Staffing into membership!



Adecco

New Member Spotlights

Introducing, The Lillian Smith Senior Center!

The Central Delaware Chamber of Commerce (CDCC) is delighted to shine a spotlight on one of its newest members, the Lillian Smith Senior Center, located right here in Clayton, Delaware. This remarkable organization has been a pillar of the Central Delaware community for many years, providing essential services and support to our beloved 55+ community. Originally named Clayton-Smyrna Senior Center, in 1967 the Center was renamed to the Lillian Smith Senior Center in honor of former director Mary Lillian Smith, who served the Center for 18 years.

The mission of the Lillian Smith Senior Center is to provide social/recreational programs, educational workshops, community outreach and informational and referral assistance to our senior community. Currently directed by Ruth O'Neal, The Lillian Smith Senior Center aims to provide a warm loving family environment, with flavor and appeal for all their guests. They have a commitment to offer activities and events that

are diverse and enjoyable. The staff takes pride in their program offerings – from exercise classes / health & wellness activities to card games, crafts / sewing, day trips and daily meals. All activities are built around the needs and interests of their participants. They invite their guests to share their interests, and if they are not offered, they will do their best to make it happen!

Lunch is served daily at this Senior Center while also featuring Grab 'n' Go orders. Interested guests should be sure to look at their website's calendar of events to stay up to date on the senior center's latest excursions. The Senior Center organizes trips to Fifers Orchards, Ruby Tuesdays and more.

The Senior Center just proudly finished an extension to their building in July 2023. This extension allows the Center to provide more space for their activities! "We would like to thank the Levy Court for working with us on getting the money to help us serve the Senior Community with

better amenities and functions at our center," shared O'Neal.

The Lillian Smith Senior Center's goal is to offer services that enrich, develop, and nurture the community and our connection to one another. They strive to maintain a kind, open, and welcoming atmosphere for all their guests.

Their website calendar details events for almost every weekday, ranging from bingo, lunch, coffee group, card club, to informal exercises. There is plenty to be involved in at this longstanding senior center. There is always someone to talk to and engage with, keeping you involved and included in the community.

The Lillian Smith Senior Center was eager to join the Central Delaware Chamber to further their reach to the 55+ community and provide better support for those in the Smyrna-Clayton area. They are excited to get involved.

For more information about the Lillian Smith Senior Center, please

visit www.lilliansmithseniorcenter.com or call (302) 653-6119. You can also email Director, Ruth O'Neal at lilliansmithseniorcenter@gmail.com. Please join us in welcoming the Lillian Smith Community Center into membership!



Introducing, Springhill Suites by Marriott Frederica!

In a world filled with ever-evolving landscapes and the constant desire for new travel experiences, the hospitality industry continuously strives to provide exceptional comfort and service to its guests. The grand opening of Springhill Suites by Marriott (208 Dominus Drive, Frederica, DE 19946) marks an exciting milestone in the small Central Delaware town of Frederica. This new home-away-from-home will usher in a new wave of hospitality, convenience, and relaxation for travelers from all over the country – especially those coming to compete at the nearby tourist attraction and sports field, DE Turf.

The Springhill Suites in Frederica offers a variety of room types, catering to the diverse needs of its guests. Whether you're a solo traveler on a business trip or a family visiting for a competition or tournament, the hotel has a room to suit your requirements. Spacious suites with separate living and sleeping areas ensure a comfortable stay for guests, making it ideal for both short visits and extended stays. With easy access to Delaware Beaches, Dover AFB, and DE Turf, this new hotel will surely meet the needs of the local and tourist population in

Central Delaware. Take advantage of their Diamond State Meeting Room for all of your business needs and meetings as well!

Guests can expect to travel in style at SpringHill Suites by Marriott Frederica. This all-suite hotel seamlessly blends design and functionality, offering modern amenities you need to stay refreshed and focused - all at an affordable price. The spacious suites and vibrant lobbies offer flexible spaces perfect for working, meeting, or relaxing. Enjoy free Wi-Fi, relaxing pools, and fitness centers. Enjoy their complimentary new breakfast with fresh choices for an optimal start to your day. Quite simply, from business trips to leisurely journeys, SpringHill Suites is a breath of fresh air now open in Frederica.

Meet Meghan Barr, Area Sales Manager! "I was born and raised in Milford and relocated to Greenwood in 2019. In 2018, I graduated from the University of Delaware where I majored in Hotel, Restaurant and Business Management and received my Bachelors. After graduation I began my hospitality career with Real Hospitality Group at the Fairfield Inn Rehoboth Beach working as a Front

Desk Agent and moved into Sales within 2 years at the Residence Inn Rehoboth Beach. I am now the Area Sales Manager for the SpringHill Suites Frederica, Residence Inn Rehoboth Beach, and Fairfield Inn Rehoboth Beach. Outside of work, I love to travel (I have a lengthy bucket list), going to concerts, trying new restaurants (I'm a big foodie) and spending quality time with my husband and son," Barr Shared.

The Central Delaware Chamber of Commerce (CDCC) is very excited to know that this facility is open for visitors and locals to enjoy. The CDCC is happy to see Frederica growing and adapting to the economy and Delaware's guests needs as they live, work, and play. This will certainly be a boost to the local economy and fill a much-needed gap in tourist accommodations. Whether you're visiting for business or leisure, Springhill Suites promises a memorable and comfortable experience. So, pack your bags and prepare to be welcomed into a world of elegance and relaxation, centrally located in the First State!

"The SpringHill Suites Frederica is newly opened, so it is important that we become recognizable in the

community and share what separates us from others in the hotel industry. Our team is also thrilled to begin creating relationships with individuals and businesses in Delaware," continued Barr on reflecting on her motivation to join the CDCC.

For more information about the Springhill Suites by Marriott Frederica, please visit www.Marriott.com/SBYFS or call (302) 585-8586. Be sure to follow them on Facebook, too, at Springhill Suites by Marriott Frederica.

Please join us in welcoming the Springhill Suites by Marriott Frederica team into membership!



SPRINGHILL SUITES®
BY MARRIOTT



Member of the Month

NAME: Hon./Colonel Eugenia Thornton

TITLE: Recorder of Deeds/President, Dover Chapter MOAA

BUSINESS: : Kent County Administration Office

ADDRESS: 555 S. Bay Road, Dover, DE 19901

HOURS: 8:00 AM – 5:00 PM

PHONE: 302-744-2814

WEBSITE: uslandrecords.com/dovermoaa.org

EMAIL: recorder@kentcountystate.gov
and genethornton@comcast.net

Tell us a little about how you came to join the Chamber.

I belong to the CDCC through the Kent County government and the Dover Chapter of the Military Officers Association of America (MOAA), a 501c11 veterans' organization.

Tell us about your role in the business/organization.

I was sworn into the elected position of Kent County Recorder of Deeds on Jan 3, 2023, for a four-year term. I became the president of the Dover Chapter of the Military Officers Association of America (MOAA) in Jan 2019.

Tell us something that makes the Recorder's office and MOAA unique.

The Kent County Recorder of Deeds is a job that has been around since before Delaware was a state. Paper records exist in my office dating back to 1646. The Recorder's signature on property documents makes them binding to third parties. Property documents include Deeds, mortgages, liens, UCC, etc. View property records back to 1874 and register for the Property Fraud Alerts at the US Land Records website listed above.

Per The Hill, MOAA National is the premier lobby organization for military and veterans, working for all components and all ranks. We support national and local issues. One issue of interest to chamber members is our goal to have

military retired pay be tax-free in order to retain talent already in Delaware and attract talent from DC, Virginia, and MD. The average military retiree is a drug-free, physically fit, married 38-year old Sergeant with 20 years of successful honorable service to our nation.

Jobs in the military are the kind Delaware needs—everything from stevedores, truck drivers, logisticians, police, medical, legal, and administrative. Salaries earned in the Delaware career would remain fully taxable. Almost 40 states do not tax military retired pay, leaving Delaware an undesirable military retired location despite our general favorable tax situation, shortchanging our tax base and employers. The CDCC supports this initiative as it will be good for business.

What do you see for the future of the Recorder of Deeds?

In June 2023, I announced a new program where property owners register for free to be alerted whenever we record any document in their names. Not only is this total transparency in public records, but it is also a great way to determine if fraud has occurred fast enough to minimize damage. So far, 1500 people have registered at pfa.uslandrecords.com or through the website listed above. This program is very

popular with the lending community, KCAR, and the Delaware Real Estate Bar.

In January 2024, I will ask Levy Court to stop charging HOAs recording fees once residents take over the HOA from the developer approximately at Final Plan approval. Delaware law requires certain documents be recorded, but once the residents take over, the documents are not kept up to date. By not charging for this service, I hope to increase the currency of HOA recorded documents. I am working with KCAR, BRAD, and DOJ on this issue.

I am also working with Leg Hall on a new bill called Transfer on Death Deeds, an inexpensive and transparent way for people to leave their property to others while bypassing probate. The target audience are people whose assets consist primarily of property but do not otherwise have the means for Wills and Trusts.

How has the Chamber helped MOAA grow?

MOAA Chamber membership is a big draw for young officers, especially those about to retire. In addition, we give several scholarships per year to graduating JROTC cadets, and members of the Chamber have been generous donors. To donate please visit <https://dovermoaa.org/>



Ambassador's Corner

Joanne Cartanza

Hi CDCC community, my name is JoAnne Cartanza and I am excited to be one of the CDCC's newest Ambassadors - It has been an honor to be chosen! I enjoy meeting new people and am thrilled to become even more involved with the CDCC in order to share what I've learned with others. Working in the Delaware Real Estate industry with First Class Properties since 2018, I am experienced in helping guide my clients in making their real estate goals a reality by being there for them from first showing,

closing, and beyond. I am dedicated and driven to providing exceptional service to help people understand the real estate market and manage one of their biggest investments – their home. I believe my clients should be represented by a partner, a professional, and I am enthusiastic to deliver that same energy to new CDCC members to help them get acclimated to the Chamber and all of their resources.

You'll most likely see me at a Sunset Business Mixer, upcoming Rib-

bon Cutting, or other CDCC event. If you do, be sure to say hi, I'd be happy to meet with you! I'd like to thank the CDCC for this opportunity to share a helping hand in my new role as Ambassador. Happy Holiday season, everyone – hope to meet you soon in 2024 and beyond!

For more information, please visit www.1stClassProperties.com or contact me at joanne@delawarerealestateexperts.com.



Thank You for Your Renewal!

RENEWALS FOR OCTOBER 2023

Company Name	YRS	Company Name	YRS	Company Name	YRS
Capitol Uniform & Linen Service	51	Benton & Shockley Law	9	TAG Events	4
Dover Air Force Base, 436th AW/CC / 201 Eagle Way	48	Delaware Prostate Cancer Coalition	9	Dover Housing Authority	3
Peter A. Oldziej	32	Mail Movers	9	Dover Skating Center	3
The Bond Agency	29	Transamerica Agency Network	9	Tolliver Agency	3
U.S. Small Business Administration	23	Jobs for Delaware Graduates	8	Skocik's Discoveries and Collectables	2
APG Media of Chesapeake (Adams Publications Group)	19	Brick Works Brewing & Eats	7	Union Baptist Church, Inc	2
Spence's Bazaar & Flea Market, Inc.	19	Secure Data Computer Solutions, Inc.	7	Visions of Hope HM, Inc.	2
WSFS Bank - Camden Branch	18	CenDel Foundation	6	Forrest Avenue Animal Hospital	1
SCORE Delaware	17	Hampton Inn - Milford	6	IMPACT Technology Group	1
Miller Environmental Group Inc	16	Barkley Heating & Air, LLC	5	Insight Ag Scouting, LLC	1
Eden Hill Medical Center	15	Delaware Prosperity Partnership	5	Loft Realty	1
Hudson, Jones, Jaywork & Fisher	11	Maxed Out Vape	5	Merle Norman Cosmetics and Day Spa	1
Sack Health Benefit Advisors, LLC	11	The Brick-Wood Fired Eats	5	Primary Residential Mortgage, Inc.	1
		Mohawk Electrical Systems, Inc.	4	SaVida Health	1
				Stone Nation, Inc.	1

New Members

Adecco Staffing	Gigi Traynor	40 Reads Way	New Castle	DE	19720	302-669-4005
Beach Babies Child Care	Sean Toner	6020 Summit Bridge Road	Townsend	DE	19734	302-378-4778
Commercial Insurance Associates, Inc	Travis Mozert	260 Chapman Rd, Suite 100B	Newark	DE	19702	302-286-7901
Insight Management Group	Donna Snyder White	PO Box 178	Odessa	DE	19730	302-757-0081
Insperty	Ryan Holsten	1201 N. Market Street	Wilmington	DE	19801	302-545-6373
Zip Code Wilmington	Desa Burton	1007 N Orange Street	Wilmington	DE	19801	302-256-5203

MEET THE CDCC STAFF!



Assistant for Special Events & Sponsorships

Cindy A. Friese

- 1. Talk to me about...**
our special events and sponsorships.
- 2. My favorite quote is...**
"Stop being afraid of what could go wrong, and start being excited of what could go right." – Tony Robbins
- 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...**
spend it with my grand daughters.
- 5. In one word I am...**
ambitious.
- 6. Working at the CDCC, I've learned...**
that the community support and the CDCC team is one of the best I have ever worked with!

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 **Mary Beth Skocik of Skocik's Discoveries and Collectables** for correctly identifying the apple cannons at Fifer's Farm Store & Kitchen. Congratulations, Mary Beth – and thank you for playing our game!

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



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