



Chamber Connections

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June 2024

CORNERSTONE MEMBERS



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Rolling Out the Red Carpet for Central Delaware!



The votes have been submitted and are being tallied for the Central Delaware Chamber of Commerce's (CDCC) Excellence in Business Awards brought to you by Signature Sponsor, Merrill Lynch – Connell & Associates! That means it is almost time to celebrate our amazing nominees, winners, graduates, and CDCC community members at our spectacular 2024 Awards

for Excellence Celebration occurring Thursday, June 20th, at the elegant Bally's Dover Casino Resort – Rollins Center (1131 N. Dupont Hwy, Dover) from 5:30-9pm.

The Awards for Excellence Celebration is a hallmark event that honors the exceptional achievements and contributions of businesses and individuals within Central Delaware. Each year, the CDCC recognizes those who have demonstrated excellence in various categories, including Large Employer of the Year, Small Business of the Year, Young Professional of the Year, and several

others. This year's celebration promises to be a night to remember, with a line-up of deserving nominees and awardees who have made significant impacts.

This culminating event is not only an opportunity to honor the best in business but also a chance to inspire others to strive for greatness. It serves as a testament to the vibrant and dynamic business community in Central Delaware, highlighting the dedication and hard work of those who contribute to its success. This award means so much to our nominees because it is decided by their peers – you! The votes from the members of the community hold great significance

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Tropical Paradise at Sunset Business Mixer June 26!



Alas...welcome summer! Although it feels like the shortest season, it has the longest days, which means more fun-filled evenings. As the warmth of summer beckons us outdoors, the team at Dover Federal Credit Union (DFCU) Headquarters is preparing to transport you, local business leaders professionals and community members, to a tropical paradise right in the heart of Dover. Set against the picturesque backdrop of Dover Federal Credit Union Headquarters on Silver Lake (1075 Silver Lake

Blvd, Dover), the upcoming Central Delaware Chamber of Commerce (CDCC) Sunset Business Mixer on Wednesday, June 26th, from 5-7pm, promises to be an unforgettable evening of networking, collaboration, and island-inspired festivities, all wrapped in the spirit of aloha.

This eagerly anticipated event is themed around the vibrant and laid-back ambiance of the Hawaiian luau. Guests can expect to be in an island state of mind while being whisked away on a journey without ever leaving our beloved Central Delaware! The Dover Federal Credit Union team is thrilled to welcome the community to their facility for an evening to enjoy food, drinks, music, prizes,

cash 50/50 raffle and impactful interactions.

This event promises great networking opportunities, a chance to reconnect with business colleagues, delicious refreshments, and an opportunity to learn about Dover Federal Credit Union and connect with their dedicated representatives who are highly engaged with the community. DFCU is a local not-for-profit financial institution that is owned and operated by its members. DFCU has a focus on serving the underserved, focusing on people rather than profits. Since the company's founding in 1958, DFCU has been fulfilling its purpose of giving back to the community it

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Dina's Digest



PRESIDENT
Dina Vendetti

Another Year in the Books!

On June 30th, another amazing and event-filled Chamber year will come to a celebratory conclusion. This year, which began for the CDCC on July 1, 2023, was filled with energy, activities, events, and connections – all stories in the making! It gave us much to celebrate as it went whizzing by at lightning speed. And as it comes to an end, a new fiscal year, marking the beginning of the next Chamber year, will begin. With that in mind, I wish you a warm Happy New Year!

As we say good-bye to fiscal year 2023-24, we can't help but spend some time looking back. This year saw many activities, events, webinars, and expos bringing people together to make connections and enhance business. We were thrilled to see a steady increase in attendance at our monthly Sunset Business mixers and other activities. As we came together, it was evident that we always gain much from the relationships we share – a true sign of what it means to be a community. This year held many moments of accomplishment and success. While we can't list them all in this limited space, here are a few examples of what marked our year.

One of this year's biggest accomplishments was realized in November of 2023 as we were granted – for the third time – our 5-star accreditation from the U. S. Chamber of Commerce. This came after many months of an intensive self-study, reams of documentation, a multitude of committee meetings, the work of multiple volunteers, and... well, frankly, a lot of work! 5-Star Accreditation is an astounding accomplishment in the world of Chambers. Our 5-star accreditation puts the CDCC into the top 2% of chambers in the country. In other words, the Central Delaware Chamber

of Commerce is performing at a higher level than 98% of all other chambers across the country. This designation can assure our members that they are receiving the highest quality chamber experience possible!

This year your Chamber has spent a great deal of time refreshing its communication strategy with the assistance of High Ground Solutions (formerly, High Ground Creative). We have worked to tighten up our brand and bring consistency and cohesiveness to our various publications, communications, events, and activities. Part of that work was the creation of a new website that will be launched soon. We are also excited to increase our presence on social media as we share with you all the great things that are happening not only at the CDCC, but with our members.

As this year's legislative session comes to an end, be assured that your Chamber has remained fully engaged in what's happening at Legislative Hall. We have been involved in several bills, we've testified at hearings, we've worked to educate lawmakers on the impact of proposed legislation, we've connected business leaders and legislators on several items and have continued our quest to maintain healthy relationships with our legislators as we support only business-friendly legislation.

These are just a few highlights of this past year. Please know that, in the center of every accomplishment, we see YOU and what you and your business are contributing to Central Delaware. Thank you for an amazing year, now in the books – and for your partnership as we enter the adventure of a new year! Stay tuned – there's plenty more to come!

Calendar of Events

JUNE

- Thursday, June 6th**
Leadership Central Delaware
8:00am - 5:00pm,
Energy & Environment Day
- Friday, June 14th**
LCD Closing Retreat
9:00am - 3:00pm,
Harvest Ridge Winery
- Thursday, June 6th**
Kent County Open for Business
8:30am - 10:00am,
Kent County Levy Court
- Tuesday, June 18th**
LCD Steering Committee Meeting
12:00pm - 1:00pm,
CDCC Conference Room
- Tuesday, June 11th**
CDCC Board Retreat
9:00am - 4:00pm,
Bally's Dover Casino Resort
- Wednesday, June 12th**
Coffee Coaching
8:00am - 9:00am,
via Zoom
- Wednesday, June 12th**
Marketing Committee Meeting
10:00am - 11:00am,
via Zoom
- Wednesday, June 12th**
Professional Power-Up Online
12:00pm - 1:00pm,
via Zoom
- Thursday, June 13th**
Member Orientation
8:30am - 10:00am,
via Zoom
- Thursday, June 20th**
Awards for Excellence Celebration
5:30pm - 9:00pm,
Bally's Dover Casino Resort
- Wednesday, June 26th**
Ambassador Committee Meeting
4:30pm, Dover Federal Credit Union
- Wednesday, June 26th**
Sunset Business Mixer with the Chamber of Commerce for Greater Milford
5:00pm - 7:00pm,
Dover Federal Credit Union

JULY

- Tuesday, July 4th**
Independence Day
Office Closed
- Tuesday, July 9th**
Professional Power-Up LIVE!
12:00pm - 1:00pm,
Delaware State Police Museum
- Wednesday, July 10th**
Marketing Committee Meeting
10:00am - 11:00am,
via Zoom
- Thursday, July 11th**
Member Orientation
12:00pm - 1:30pm,
via Zoom
- Tuesday, July 16th**
LCD Steering Committee Meeting
12:00pm - 1:00pm,
CDCC Conference Room
- Wednesday, July 31st**
Ambassador Committee Meeting
4:30pm, Biggs Museum of American Art
- Wednesday, July 31st**
Sunset Business Mixer
5:00pm - 7:00pm,
Biggs Museum of American Art



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.

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CORNERSTONE MEMBERSHIP

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Exciting News From Our Local News Network

This fiscal year has been a big one for the Delmarva Group of Independent Newsmedia. We've started three new mailed publications, that each are distributed for free to 10,000 homes in Dover, Smyrna, Middletown, Millsboro and Long Neck. As a result of this expansion, we have brought on board additional journalists and marketing consultants.

In September, the Daily State News celebrated its 70th anniversary as a daily news publication.

Then, we were honored in February 2024 by the Central Delaware Habitat for Humanity as their 2023 Marketing Partner of the Year.

In addition, Independent Newsmedia staff members recently collected 28 awards — including three best-in-show honors — in the 2023 Maryland-Delaware-D.C. Press Association contest.

The Daily State News, Salisbury Independent, Dorchester Banner and BayToBayNews.com all had wins announced May 3 in Annapolis, Maryland.

"The awesome thing about the awards list is that it represents so many aspects of our company," said Andrew West, editor-in-chief for INI Delmarva.

Media professionals from the New Jersey Press Association judged the association's 1,500-plus entries in 86 categories for journalism, design, marketing and other big moves by the press. News organizations compete against others in metro and community daily, weekly and website-only divisions.

The winners in each category are then judged in all divisions for best-in-show awards.

"Looking over this past year, I'm overwhelmed by a sense of gratitude

for what our team accomplished," said Konrad LaPrade, group publisher. "The MDDC awards reflect these achievements well, by showcasing our new features, event advertising, special sections and general design excellence,

"The State News may be celebrating our 70th anniversary, but we are continuing to innovate when it comes to our products and services, and it is wonderful to see the staff get recognized for their efforts."

Many of the company's awards were for visual excellence in graphic design.

"Our graphics team continues to raise the bar for ad design in our area," said Thomas Maglio, creative director who manages the design staff "It fills me with great pride to be able to say we have such an award-winning staff available to support our advertisers and community. That's what everyone on this team wants to be — the best there is for the people who trust us."

The Daily State News swept both the Community Service Program and Best Event categories. "Our awards in these two categories, speak not only to the exceptional events produced by our marketing and events team, but also recognizes the support these events receive from our community sponsors and partners," said Heather Cregar, director of marketing & promotions for INI Delmarva. "With this support these events have evolved to offer unique forms of entertainment and community service focused on local economic development."

Daily State News' winners:

- **Community Service Program, First Place and Best in Show** — "Excellence in Education" by Tonda

Parks, Heather Cregar, Jessica Cook, Laura Walter and Thomas Maglio.

- **New Business Concept/Wild Card, First Place and Best in Show** — "March Mad fun" by DJ Short, Daily State News Team.

- **Local Column: Feature or Humor, First Place** — "Fresh Ink: I recall the day at Sellers Ink" by Tom Maglio.

- **Features-driven multimedia storytelling, First Place** — "Great balls of fire: Brother's Pyro lights up state fair sky" by Andrew West

- **Local Column: Critical Thinking, Second Place** — "On 70th anniversary, Delaware State News cherishes community service, support" by Andrew West.

- **Advertising-driven special section (in-paper product), Second Place** — "Citywide Black History" by DJ Short and Laura Walter.

- **Community Service Program, Second Place** — "Citywide Black History Celebration" by Heather Cregar, Jessica Cook, Marketing and News Teams.

- **Advertising-driven Special Publication (standalone), First Place** — Sussex County Profile by Tom Maglio and Laura Walter.

- **Best Event, First Place** — "Dover Comic Con" by Heather Cregar, Jessica Cook, Marketing Team.

- **Best Event, Second Place** — "W3 What Women Want Fest" by Heather Cregar, Jessica Cook, Marketing Team.

- **Feature Page Design, Second Place** — "Bay to the Beach Byways: A beautiful home for Art in Salisbury" by Tom Maglio and DJ Short.

- **Advertising Campaign, First Place** — "Capital Schools" by Angi Hicks.

- **Restaurant/Entertainment ad (large-print only), First Place** —

"Betsy Ross Restaurant" by Angi Hicks

- **Business non-retail ad (large print only), First Place** — "Delaware Medicare Assistance Bureau" by Angi Hicks

- **Business non-retail ad (small print only), First Place** — "King Cole Farm" by Angi Hicks and Pat Abel

- **Self-Promotion Advertising, Second Place** — "Local News Every Day" by Angi Hicks, Heather Cregar.

- **Retail ad—Large print only, First Place** — "Sharp Energy" by Angi Hicks and Joy Ferrio.

In addition to these awards, the State News' sister publications in Maryland earned a combined total of one Best in Show, four First Place and four Second Place awards.

Salisbury Independent's founding editor, Greg Bassett, was honored with a moment of silence during the awards, as he passed away last December. His reporting won two of the company's awards.

"There is a mix of joy and sadness with the awards for Greg Bassett," said Mr. West. "The two entries submitted for him showcase his depth of knowledge about the city (Salisbury), and his commitment to providing readers with content that helped them make informed decisions. He and Liz Holland did an excellent job of letting readers know about the mayoral changes and the candidates to fill the role."

The Maryland-Delaware-D.C. Press Association represents over 100 member news media organizations in the region, in advocacy, revenue generation, professional development and industry recognition.



Dover Federal CREDIT UNION

PRESENTS

The Financial Wellness Digest in partnership with 

Money Management Tips Every Small Business Owner Should Know

Owning a small business comes with satisfying rewards. With the benefits comes the responsibility of money management. From tracking cash flow to tax prep, these best practices have a big impact when it comes to the success and sustainability of your business.

1. Build a Budget: To lessen the risk of overspending, map out your expenses, including fixed costs like rent and utilities, variable expenses such as supplies, and one-time expenditures like equipment purchases. Remember to account for taxes and an emergency fund for the unexpected (we'll get to that!).

Unsure where to start? Expense management software can do the heavy lifting to ensure your budgeting efforts are precise and strategic. Gain insight into your business' financial health and use features to:

- **Monitor Cash Flow:** Track incoming and outgoing cash to ensure you have enough liquidity to cover expenses. Implement efficient invoicing and payment collection processes to minimize delays in receiving payments.
- **Automate Bill Payment:** The last thing you want is mounting late fees or debt that can hurt your credit score or good standing with creditors and vendors. Automate, when

possible, to save yourself time and calendar reminders.

- **Stay on Top of Taxes:** Thorough records of income, expenses, and deductions throughout the year will streamline tax prep and make it easier to meet filing deadlines and avoid penalties. Some software includes tax prep guidance; however, you might consider consulting with a professional to optimize deductions.

2. Separate Accounts: Operating from your personal account is a quick route to financial instability. Open separate bank accounts and credit cards for your business to stay organized. This will simplify accounting and tax preparation, as well as safeguards your personal assets if you're faced with legal issues or bankruptcy. Make it a habit to only use business funds for business expenses.

3. Manage Debt Wisely: Applying for loans may be necessary to finance operations or expansion, however high-interest rates can erode profits and damage your credit. Evaluate financing options thoughtfully, choosing the most cost-effective solution that meets your needs. Aim to keep debt levels manageable (to avoid over leveraging your business) and consider debt consolidation to streamline repayment.

4. Plan for Emergencies: Recessions happen. Vendors change. Supply costs increase. Whatever the event, building an emergency fund provides a buffer during difficult times and allows you to weather temporary setbacks. A good goal? Set aside three to six months' worth of operating expenses in a dedicated savings account. Treat your emergency fund as a non-negotiable expense and grow it over time.

5. Evaluate your Finances Regularly: Ongoing financial check-ins will help you refine your budget as your business evolves. In addition to the money management practices listed above, you also have the option of enlisting professional guidance from financial advisors or accountants who can identify potential pitfalls and provide recommendations that align with your goals.

Pro Tip: *Your business' financial health begins with your personal financial health. Our trusted partners at GreenPath Financial Wellness can help you eliminate debt, review your credit report, and take advantage of free financial courses on your preferred schedule.*

(This content does not constitute tax or financial advice. It is advisable to seek guidance from a licensed professional tailored to your individual circumstances.)

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LCD Takes on Economic Development Day!

On May 2nd, the Leadership Central Delaware's (LCD) Class of 2024 embarked on an insightful journey into the heart of economic development in Kent County. This day-long class provided the class with a glimpse into understanding the economic landscape and growth initiatives within the region. Organized by the Central Delaware Chamber of Commerce, this day was designed to foster a deeper appreciation for the economic drivers that fuel the local economy and to inspire future leaders to contribute to its growth.

What motivates businesses to want to relocate and expand in Central Delaware and Delaware State? What can businesses provide to Central Delaware, and vice versa? These are the kinds of questions that members of the LCD Class of 2024 were encouraged to consider as they focused on this topic that affects our quality of life.

First on the agenda was Zachary Prebula, Business Developer for Kent Economic Partnership (dba Choose Central Delaware). He is responsible for promoting Central Delaware as an attractive business location in which local businesses can expand and works to attract new businesses to the area. Zach

focuses on local business retention and expansion while supporting ongoing projects in the pipeline – a huge responsibility for the economic development of Central Delaware alongside Linda Parkowski, Executive Director. He presented current and future economic growth projects with the LCD class. It was clear that Central Delaware is full of endless possibilities for warehouse and distribution centers and has the space for businesses to expand or relocate.

Following Prebula, Chris Kelly, Senior Economic Researcher for the Delaware Prosperity Partnership (DPP), took to the podium to give a statewide perspective. His presentation "Moving Delaware Forward: Collaborating for a Better Future" provided critical insight as to how the DPP attractions, expands, and innovates talent in the First State. He explained target sectors of the State and how his company thrives on partnerships to increase economic development of the state. He also shared current competitive business development trends that were enlightening to know. It was a thought-provoking presentation to draw the class into his daily mindset of economic development of businesses in Delaware.

Moving on to the next stop of the day, everyone boarded the bus for an exclusive tour of Bally's Dover Casino Resort, led by members of the accommodating Bally's leadership team: Derrick Stanley - Director of Hotel Operations & Sales, Jonathan Flamer – Director of Food & Beverage, and Nancy McCoy – Executive Assistant, who made the tour possible. The class clearly saw that Bally's Dover is an integral part of our Central Delaware community, tourism, and overall economic development sector. The Class had the chance to see the best suites available, walk through the kitchen

operations, tour the casino floor, and mostly importantly, hear from the leadership team on the impacts of Bally's Dover on Central Delaware, including the challenges the casino faces. We extend a gracious thank you to the Bally's Food and Beverage team, lead by Flamer, who prepared a spectacular feast for us that was unforgettable!

Fueled by our filling lunch, the LCD class met with Diane Laird, Executive Director of the Downtown Dover Partnership (DDP), and Todd Stonesifer, President/Realtor for the Moving Experience, and DDP's

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LCD LEADERSHIP CENTRAL DELAWARE
The diamond program of the Central Delaware Chamber of Commerce

Thank you to our sponsors!

Confirmed as of 10/3/23

LCD

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Board President, in the heart of Downtown Dover. They shared an in-depth presentation in the City Hall Council Chambers about the Downtown Dover Master Plan – an integral piece the future economic backbone of Central Delaware. The class took advantage of the lively Q&A session, addressing concerns and current plans for Dover’s Downtown. 3D renderings were shared of a vastly different landscape that will benefit residents, tourists, and businesses alike. This was an insightful and encouraging presentation of what’s to come regarding Central Delaware’s economic prosperity.

A great follow-up to the master Plan was Mrs. Kim Adams, serial entrepreneur, founder, and owner of Mountain Consulting, Inc., a company who has completed substantial work in the Downtown Dover area. She spoke about her strong ties to the area that fuel her passion to improve it for the future through her economic development efforts of property and land use. It was great to hear her encouraging efforts exemplifying hard work and vision. The CDCC is grateful to have her expertise and genuine heart for the economic development of Central Delaware as she serves on our Board of Directors.

After a short bus ride across town, the class donned hard hats, safety goggles, and hair nets to enter the doors of The Kraft Heinz Company. The Kraft Heinz Company is the third-largest food and beverage company in North America and

the fifth-largest food and beverage company in the world, with eight \$1 billion+ brands. As a globally trusted producer of delicious foods, the company has a significant impact on the local economy, and Central Delaware is fortunate to have had the company’s operations in Dover for several decades.

After receiving a welcome and safety briefing from Kevin Mills, Kraft Heinz Controller and CDCC Board Member, the class split into small groups led by staff to receive a comprehensive tour of the Kraft Heinz floor. The staff were kind enough to allow the class to take home boxes of products from the production line! They heard about the production capacity of the Dover location and its workforce impact on the area. This was a real-life episode of ‘How It’s Made,’ for the LCD Class – a rare occurrence that not everyone can say they’ve experienced.

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



LCD Class of 2024 Impacts the Community!

The Central Delaware Chamber of Commerce (CDCC) believed that leadership entails service. Service to others, your team, and your community is what makes leaders impactful. They are selfless for the greater good. The community impact project is integral to the leadership training that class members receive in the Leadership Central Delaware Program. We believe that effective leaders must be connected to the communities they serve. These kinds of projects provide a great laboratory in which that kind of connection can happen," shared CDCC President, Dr. Dina Vendetti. The Leadership Central Delaware (CDCC) class of 2024 exemplified servant leadership by completing their Community Impact projects this year!

In September, at the Opening Retreat of the program, the group of 28 business professionals chose three proposals from CDCC non-

profits requesting help. In the discussion, the proposed organizations were not named so that the choice would be focused on the tasks requested and eliminate bias.

First, this year's LCD class took on the project from Westside Family Healthcare which asked to refurbish their Dover health care center's "Book Nook." The class cleaned, supplied books, and painted the space. This left a positive impact on the space intended to increase early childhood literacy rates and eliminate a barrier to education.

Second, the LCD class connected with the Central Delaware Housing Collaborative at their House of Hope (801 W. Division St. in Dover). This nonprofits mission is to provide temporary and supported housing for adult women experiencing homelessness. The class cleaned and cleared a storage shed to allow the organizations' clients to have a

haven for their belongings while at the house. This spared their clients from traumatization and potential embarrassment, from continually having to be separated from their prized possessions and having to obtain them again.

Third and finally, the LCD class connected with Pressley Ridge (942 Walker Road Dover), a foster care agency, to spruce up a space for youth and their families to connect in a comfortable, safe, and inviting space. The class painted, moved, and assembled furniture, hung pictures, and turned the space around. They learned about the benefits of trauma-informed spaces for those impacted by abuse and neglect.

Congratulations and well done to the LCD Class of 2024, the CDCC is very proud of you! Thank you for your dedication, hard work, time, and selflessness in leaving a positive impact on your community!



LCD Class of 2024 Final Flight!

Every ending welcomes a new beginning, no matter how hard and rewarding they can be. There is nothing quite like reflecting on the past year from a seat in a Dover Air Force Base (DAFB) C-5 Aircraft. This was the case for the Central Delaware Chamber of Commerce's (CDCC) Leadership Central Delaware (LCD) Class of 2024. The class had the opportunity to experience a once-in-a-lifetime opportunity to be precious cargo in a refueling mission on June 12th, 2024. This year has been a soaring success because of this amazing group of twenty-eight driven, kind, collaborative, and diverse leaders. They got to see up close the magnitude and strength of a C-5 Super Galaxy and how our nation's service men and women operate it to deliver hope across the world.

For a little perspective, the C-5 Super Galaxy is 257ft in length, and 65ft high, with a wingspan of

222ft. Oversized cargo loads are no match for this aircraft in fulfilling the mission of Dover Air Force Base of the United States Air Force. It was a true honor and wonderful experience.

As if the day was not special enough already, it was Col. Russell Gohn's final "finni" flight before officially retiring from the Air Force that following Friday, June 14th- how divinely remarkable! The CDCC and LCD witnessed Col. Gohn get super soaked with champagne as we walked down the aircraft steps to his family and crew one last time. It was truly an unforgettable moment. Rusty – the CDCC and LCD thank you for your tireless service to our community and country. We thank you for being an amazing leader in so many ways. We wish you the best for all the greatness this next chapter of your life will bring.

The CDCC would like to thank everyone at Dover Air Force Base

for making this possible for the LCD Class of 2024. We extend a thank you to Col. MacDonald for his continuous support of the CDCC and the LCD program. A big thank you to Captain Christina Camp, 436 Airlift Wing Chief of Public Affairs for orchestrating all the plans and making this possible! Of course, thank you to the wonderful flight crew for making everyone feel very safe.



AWARDS FOR EXCELLENCE

Continued from Page 1

because they show support for fellow hard-working business professionals in the area. Thank you to everyone who submitted their votes for our nominees. Your support means more than you know. Thank you to CDCC members who make Central Delaware THE place to live, work, and play!

In addition to awarding our nominees, the Leadership Central Delaware (LCD) Class of 2024 will finally walk across the stage and receive their dazzling diplomas recognizing the introduction of 28 new leaders in our community. The CDCC is very proud of their dedication and commitment to our

Diamond Program, and we can't wait to see the amazing things they will continue to do in our community. It has been a privilege to get to know

each student and empower them on their leadership journey.

Join us on June 20th for an evening of celebration, inspiration, and community spirit as we honor the best and brightest of Central Delaware's business community. The CDCC cannot adequately express the gratitude we feel for the relationships we have with our members, the community, and local



businesses. This event is for you! We can't wait to celebrate with you the accomplishments of a year filled with events, support, and love for Central Delaware, a community like no other. Join us as we celebrate excellence, community, and relationships at this must-attend event!

The CDCC expresses a sincere thank you to our following sponsors who have made this event possible.

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For more information about attending the 2024 Awards for Excellence Celebration, brought to you by Merrill Lynch – Connell & Associates, please contact the CDCC office

today at (302) 734-7513 or visit our website at www.cdcc.net. Limited table-top displays are available. The CDCC cannot wait to roll out the red

carpet and celebrate all that we have accomplished together this year!

SUNSET MIXER

Continued from Page 1

serves. Today, DFCU serves over 40,000 members, encompassing the military, Delaware families, and over 450 Workplace Partners.

Join us at sunset for the CDCC's June Sunset Business Mixer. Whether you are seeking new business prospects, looking to strengthen existing partnerships, or simply looking to experience a sense of community, this event promises to accomplish that and more. So, mark your calendars, dust off your Hawaiian shirt, and get ready to Dover Federal Credit Union Headquarters for a lively luau on June 26th.

Are you a potential member? Remember – potential members can attend up to two mixers before

requiring membership. For more information about attending the CDCC 's June Sunset Business Mixer, please feel free to contact the Chamber at (302) 734-7513 or visit our website at www.cdcc.net

to register. The Central Delaware Chamber of Commerce and Dover Federal Credit Union Headquarters are thrilled to see you on the last Wednesday of this month, June 26th from 5-7pm!



Member News



Tre Sorelle Hosts Wyoming Station Farmers Market This Summer!

The beloved local establishment, Tre Sorelle Dolce Ice Cream and Mini Golf, is bringing a fresh and vibrant addition to the community with the launch of their new farmers market – The Wyoming Station Farmers Market. Starting Saturday, June 8th from 9am-1pm, S. Railroad and Camden Wyoming Avenue will transform into a bustling hub of local agriculture and artisanal goods. The market will return every 2nd and 4th Saturday of the month from June to September. The markets' Grand Opening will be held July 13th. The CDCC was honored to hear the news and share it with the community!

Tre Sorelle Dolce has been a favorite spot for families and friends to enjoy delicious ice cream and a fun round of mini golf. Now, owners Mike and Becky Marasco are excited to host a space where local farmers, artisans, and small businesses can showcase their products and customers to enjoy. The couple, working with Sarah O., who is highly experienced in events of this nature, were met with great enthusiasm from the City of Wyoming toward this new venture. They have already received a motivating amount of positive feedback. "I am so excited; I grew up right around the corner, and I can't believe I get to be a part of something so great in this town - it

gives me chills; it's just the coolest thing! It is new and we're learning as we go." Sarah, event coordinator, shared. She is grateful for the experience she's gained from coordinating events at Fordham & Dominion Brewery in Dover.

"Tre Sorelle will just be hosting the event. The town understands the benefit of having this. When doing our research, the only con to a farmer's market is that it doesn't happen enough. It's something to add to your day here in Kent County. I think it's a great idea for the whole area that will fill a void. We've gotten nothing but positive feedback and support from the town," shared Marasco.

Attendees can expect vendors selling homegrown honey, candles, fresh flowers, herbs, scrumptious baked goods, coffee, gourmet dog treats, specialty produce, spices, jams and jellies, pastas, and sauces, and more!

To make the market experience even more enjoyable, Tre Sorelle Dolce plans to host live music to fill the air and uplift, along with family-friendly activities. The centralized location in the heart of Wyoming provides ample space for the market, as well as easily accessible parking. Marasco envisions happy, excited, and entertained marketgoers who will mingle and check out other

neighboring establishments, like Mike & Mel's Family Restaurant, Fifer's Farm Store and Kitchen, the Ice House: Wellness + Community center, and more.

With the introduction of the farmers market, Tre Sorelle Dolce continues to be a cornerstone of community life in Wyoming, Delaware. This new venture promises to enhance the local economy, provide a platform for local businesses, and offer residents a delightful new way to spend their Saturday mornings. Be sure to mark your calendars to enjoy and support the Wyoming Station Farmers Market hosted by Tre Sorelle Dolce. Make a day out of it with your loved ones!

Interested in being a vendor in the market? Good news – Sarah is still accepting applications for vendors. Please email wyoing.station.fm@gmail.com for more information and details. Vendors are responsible for tables, tents, chairs, and signage. The cost is \$10 per vendor or \$75 for the whole summer (8 markets total). The market is outdoors.

For further updates and event details, follow Wyoming Station Farmers Market on Facebook to stay tuned for more exciting announcements. They can't wait to see you at this event that is sure to please!

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The Delaware Division of Small Business - The Home Advantage

The Delaware Division of Small Business (DDSB) stands as a pillar of support for small businesses across the state, providing invaluable resources, guidance, and advocacy to foster a thriving entrepreneurial ecosystem. By offering a range of services designed to meet the unique needs of small business owners, the Division plays a critical role in driving economic growth and ensuring the success of Delaware's business community. The Central Delaware Chamber of Commerce (CDCC) is grateful to work alongside this organization whose values and efforts align seamlessly. The CDCC connected with Anastasia Jackson, Regional Business Manager for Kent County, to learn more about how this state agency is working toward their goal of "making Delaware the number one place for small businesses to start and grow their businesses."

The DDSB recently closed a successful Spring 2024 Encouraging Development, Growth and Expansion (EDGE) grant competition round. "Announcements and information about the winners should come out early Summer," hinted Jackson. As it sounds, the program originated in 2019 to give small businesses an 'edge' over their competition. May 23rd, 2024, marked an impressive milestone for the program – the total number of businesses awarded EDGE grant funds reached 100. This means one hundred businesses have been positively impacted with funds to support their prosperity and growth. The CDCC commends the DDSB team on this milestone. Several small businesses in Kent County have been recipients of this grant. However, the EDGE competition is just one of many things the agency is actively working on.

The DDSB also accepts applications for their Site Readiness Fund, which helps provide funding to qualified businesses that invest in improving infrastructure to attract new businesses. "We have had several developers take advantage of the Site Readiness program that prepares industrial and office sites

for tenants. Also, we recently had our first recipient in Kent County be awarded a lab space grant and a Delaware Technical Innovation Program grant. Without access to these programs, some of the companies would not be able to get off the ground or expand," shared Jackson.

"We are also making sure that business owners and nonprofits with W-2 employees take advantage of our workforce training grant. We also oversee the State Small Business Credit Initiative also known as SSBCI. It is currently open and accepting loan applications through our two lenders, True Access Capital, and Del-One Federal Credit Union. It is a great program for small and underserved businesses," continued Jackson.

DDSB business managers, like Jackson, achieve their goal of supporting small businesses through advisory services, access to capital, workforce development, networking, and regulatory assistance. "We offer start up assistance in the form of helping you better define your business idea and path forward. We offer guidance throughout the process; we can connect them with one of nearly 100 resource partners, and we can help them access funding opportunities," explained Jackson.

One more service to highlight here is the DDSB's Delaware on Main Street Program - a community revitalization initiative aimed at promoting economic growth and preserving the historic character of downtown areas. Jackson is the statewide coordinator and has been at the helm of this program which also significantly impacts small businesses for the better. "Through the Main Street Program, small businesses have seen increased foot traffic, improved storefronts, and a stronger sense of community," added Jackson.

Jackson's advice for small business owners is to get acclimated to the resources offering by the DDSB. If clients do not have a business plan in place, she connects them with the Delaware Small Business Develop-



ment Center. She asks if they are members of a Chamber, and how different Chambers across the state can help. Last but certainly not least, Jackson highly recommends clients to attend the CDCC's FREE Business Development Session, Kent County Open for Business (held on the first Thursday of the month, 8:30am-10am, Kent County Levy Court Rm 220).

This is just the tip of the iceberg of all the resources, accomplishments, and offerings from the Delaware Division of Small Business. To stay informed, the community is encouraged to subscribe to their weekly email newsletter for updates on programs, webinars, trainings, resource fairs, and grant opportunities across the state. Upon requesting, businesses can be featured in their Small Business Spotlight as well!

Reflecting on the impact of her work, Jackson mentions the following as the one thing she wishes the public knew: "I wish they knew about how amazing our team is here at the Division of Small Business and how we are six years old but doing mighty things to help the economy and support small businesses in a big way," concluded Jackson.

The Delaware Division of Small Business is more than just a support organization; it is a catalyst for economic growth and a champion for entrepreneurs. The CDCC extends sincere kudos and appreciation to the DDSB team for their hard work in strengthening the backbone of our community – small businesses. The work of the CDCC and DDSM com-



plement each other and the CDCC is grateful to have the DDSB as a member, resource, and community pillar. Whether you are a budding entrepreneur or an established small business, the Delaware Division of Small Business stands ready to help you achieve your goals and contribute to your success.

For more information about the Delaware Division of Small Business, or to get in contact with Anastasia Jackson, Kent County Regional Business Manager, please visit www.business.delaware.gov, or call (302) 739-4271. Their Dover office is located at 99 Kings Highway.

Welcoming Col. Rivero to the 512th Airlift Wing!

The Central Delaware Chamber of Commerce (CDCC) was honored to be invited to attend the Assumption of Command ceremony for Colonel Eric J. Rivero, Dover Air Force Base's (DAFB) new 512th Airlift Wing Commander. The ceremony occurred May 4th, 2024, in Hanger Building 706 on DAFB.

Col. Rivero's career in the Air Force is marked by a series of notable assignments and accomplishments. Col. Rivero's extensive experience, visionary leadership, and unwavering commitment to the Air Force's mission make him an exceptional choice to lead the 512th Airlift Wing. Since entering the Air Force Academy, Col. Rivero has flown more than 180 combat and combat support sorties. He has accomplished more than 4,500 flight hours and served as the Deputy Commander of 931st Operations Group at McConnell AFB prior to his position of leadership.

The Central Delaware community and CDCC has always been a steadfast supporter of our nation's service men and women at DAFB, and this event further amplified

this bond. CDCC was honored to be among many other local dignitaries and community leaders in support of Col. Rivero's new chapter. Major General D. Scott Durham, Commander of the Fourth Air Force, delivered encouraging remarks before the official assumption.

"Together, we will aggressively pursue our readiness and resilient requirements," said Rivero. "We will build upon our combat capability and stand ready to defend our nation if called upon," concluded Col. Rivero.

The CDCC extends a sincere thank you, congratulations, and welcome to 512th Airlift Wing Commander, Colonel Eric J. Rivero, as he steps into his new role. The CDCC thanks him for his service to our country and community. The Dover Air Force Base and the Central Delaware community welcome him with open arms and look forward to the continued success and achievements of the 512th Airlift Wing under his command.

The ceremony closed with the official Air Force Song – "Nothing'll stop the U.S. Air Force!"



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Tetra Shockley, LCD Alum, Crowned Mrs. Delaware 2024!



In a celebration of grace, talent, and unwavering commitment, Tetra Shockley, Leadership Central Delaware (LCD) Class of 2023 Alum of the Central Delaware Chamber of Commerce (CDCC), has been crowned Mrs. Delaware America 2024, marking a monumental moment in her professional journey. She was officially crowned by Mrs. Delaware America 2023, Laeia Washington, this past April, holding the title for a record-setting three times (of which she will speak upon at the City of Lewes, DE's Juneteenth celebration on June 22nd). This time around, Shockley is more equipped and focused than she's ever been. Driven by passion and 14 years of experience in the pageant industry, her "why" just keeps growing clearer and clearer. This time around she felt much more prepared. "I'm more focused and I'm ready," Shockley began.

With her radiant smile, poised demeanor, and heartfelt dedication to service, Tetra embodies the essence of what it means to be a true representative of Delaware. Her journey to this prestigious title has been one defined by resilience, passion, and a steadfast determination to make a positive impact. One can wonder how Shockley finds the time whilst also being a mother, family lawyer, and co-owner of Benton & Shockley Law in Downtown Dover, and an adjunct professor at Wilmington University. "Balance - I don't know that there really is a such thing. I think it's more about prioritizing and knowing what's important today and how I can give to what's important."

Pageants have four components: interview, swimsuit, evening gown, and on-stage questions. "There are so many different layers to the preparation. Interview is typically only four to five minutes. So, you only have a small amount of time to let people know all that there is to know about you, what you stand for, and what you believe in. Simultaneously, you're in the gym; you're eating healthily. With evening gown, it's deciding what shows my personality, what do I feel confident in. It's not really the gown as much as it is the lady in the gown," she continued.

Although the glitz and glamour are a big part of pageant artistry, contestants must feel their best on the inside as well. Mental health and self-care were top priorities for Shockley in preparation for the 2024 title. "The most important part of it all is self-care. I've learned that if I just give, give, give, go, go, go, and I don't replenish myself, I get burnt out very quickly. Do something for yourself so that you have something to give to others. Even if it's me just having my cup of coffee in the quiet, or if it's doing some reading or journaling in the morning, that's me pouring back into myself to say, Tetra, you're important," she shared.

In the world of pageantry, a contestant's platform is more than just a personal cause or advocacy—it's a defining element that sets her apart and gives her reign a meaningful purpose. A strong platform helps in personal branding, allowing contestants to showcase their values, beliefs, and dedication to their chosen cause. "You Are the Crown" is Shockley's platform that has branched outside of pageantry. The principle is "knowing that we shouldn't be in pursuit of a crown or chasing a crown or thinking that having a crown and sash add value to us. We should just intrinsically know that we have value and that we are the crown. We're the thing that's valuable. It's a message for women everywhere. It's a message for people everywhere because I think even men sometimes struggle with identity, self-worth, and purpose," explained Shockley.



Shockley is using her enjoyment and the pageantry platform to achieve her goals of traveling the world, empowering, and inspiring women to be their best, truest, and most authentic selves. "I just thank you for giving me another platform to talk about it and to get the word out because it means that much to me. I'm actually using pageantry to open the door, or not even to open the door because the door's already open, but I'm using pageantry as the speaker, as a microphone to point back to you are the crown.

Shockley, like many young girls, was always drawn to the shine of pageantry, but as she progressed into this world in her adulthood she revels in the realization "that it really is a platform for serving your community," she shared. She is very excited to use her title to increase her community involvement and service, which is very near to her heart. She is looking forward to connecting and encouraging people at her upcoming event, "The Experience," a women-focused event for attendees to get close to their identity, purpose, and power (September 28th, 2024, Modern Maturity Center in Dover, 11am-2pm, www.tetrashaylice.com for more information).

Pageantry has impacted Shockley's life for the better, forever. "I have become a better public speaker because of pageantry. It has made me more selfless. I've seen sisterhood, collaboration, and people coming together to support each other. It's helped me with my physical fitness. It's made me come out of myself and realize there's a whole other world out there of people who are doing things that I can help with. It's made me more well-rounded and a whole woman."

Although the title is solely hers to grace, Shockley would be remiss to acknowledge the many supporters in her life, such as her husband, Jerome, her mother, her pageant director and good friend, Shana and



many more who have supported her in many ways.

Knowing first-hand the benefit of pageants, Shockley shares her advice to those interested in pursuing pageantry: "Reach out to, whether it's me or other ladies who have been successful in pageantry. Anything that you do, you should always have a mentor. I would want them to know that I was the girl in middle school who had braces, glasses, and acne, so I never thought I'd be the one who would eventually one day have this prestigious title, let alone three times, so I would just tell them to have confidence in themselves and believe in their ability to rise to the occasion. The only difference between me and some other woman is that I just made the decision to give it a try," concluded Shockley.

The Central Delaware Chamber of Commerce (CDCC) is delighted to formally congratulate Tetra Shockley, Partner at Benton & Shockley Law, and LCD Class of 2023 alum, on being crowned Mrs. Delaware 2024! Her dedication, grace, and commitment to excellence have truly set her apart as a pillar of the Central Delaware community (and beyond). The CDCC is excited to continue to see the positive impact Shockley will make in our community with her title. The CDCC encourages everyone to keep their eye out for special appearances from Mrs. Delaware. If you are interested in having Mrs. Delaware attend your special event, please email mrsamericapade@gmail.com, or call (484)-905-1405, and follow the Mrs. Delaware America Pageant on Facebook. Congratulations, Mrs. Delaware America 2024, Tetra Shockley!

Member News

Kent County Tourism launches a new brand: Visit Central Delaware - Explore the Unexpected.



Dover, DE (June 7, 2024) - Kent County Tourism Corp., the official destination marketing organization for Kent County, Delaware, has announced a new tourism brand, Visit Central Delaware – Explore the Unexpected. Previously known as Delaware’s Quaint Villages, the destination’s new brand includes a new logo, tagline, color standards, and typography, plus a new website, a new Visitors Guide, and a new look to the Mobile Visitor Center van.

“The goal of our new brand was to more accurately describe to our visitors exactly where we are located and to better promote and represent the vibrant essence that is Kent County. It also aligns well with our local organizations such as Kent Economic Partnership / Choose Central Delaware and the Central Delaware Chamber of Commerce. Tourism plays a very important role in our community as visit, work, and live are all interconnected. It all starts with a visit!”, said Pete Bradley, President of Kent County Tourism.

In 2022, the tourism industry in Delaware alone generated \$4.5 billion to the state’s Gross Domestic Product (GDP) and generated \$690 million in tax revenue. Tourism is Delaware’s 4th largest private employer, and 15% of all new jobs created in 2022 came directly from the tourism industry. Without tourism, each Delaware household would have to pay an additional \$1,764 in taxes (Rockport Analytics & Longwoods International, 2022). Tourism is a vital piece of the economy, helping to benefit communities, small businesses, and hundreds of thousands of Delaware residents every day, and Kent County visitors are a crucial piece of that puzzle.

Prior to 2016, Kent County Tourism Corporation (KCTC)

operated as an event management organization focused on several Kent County-based events, rather than a traditional Destination Marketing Organization (DMO). In 2016, KCTC underwent a significant strategic review and change of mission to officially become a DMO, and with this, came the development of the brand Delaware’s Quaint Villages. For the last six years, KCTC has operated under this brand, until now. Tourism plays a very important role as visit, work, and live are all interconnected. It all starts with a visit to expose potential future residents to our amazing region and all we have to offer.

The timing and reasoning behind this rebranding effort from Delaware’s Quaint Villages to Visit Central Delaware was due to a few key factors.

1. The Delaware’s Quaint Villages brand was confusing to both potential visitors and our residents, as it lacks geographic reference, is vague, and does not represent our region accurately, as we do not have villages.

2. We needed a major update/refresh of our website, and it made the most sense to coordinate a new website effort along with a new brand.

3. Visit Central Delaware accurately describes where we are located, and aligns well with our region’s organizations, such as Kent Economic Partnership (KEP)/Choose Central Delaware, and the Central Delaware Chamber of Commerce (CDCC).

The new branding was created by Aloysius Butler & Clark (AB&C), one of the largest full-service creative agencies in the Mid-Atlantic based out of Wilmington, DE, and the new website, www.VisitCentralDelaware.com, was created by WebFX, an established partner of Kent County Tourism and a full-service digital marketing agency based out of Harrisburg, PA.

“Our new website was designed to be more user-friendly with a brand-new look and updated features and to be a complete resource for our current and potential visitors.

The new site outlines all the attractions, rich history, activities, events and festivals, and places to stay here in Kent County, along with some trip ideas, travel blogs, print-your-own itineraries, and so much more. It’s very exciting to see it all come together after so many months of collaborating”, said Pete Bradley.

All attractions, hotels, restaurants, and retail shops will have a directory listing page on the website, as well as a universal events calendar that encompasses all the events and festivals happening in Kent County and will be continuously updated by staff. Community partners and residents are encouraged to share any directory listing updates and/or upcoming events with the Kent County Tourism staff at info@visitcentraldelaware.com to ensure the website stays accurate and up to date.

We have a small staff and are very fortunate to have Catherine Jenkins, our Marketing & Communications Manager who played a key role, along with Rachel Rohm, our Visitor Services Manager, and Debbie Eashum, our part-time Group Sales Manager in helping implement our new brand. In addition, we have a helpful and dynamic Board of Directors who have been very supportive as we navigated this major change.

In conjunction with our new brand, we will be introducing a new Visitors Guide in July, and our mobile visitor center van, previously branded as ‘the Villager’ will be getting a makeover to become Visit Central Delaware’s new Mobile Visitor Center. We are excited about this new brand rollout which will

help enhance our efforts to promote our fantastic region more accurately. Here in Kent County, we have friendly and welcoming residents, compelling amenities, attractions, major events and festivals to offer our visitors, making Central Delaware a great place to visit.

The new branding has already been implemented across the organization’s email marketing and social media platforms with the handle @VisitCentralDE, and hashtag #VisitCentralDE. Going forward, the new branding will be incorporated into all digital and print materials. The Mobile Visitor Center van will be ready to attend events with a fresh new look by the end of this month, and the new Visitors Guide will be ready to distribute to visitors in August.





Bluesuiters Golf Tournament 2024 – A Successful Swing!

The Central Delaware Chamber of Commerce (CDCC) recently hosted its highly anticipated Annual Bluesuiters Golf Tournament on May 9th, and it was a resounding success. Held at the beautiful Jonathan's Landing Golf Club, the event brought together local business leaders, military personnel, and golf enthusiasts for a day of friendly competition, networking, and fun. The CDCC was elated to bring our Annual Bluesuiters Golf Tournament back to the Dover Air Force Base (DAFB) Airmen and civilian business community. Airmen & civilians connected over 18 holes of golf, delicious snack stations, door prizes, and dinner! The CDCC looks forward to orchestrating this golf outing for our local members and Dover Air Force Base Airmen because it offers golfers of all skill levels a fun day to meet new people, support local businesses, and connect with our servicemen and women here in Central Delaware.

After all attendees checked-in, purchased mulligans, and chose their lucky numbers for the golf ball drop 50/50 raffle, they took to their carts with goody bags and were all set to for the shotgun start. About 120 golfers attended and had a marvelous time showing off their skills and enjoying camaraderie alongside, 436th Airlift Wing Commander, Col. McDonald and the

DAFB airmen. It was a marvelous day, not too hot or cold, and the rain held off – wins all around!

Now presenting the 2024 Bluesuiters Golf Outing Winners!

Closest to the Pin #4 – Bill Hare
Closest to the Pin #11 – Joe Garner

Longest Drive – Jocelyn Tice
1st Place – Brad Duncan, Wayne Lightburn, Erik Perez, & Brian Perry
2nd Place – SSgt Bryon Grimco, Jerry Esposito, Zach Prebula, & SSgt Assawin Sumner

3rd Place – Johnny Crump, Steve Dirksen, Steve Hoffstadt, & SSgt Jacoby Chappa

50/50 Golf Ball Drop Raffle – Thornton Spellman

Please join the CDCC in congratulating our 2024 Bluesuiters Golf Tournament winners! The CDCC thanks all participants for their support, engagement, and positivity. We hope everyone enjoyed themselves and connected with each other – Well played!

The CDCC would like to especially thank our Bluesuiters Golf Tournament Sponsor, Mi Mutual Mortgage, for their generous support of this special event.

Thank you to our Driving Range Sponsor: Residence Inn by Marriot, Dover

Thank you, Cart Sponsors: Independent Metal Strap Co., Inc, Leander Lakes, Pinnacle Rehabil-

itation and Health Center, United Church, and Wilmington University

The CDCC also thanks Hole-in-one sponsors: Clearway Pain Solutions and Tidewater Utilities.

Thank you to beverage sponsors: N.K.S. Distributors and Pepsi Bottling Ventures of Delmarva.

Thank you to Tee & Green Sponsors: Bally's Dover Casino Resort, Bill Hare - Always Advertising, City of Dover, Crumbl Dover, Del-One Federal Credit Union, First Command, First State Webfooters, George & Lynch, Inc., Lighthouse Construction, Inc., Military Officers Association of America - Dover Chapter, Regulatory Insurance Services, Inc., Residence Inn Dover, Wagon Technology Group.

Thank you to snack station sponsors: Bally's Dover Casino Resort, Capriotti's of Dover, Clearway Pain Solutions, Fifer's Farm Store & Kitchen, First Citizens Community Bank (FCCB), Instant Imprints of Delaware, NovaCare Rehabilitation, and Sam's Club Dover.

Door Prize Donators: Bally's Dover Casino Resort, Bayhealth Medical Center, Burke Equipment Company, Chesapeake Utilities Corporation, Daily State News, Delaware Cadillac, Delaware Department of Insurance and Delaware Medical Assistance Bureau. Delaware Division of Small Business, Delaware Municipal

Electric Corporation (DEMEC), Del-One Federal Credit Union, First Command, Kent County Tourism Corporation, LakeView Realty, Inc., Lean on Me Caregiving, McDonald's, Mi Mutual Mortgage, Primerica Financial Services - Erlene George, Shore United Bank, ShureLine Electrical, The House of Coffi, T-Mobile – Dover, Tomeka's Homestyle Eatery, West Side Car Wash

Thanks to Lunch Sponsor: Delaware Municipal Electric Corporation

Thank you to the Golf Ball Drop Sponsor: Burke Equipment Company.

We'd like to take a moment to thank and show our gratitude to our accommodating hosts at Jonathan's Landing Golf Club. Thank you for your hard work and support in bringing this wonderful event to the community once more.

As the event concluded, participants left with fond memories, new connections, and a renewed sense of community spirit. The Central Delaware Chamber of Commerce looks forward to continuing this beloved tradition and invites everyone to join in next year for another fantastic day of golf and fellowship at the Bluesuiters Golf Tournament!





Celebratory Stay at Hampton Inn Milford!

The Central Delaware Chamber of Commerce's (CDCC) members and friends checked in to the Hampton Inn Milford (100 Lighthouse Estates Drive, Milford) to mix, mingle, and celebrate at another energetic Sunset Business Mixer on Wednesday, May 29th, 2024. From 5-7pm, new and familiar faces exchanged laughs, smiles, and business cards as they enjoyed food, drinks, prizes, prizes, prizes and great company!

season! We are sure that there will be many more happy guests staying in their beautifully renovated rooms or taking advantage of their spacious meeting space! Congratulations to all the lucky door prize and 50/50 raffle winners- we hope you enjoyed your winnings and smiled the whole way home!



This was a special celebration for the Hampton Inn Milford team as they cut the ribbon on their beautiful new renovations! The CDCC extends a warm thank you to everyone who attended May's Sunset Business Mixer. Additionally, we would like to especially thank the Hampton Inn Milford team for being such friendly and accommodating hosts for the evening, welcoming their community, and offering an inviting atmosphere for like-minded professionals to connect, catch up, and exchange ideas. WE thank their team for organizing a wonderful array of delicious food and beverages to satisfy!

What an engaging evening of fun and friends, new and old, nurturing relationships to build Central Delaware stronger than ever. The Sunset Business Mixer is where simple conversations lead to big ideas and inspire visible change for the better. We appreciate offering communal spaces for the exploration of ideas from people like you who come from various industries and have so many resources at your disposal.



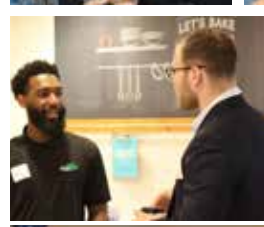
For more information about the Hampton Inn Milford, please call (302) 422-4320 or visit ww.hampton-inn3.hilton.com. Their team will be more than happy to assist you!



For more information or to register for an upcoming event, please do not hesitate to reach out to the CDCC office at (302) 734-7513 or visit our website at www.cdcc.net. Potential members – we love having you join us. Remember you can attend two events before requiring membership. Thank you for another great gathering and see you soon, Central Delaware!



We hope you learned more about this beautiful facility, its offerings, and overall location. This business does so much to support Delaware's tourism economy and is eager to welcome visitors. No better time for a sleek renovation than just before peaks summer beach





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Ribbon Cuttings

CDCC joins Hampton Inn Milford for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Hampton Inn Milford, on Wednesday, May 29th, at 6pm during the CDCC’s Sunset Business Mixer. The event was held at 100 Lighthouse Estates Dr. in Milford. Chamber members and friends joined General Manager, Marley Costango, and her team to celebrate their beautiful, new renovations!

The Hampton Inn Milford proudly announces the completion of its highly anticipated renovations, showcasing modernized guest rooms, upgraded amenities, and enhanced common areas designed to provide guests with an unparalleled hospitality experience. Their fitness center and meeting room have also undergone extensive renovations.

Clearly visible from Route 1 in Milford, Delaware, the Hampton Inn Milford has long been a preferred

destination for business travelers, families, and tourists exploring the region, especially those looking to enjoy the Delaware beaches. The comprehensive renovation project undergone reflects the hotel’s commitment to delivering the highest standards of comfort and service to its valued guests, near and far. Late May proved to be the perfect time to unveil their renovations to the community to accommodate summertime visitors.

“As a Hampton Brand, it is especially important my team lead with their ‘Hamptonality’(personality). It is our goal in hospitality to make sure our guests enjoy their stays with us whether that be a family vacation, business trip, sport tournament, in-between building or buying a home, relocating, or a special event. We strive to ensure our guests have the best experience with us,

100% Hampton Guarantee,” shared Costango.

This Hampton Inn location offers pet-friendly rooms featuring two queen beds or a single king. Each room comes with a microwave, mini fridge, 55-inch TV, bulk amenities, and more. They also offer a complimentary hot breakfast each morning, complimentary Wi-Fi, indoor heated salt pool, fitness center featuring a Peloton Bike, a business center that will be transitioning to a Bluetooth printing station, and a fully stocked suite shop for all their guests’ needs.

The CDCC was thrilled to celebrate this milestone for the company at our well-attended Sunset Business Mixer. “We have been long time members, and this was a great way for business professionals to get together and promote their businesses and themselves. We are very involved in our community, we volunteer for Girls Night Out which

promotes a different non-profit yearly, we also continue to volunteer with CIS (Community in Schools) by having their students intern at our property. We also donate to the local domestic violence shelters and much more,” added Costango.

The CDCC is grateful for the friendly and accommodating staff at the Hampton Inn Milford for allowing us to be a part of their wonderful achievement and celebration. The CDCC is happy to have such a dedicated team serving Central Delaware’s tourism industry and local community alike.

For further information about the Hampton Inn Milford, please visit www.hamptoninn3.hilton.com or call (302) 422-4320. Please join the Central Delaware Chamber of Commerce in congratulating General Manager, Marley Costango, and the Hampton Inn Milford team on their beautiful, new renovations!

Ribbon Cuttings

CDCC joins Christ Church for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Christ Church, on Tuesday, May 14th, at 2pm. The event was held at 501 South State Street in Dover, Delaware. Chamber members and friends joined George Dawson and his team to celebrate the Grand Opening of their newly remodeled Parish Hall!

Christ Church's mission is: "As Christ does, we will." Christ Episcopal has been serving the Dover community since 1734, making it one of the oldest congregations in the state. The church has a rich history and has played a significant role in the religious and cultural life of the Dover community. The current church building, constructed in the Gothic Revival style, dates to the mid-19th century and is listed

on the National Register of Historic Places. The church's architecture features beautiful stained-glass windows, a towering spire, and intricate stone carvings, reflecting the craftsmanship of the era.

Christ Church is known for its welcoming and inclusive community, embracing people from all walks of life. The church offers a variety of worship services, music, and outreach activities such as their Blessings Box, recovery meetings, Dover Interfaith Mission for Housing meals, and tours to serve its members and the broader community. Overall, Christ Church of Dover stands as a beacon of faith, compassion, and community spirit, continuing to inspire and uplift all who come through its doors and live in the surrounding area.

Christ Church is thrilled to announce the grand unveiling of its newly renovated Parish Hall, marking a significant milestone in the enhancement of its community outreach efforts. The Parish Hall, has undergone a comprehensive transformation to better serve the needs of its congregation and the broader community. In addition to serving as a gathering space for church activities and events, the renovated Parish Hall will also be available to rent for public organizations and individuals seeking a versatile venue for meetings, receptions, and other celebratory gatherings.

The Christ Church leadership and congregation are excited to step into this new era for the history of one of Dover's oldest churches to

still exist today. They are excited to offer a valuable space to the public to create lasting memories and suit their needs. The revenue gained will help the Church's mission to uplift the community and continue to give back in even greater ways. The community is encouraged to stay tuned into to their website for exciting upcoming events and services! Sunday worship services are at 8am and 10am.

For further information about Christ Church of Dover, please visit www.christchurchdover.church/ or call (302) 734-5731. Please join the Central Delaware Chamber of Commerce in congratulating Christ Church's Grand Opening of their newly remodeled Parish Hall now open to the public for events!

Ribbon Cuttings

CDCC joins The Delaware State Police Museum for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for The Delaware State Police Museum (DSPM), on Thursday, April 24th, at 10am. The event was held at 1425 N. Dupont Highway in Dover. Chamber members and friends joined DSPM President, David Lawson, and his team to celebrate the 26th Anniversary of the Delaware State Police Museum!

The Delaware State Police Museum was built for and dedicated to preserving the proud 100-year history of the Delaware State Police. Their mission is to provide an educational experience that supports an understanding of the role the Delaware State Police has in our community. The museum features elaborate exhibits that showcase the rich history of the Delaware State Police, including artifacts, photographs, and interactive displays. The museum's exhibits chronicle

the evolution of law enforcement in Delaware, from its humble beginnings to the modern-day challenges faced by the Delaware State Police. Visitors can explore a wide range of artifacts, including historic uniforms, equipment, vehicles, memorabilia, and photographs.

Free and open to the public Monday-Saturday from 10am-4pm, the museum boasts 7 police cars, 3 motorcycles, a helicopter, 30,000 photos, and \$10 million in assets within the building for all to see. A gift shop with items that help celebrate the history of the DSP such as t-shirts, tumblers, challenge coins, and K9 plush is also available to make guests' visits unforgettable and show support of the museum. Their Facebook and Instagram pages highlight their massive photo collection and show the history of the DSP in unique and fun ways that you cannot see anywhere else.

"The growth of the Delaware State Police Museum would not have been possible without Captain Stoop's dedication and service. Captain Stoop was the driving force behind the museum and brought it to the headquarters complex here in Dover," explained Eric Williams, Operations Manager.

In addition to its exhibits, the DSPM offers educational programs for schools and community groups, providing a unique opportunity to learn about the history of law enforcement in Delaware. The museum also hosts special events throughout the year, including lectures, demonstrations, and community outreach programs. With ample space and a variety of meeting rooms, the museum is also a wonderful place to hold your next meeting or event.

"We are always looking for ways to partner with other museums, businesses, and companies here in

central Delaware and bring unique experiences to the area and region. We also help support DSP's mission, helping to educate people not only on the history of the Delaware State Police but also connecting them to the Troopers who are serving the Division today! If we can bring the public and our Troopers closer together through an understanding of what they do, that is a benefit to everyone, not only in Central Delaware but to the entire State and country," continued Williams, Operations Manager.

For further information about the Delaware State Police Museum, please visit www.dspmuseum.com or call (302) 739-7700. Please join the Central Delaware Chamber of Commerce in congratulating Museum President, David Lawson, and the Delaware State Police Museum team on their 26th Anniversary!

New Member Spotlights

Introducing, Shore Smoke Seasonings

The Central Delaware Chamber of Commerce (CDCC) is thrilled to welcome Shore Smoke Seasonings! Known for their dedication to bringing unique and flavorful seasonings to kitchens across the region, Shore Smoke Seasonings is a family-owned business that has quickly become a favorite kitchen staple for many looking to spice up their life. Whether you're grilling, roasting, or simply adding a finishing touch to your dish, Shore Smoke Seasonings promises to elevate your meals to new heights. They sell craft seasoning blends for all cooking styles.

Shore Smoke Seasonings was founded in 2013 by a couple, Ryan, and Nicole. Ryan received a job promotion and grilled steaks to celebrate. Not having any money to spare, due to Ryan's recent diabetes diagnosis, and just moving into a new place together, Nicole told Ryan he had to mix up seasonings they had in the cabinet. There wasn't any extra money to buy more seasonings. Ryan reluctantly agreed, and he started mixing up a delicious blend. Ryan continued to make his new special blend for special occasions before turning it into a

serious business venture. The first blend is known as "Game Day," an all-purpose blend that is one Shore Smoke's top sellers with the awards to prove it!

"Nicole bought me a business license for my birthday, and Shore Smoke Seasonings was born. We started handing out samples to the local community members and getting feedback on which blends everyone liked. After being laid off due to the pandemic Nicole convinced me to chase my dream and go full-time, and I have been ever since. We're both from Delaware and now live in Millsboro. We have 2 daughters who are our world. Our hobbies mostly revolve around Shore Smoke," shared Ryan Stevenson.

Shore Smoke has seasonings for any palate. The CDCC is sure you are curious to try blends like Gobble Gobble, Ocean Pursuit, Paradise Party, Sinfully Sweet, Queen Bee, That's Amore, and more! Grab a mystery box to challenge your weeknight meals and culinary creativity. The flavor possibilities and recipes are endless.

In addition to tantalizing tastes, Shore Smoke is highly engaged

with the local community. "Nicole and I are also the Organizers of the Delaware Seafood Festival (Aug. 10th, 2024). This is our first year hosting the Delaware Seafood Festival and with over 23K people interested that itself has kept us more than busy, but we are looking forward to a wonderful event for our community, to raise money for our local non-profits," Ryan continued. The couple also owns Shore Smoke Grill, which is a food truck that will be open later this year.

The CDCC is looking forward to witnessing and supporting the journey of Shore Smoke Seasonings. The CDCC is happy to see CDCC Ambassador Paul Seibert as a business partner to the company. "We are very excited to be members of this chamber and look forward to meeting everyone. Nicole and I are all about helping small businesses grow and supporting local, so we look forward to spreading the word about Shore Smoke as well as all the other small businesses. We are excited to bring our good friend Paul Seibert to the team, as he is such an amazing pillar of the local community, and we are honored to have him on the team and represent-



ing us in the chamber," concluded Stevenson.

For more information about Shore Smoke Seasoning, please visit www.shoresmokeseasonings.com, or call (302) 943-4675. For more information on their upcoming event, Delaware Seafood Festival, visit www.delawareseafoodfestival.com. Please join us in welcoming Ryan & Nicole Stevenson of Shore Smoke Seasonings into membership!

Introducing Jim Brady of Edward Jones

The Central Delaware Chamber of Commerce (CDCC) is pleased to welcome Jim Brady of Edward Jones to our vibrant business community. As a new member, Jim brings a wealth of experience and a commitment to serving the financial needs of individuals and families in Dover and the surrounding areas. He just moved to Dover in March 2024, and is excited to dive into the business world of the community under the highly-respected name of Edward Jones.

Edward Jones is a financial services firm that offers a range of services, including investment and wealth management, retirement planning, education savings planning, insurance, and more. They primarily work with individual investors, providing personalized advice and guidance to help clients achieve their financial goals. Edward Jones is known for its client-focused approach, with financial advisors

often working closely with clients to develop tailored financial plans based on their unique circumstances and goals.

As a financial advisor, Brady can help the community with full scope personalized retirement planning, 529 accounts/custodial accounts, employer plan rollovers, brokerage accounts, trust accounts, employer sponsored retirement accounts (401k, simple IRA, Simplified Employee Pension IRA, profit sharing programs, and much more), term and permanent life insurance, annuities, and investment tax management.

Brady's background includes being a former multi-sport division one athlete in wrestling and football. He obtained his degree from Rider University in Business Administration. From there he worked on Wall Street for Citi Bank for two years under 6 financial advisors with 400 million+ in Assets under his manage-

ment, before moving back to Mullica, where is originally from, to start his own book of business with Edward Jones. "I also coached wrestling for the past four years three of which I ran my own club and the last year I went back and coached at my alma mater St. Augustine Prep. My dad is a small business owner, my mom is a special education teacher, and my younger brother played baseball at Goldey Beacom College and is now in the process of becoming a NJ State trooper," Brady shared.

"I moved to Delaware for an opportunity to grow my business with Edward Jones this March. My passion is to help educate people in the world of finance, while walking them through their goals and coming up with a strategy to achieve them. No matter how simple or complex, I can help," continued Brady.

Brady joined the CDCC because of the good things he's heard from colleagues and because he is excited

to grow his network as he integrates himself into the community. "I like to be as involved as possible with my community giving back as much of my time as I possibly can," he concluded.

For more information about Jim Brady – Edward Jones Financial Advisor, please call (609) 513-4255 or email jim.brady@edwardjones.com. His office is located at 250 Gateway South Blvd Ste 300 in Dover. Please join us in welcoming Jim Brady of Edward Jones into membership!



Member of the Month



NAME: Mary Ressler
TITLE: President
BUSINESS: Quality Builders Inc.
ADDRESS: 213 Willow Ave, Camden, DE 19934

HOURS: 7:00 am – 7:00 pm but I always answer the phone when or what ever time.
PHONE: 302-242-2223 CELL 302-697-0664 OFFICE
EMAIL: Quabuilder1@aol.com



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

The previous owner started the business in mid 1970's. He owned and operated until he wanted to retire and sell the company in 2000. I had worked for him for about 3 years. So I bought the company. A lot of changes since my purchase. Quality Builders at that time focused on prefabricated sunrooms. I expanded to more custom and stick build porches, sunrooms and additions,

composite decks, finishing basement, bath and kitchen remodeling...

Tell us about your role in the business/organization.

As owner/President I personally do 100% of all the estimates. Write the contract, Design work, drawings for permits. If I am not on the job working I am at least on every jobsite everyday and always available for my workers or homeowners questions.... For what ever they need.

Tell us something that makes your business/organization unique.

I am always available for my homeowners that believe and trust in me and my company.

I personal answer the phone. Yes I have had up to 3 secretaries at one time, however, the messages if given were not even close, and hated sitting for 2 hours after the day was done making return calls, I try not to focus on being a female owned and operated business but I am.

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

I hope to keep giving and doing the best projects with quality workmanship and materials that my homeowners love and enjoy.

How has the Chamber helped your business/organization grow?

The Chamber is always there to help and present opportunities to grow your business and network.

What is your best advice to other businesses/organizations?

Rome was not built in a day. And a good business is not eighter. I takes hard work, finding the right people to work.... And the one thing I try to live by personally and professionally is be decent and honest. "DO UNTO OTHERS AS YOU WOULD HAVE DO UNTO YOU" Like I tell my guys too. I rather do things right the first time, spend a few dollars over than skimp and cause problems later.

Ambassador's Corner

Kate Greene



A thriving Chamber of Commerce is central to a thriving business community. A good Chamber of Commerce can help individual businesses connect and grow, all while strengthening the economy and lives of the members of that community. That's why one of the first things CDCC Ambassador Kate Greene and her husband, Jim Shure, did when they moved and relocated their business, IMD4 to Dover a few years was join the Central Delaware Chamber of Commerce.

"Joining CDCC is one of the best things Jim and I have done since moving to Delaware," said Kate. "Not only have we made great connections for our advertising and marketing business, we've also made

some great friends and learned so much about our new hometown."

Once Kate felt settled into the community, she wanted to find a way to give back to the Chamber, so first she joined the Marketing Committee, then she became a Chamber Ambassador.

CDCC offers its members so much, but sometimes as a new member, and especially when you are now to the community, it's hard to figure out where and how to jump in. The job of the ambassadors is to help new members learn about the CDCC, and to learn about the great benefits to be gained from their membership.

"I also believe that the more you put into your membership, the

more you get out of it," said Kate. "It feels great to be able to help new members learn all about this great organization."

IMD4 is a full-service advertising agency with decades of experience in marketing, design and consulting work. Kate and Jim help clients grow their businesses through branding and advertising strategies, with all communications emphasizing the positives and mitigating the negatives. Kate and Jim have decades of experience in New York City and in the Midwest, and in all media including, TV, radio, digital and print. You can learn more about IMD4 at imd4.com.

Congratulations - You're a 10!

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



RENEWALS FOR APRIL 2024 - THANK YOU FOR YOUR RENEWAL!

Company Name	YRS	Company Name	YRS
Bayhealth Medical Center	48	Fort Sill National Bank	10
Dover Pools	48	LakeView Realty, Inc.	10
The Elizabeth W. Murphey School, Inc.	42	Lenape Builders, Inc.	7
Kent-Sussex Industries, Inc.	32	Benchmark Builders	6
Dover Family Chiropractic	30	Central Delaware Speech Language Pathology	5
Air Mobility Command Museum Foundation	29	Meals On Wheels Delaware	5
Hill Financial Solutions	26	All American Electric Service LLC	4
Dover Place Senior Living	22	Mi Mutual Mortgage	4
RRW Inc Home Instead Care	21	Woody's on Wheels	4
Delaware Hospice, Inc.	20	Bea Delightful	3
Dover Behavioral Health System	17	Brett Emmons	3
HandyTube	16	N.K.S. Distributors, Inc.	3
BFPE INTERNATIONAL Fire, Safety & Security	15	The Rivera Group of Keller Williams Realty	3
Hilton Garden Inn	15	Atlantic Apothecary, Inc.	2
Simon Eye	15	Coastal Bath Company	2
Dover Jazzercise Fitness Center	14	Delaware Department of Insurance	2
Service Energy / Poore's Propane	14	Jax n Daisy, Inc.	2
Weiner Benefits Group	14	Rely Tool Supply, LLC	2
Westover Companies - Lake Club Apts	14	Bryan Realty Group	1
AccentCare	12	Clyde W. Floyd	1
Silver Lining Home Healthcare	11	NovaCare Rehabilitation	1
Eagle Nail & Tool Supply of Milford LLC	10	Sam's Club	1
Excel Business Systems	10		

NEW MEMBERS

Allstate Alisha Parker	Alisha Parker	Allstate Drive	Clayton	DE	19938	302-223-0265
EB5 Investors	Nicolas Zamponi	2151 Michelson Dr, Suite 290	Irvine	CA	92612	800-997-1228
Edward Jones - Jim Brady	Jim Brady	250 Gateway South Blvd ste 300	Dover	DE	19901	609-513-4255
Ever Forward Consulting	Theodore Watson		Felton	DE	19943	302-393-1315
Express Employment Professionals	Tracy Thompson	665 S Carter Road, Suite 3	Smyrna	DE	19977	302-659-2121
First Class Cleaning Service Inc.	Quwinly Redding	73 Greentree Dr # 339	Dover	DE	19904	302-653-8881
SSW Moving & Junk Removal	Bobby Showmaker	1201 N Market St, Suite 111	Wilmington	DE	19801	484-319-8528

MEET THE BOARD MEMBERS!

Jesse Keleher

Harrington Raceway & Casino



- 1. Feel free to talk with me about... anything.** I love conversation.
- 2. I think it's important to be part of the CDCC because...** it promotes the success of businesses and fosters both personal and professional relationships
- 3. The #1 reason I believe that we are a 5-Star Chamber is** the passionate and dedicated staff!
- 4. My favorite quote is...** "Be yourself; everyone else is already taken" – Oscar Wilde
- 5. If I had one extra hour of free time a day, I would...** spend it in the garage tinkering with my cars.
- 6. In one word I am...** blessed
- 7. Through my membership and volunteering at the CDCC, I've learned...** how enjoyable it can be to give back to the community where I work and live; and how rewarding it is to be part of others' success.

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 **Nancy Quade of New Image Inc., for correctly identifying the Mini Golf Course at Tre Sorelle Dolce Ice Cream & Mini Golf in Wyoming.** Congratulations, Nancy – 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.



Voting is NOW OPEN!

STARS OF DELAWARE 2024

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

Show your support for your local businesses and community by recognizing these STARS! Voting closes Sunday, June 23.



StarsOfDelaware.com

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